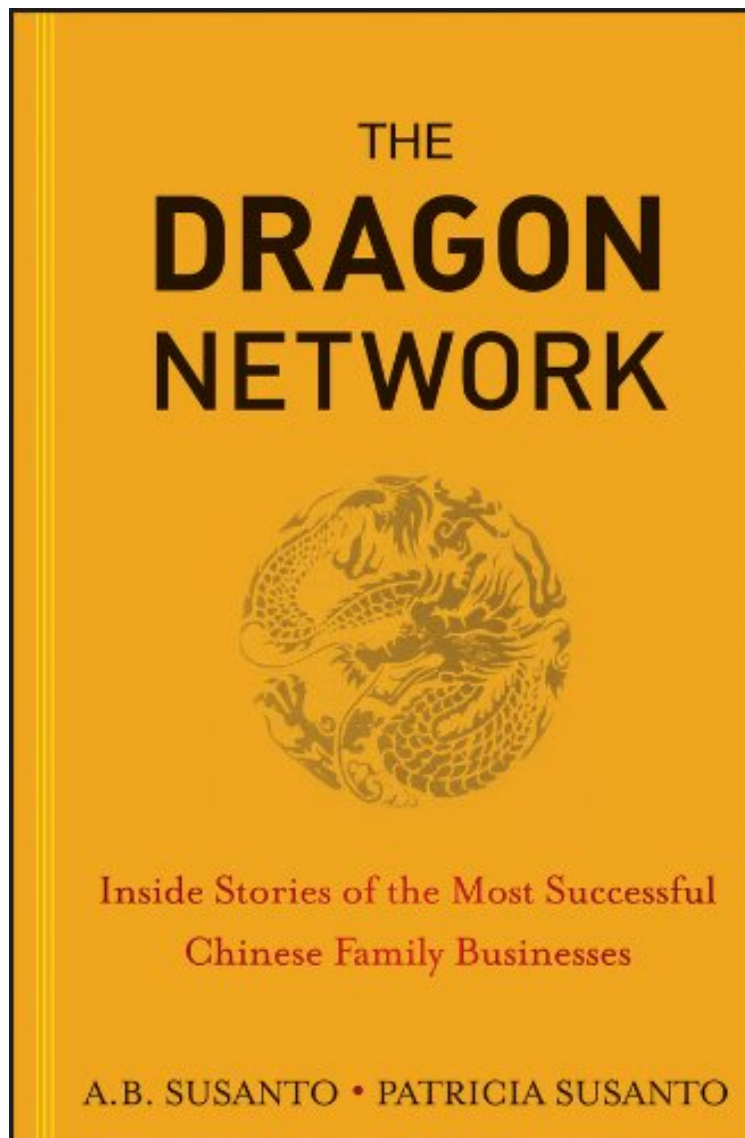


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The Dragon Network: Inside Stories of the Most Successful Chinese Family Businesses (Bloomberg)

A. B. Susanto, Patricia Susanto

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A. B. Susanto, Patricia Susanto : The Dragon Network: Inside Stories of the Most Successful Chinese Family Businesses (Bloomberg) before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Dragon Network: Inside Stories of the Most Successful Chinese Family Businesses (Bloomberg):

2 of 2 people found the following review helpful. Don't buy By Te-Shen Gan Terrible authorship. Should not have even

been published. Seemed like a compilation of wikipedia and google search results without much analysis or in-depth commentary. 1 of 1 people found the following review helpful. **Business Practices of Overseas Chinese Family Businesses** By Hubert Shea This book aims at demystifying business practices of OCFBs (Overseas Chinese Family Businesses) in and out of South East Asia. The key value of this book is that it is written by two family business consultants who have involved in developing governance for family businesses so that they can have first-hand information about how OCFBs build and sustain their competitive advantages in the marketplace. What interest me to read this book is that most of OCFBs are now growing their businesses in the era of globalization and rapid pace of information technology in which multinational corporations from developed economies can pose a serious threat to them. According to both authors, successful OCFBs possess strong family culture, emphasis of speed and flexibility, and have strong risk tolerant and assessment capabilities. Moreover, they are willing, particularly for the 2nd generation family business owners or younger generations, to adopt modern professional management practices while preserving traditional Chinese culture values such as familism and Confucianism to solidify family members to work for the best interests of family businesses. Moreover, there is much prospect of seeing OCFBs to develop a more global business management style. According to both authors, how OCFBs sustain and grow their businesses depend very much on how they can manage 7 family (value conflict, succession, organizational structure, compensation, competence, revenue distribution, and alignment between family and business) and 7 common (leadership, strategic planning, customer and market focus, measurement, analysis, and knowledge management, human resource focus, process management, and business results) issues in an effective manner. Chapter 11 also provides a roadmap for OCFB owners to develop governance for their businesses. This book also contains many inside stories about family conflicts (Chapter 4) the role of wife (Chapter 6) and risk dealing (Chapter 9) in OCFBs. This book is very relevant to owners of OCFBs who is interested in understanding how to sustain and grow their businesses.

What's driving the burgeoning global Chinese family businesses? Chinese family businesses are the driving force behind Asia's economic prosperity. As the world becomes more global they have had to adapt to the new environment. This timely book draws on an extensive regional survey to reveal the key players and the strategies that will drive their success going forward. The book discusses and analyzes the business life and achievements of some prominent overseas Chinese family businesses in Asia and reveals their life philosophies, their business journey, and their family role in business. Includes analysis regarding how the senior Chinese generations prepare their children to run the business in the future Reveals that flexibility, ability to adapt to changing business environments, and resilience contribute to the success of many overseas Chinese family businesses Offers illustrative examples of successful family businesses from Malaysia, Indonesia, The Philippines, and China Based in solid research and filled with illustrative examples, *The Dragon Network* offers an inside look at how family businesses succeed and thrive in Asia.

From the Inside Flap The majority of Chinese businesses, both on the mainland and overseas, are family owned. This is due in part to a strong cultural belief in the family and its importance in various aspects of life, including business. By virtue of being innovative, flexible, networked, entrepreneurial, and efficient, Chinese family businesses have continued to prosper over the years and this has led to a great deal of interest in how they actually function. Written by A. B. Susanto; a notable family business practitioner and Chairman of The Jakarta Consulting Group; with the help of Patricia Susanto, *The Dragon Network* sheds some much needed light on this subject. Focusing on overseas Chinese family businesses, including those operating out of Southeast Asia, the authors offer an in-depth look at how these businesses are structured; which traditional Chinese values influence their family business practices; as well as how family relationships affect business management. Along the way, they also address the various challenges facing Chinese family businesses in today's rapidly changing environment, and explore what they are doing to survive and thrive for generations to come. Engaging and informative, *The Dragon Network* uses real-world cases to highlight many of the issues discussed. For example, through the story of the Indonesian herbal company Nyonya Meneer, you'll gain valuable insights into how bitter family conflicts, that could potentially destroy a company, are managed. You'll also discover the essential role that wives play in Chinese family businesses through Lee Kim Huam; the matriarch of Genting Group, a conglomerate from Malaysia specializing in tourism, resorts, gaming, power generation, oil, and gas. Other topics covered that are integral to Chinese family business success include management style and leadership, succession planning and development, and dealing with risk. Based on solid research and filled with informative examples, *The Dragon Network* offers a rare look at how Chinese family businesses have operated so effectively for so long and reveals what it will take for them to continue to do so moving forward. From the Back Cover Praise for *The Dragon Network* "China's economic progress is inseparable from the success of the overseas Chinese businessmen who are scattered all over the world. The authors have identified the significant characteristics of Chinese businessmen and their practice of ancient traditions and Chinese philosophy, which affect the companies' operational systems, strategies, and management. I believe this book will inspire passion and encourage the struggle to preserve the family business style of the overseas Chinese. Professionalism must also be prioritized in order to further develop the strategies of current family businesses." Mochtar Riady, founder and CEO of Lippo Group;

Chairman of the Asian Bankers Association "This book contains explanations about overseas Chinese family businesses which are easy to understand by readers from any background. It provides inspiration to those who want to build their family businesses." —Robert Sumantri, CEO of Altus Shipping and Logistics Pte Ltd "The authors have written an extremely comprehensive and interesting book on overseas Chinese family businesses. It is an illuminating review that describes how these businesses have assimilated into their respective communities as well as how they have historically been discriminated against. Their careful examination of the role of Chinese values in developing these businesses is very important for readers who are interested in the cultural components of business. This is a fine contribution to the professional literature and is also a great read." —Frank T. Gallo, PhD, author of *Business Leadership in China* and President of Calypso Consulting (www.chinacalypso.com) "Strong family tradition and commitment, combined with characteristics such as hard work, frugality, willingness to learn, and persistence have made many overseas Chinese family businesses successful. Nevertheless, they are currently facing great challenges. The authors of this book identify those challenges and what Chinese family businesses must do to address them. There are many lessons we can learn from this book." —Ling Chen, PhD, Professor for Family Business and Business History, Associate Dean, School of Management, Zhejiang University; Executive Director, Academy of Global Zhejiang Entrepreneurs; ZJU Director of Institute of Family Business, Zhejiang University "Overseas Chinese family businesses are famous for their high entrepreneurial skills and spirit. However, after reading this book, I realize that these factors are not enough if you want your family business to last for generations. There is a need to adopt modern management practices, sound conflict management, and succession planning." —Dr. Charles Saerang, President Director, PT. Nyonya Maneer

About the Author

A.B. Susanto serves as Chairman of The Jakarta Consulting Group, a leading management consultant firm in Indonesia. He is also known as one of the foremost family business consultants in Indonesia. Susanto is Dean of the Faculty of Economics at President University in Indonesia. He obtained his bachelor's degree and master's degree from the University of Indonesia and his doctorate degree from the University of Duuml;sseldorf, Germany. PATRICIA SUSANTO is the current CEO of the The Jakarta Consulting Group. She graduated with a bachelor's degree from the University of Southern California in 1999 and continues her studies in psychology and human resources at the University of Indonesia and Griffith University, Australia. For the past ten years, she has taken an active interest in family business studies and research. As part of The Jakarta Consulting Group, Susanto has been involved in developing governance for family business in Indonesia.