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Guanxi (Chinese: 关系) describes the basic dynamic in personalized networks of influence (which can be best described as the relationships individuals cultivate with other individuals) and is a central idea in Chinese society.

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have managed to turn guanxi into a carefully calculated art. As demonstrated by the popular saying in Chinese that translates "Who you know is more important than what you know", guanxi-based business practices permeate the Chinese culture and are capable of facilitating exchange in the Chinese business community. Guanxi is ultimately a form of social capital that develops between two ...

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