

FOREIGN AFFAIRS

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Economic, Social, and Environmental

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*Inside Chinese Business: A Guide for
Managers Worldwide.* BY MING-JER
CHEN. Cambridge: Harvard Business
School Press, 2001, 219 pp. \$29.95.

China's rich history and culture pervade contemporary Chinese thought and behavior. Foreigners wishing to do business with China can benefit from understanding this cultural background and how it influences Chinese communication, negotiation, and business behavior. This book usefully provides relevant material on culturally inspired behavioral patterns and offers guidelines for how to deal with them. Much focus is on traditional Chinese norms and behavior still found today in overseas Chinese communities,

especially in the arc from Taiwan to Thailand. Some of that legacy remains in mainland China, but there the break with the past has been greater. In addition, structural conditions (especially the role of the government) are different, in turn creating varying behavior patterns. The book is written as a guide for Westerners doing business with China, but it is useful also for diplomats and researchers—indeed, for anyone who wants to engage the Chinese in cooperative endeavor.

*Resource Wars: The New Landscape of
Global Conflict.* BY MICHAEL T.

KLARE. New York: Henry Holt, 2001,
277 pp. \$26.00.

In a world seemingly awash with ethnic and sectarian strife, the author reminds readers that many of these clashes are over natural resources, especially oil, water, timber, and minerals such as diamonds. These conflicts often appear to be ethnic—and indeed may have evolved into such—but they risk misinterpretation if scholars ignore their origins in resource disputes. Oil dominates the book, but Klare also discusses the river systems where human demands press against limited supplies (the Nile, Jordan, Tigris-Euphrates, and Indus) as well as conflicts over timber rights and minerals in Africa and Southeast Asia. He forecasts increasing conflict in resource-rich Africa, where sales of raw materials finance mercenaries and purchases of foreign weapons. To reduce international engagement, the author proposes the creation of new international agencies focused on preventing conflict and allocating resources in periods of temporary scarcity, if necessary. Yet he fails to inform readers exactly how such agencies would accomplish their aims.