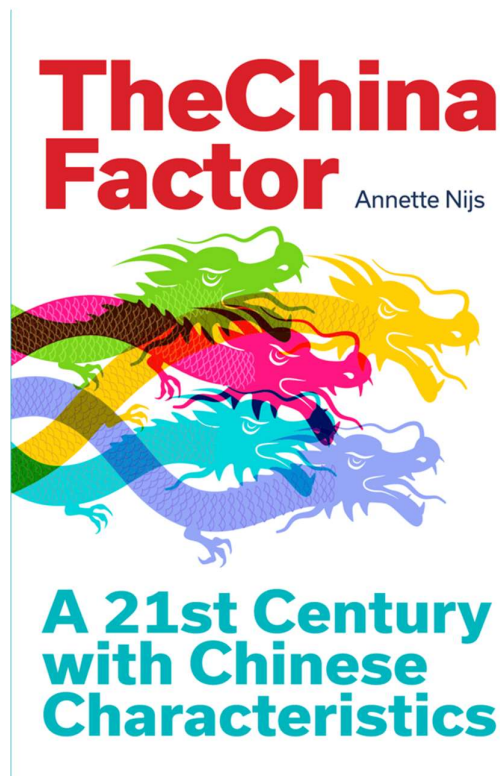


For SAN TELMO - RECOMMENDED SUMMER READING BY ANNETTE NIJS



**The China Factor by Annette Nijs**

I enjoyed reading *The China Factor*. I believe it is an excellent contribution to management. One very positive aspect is that the book is politically neutral and this makes it easier to follow. A great and needed contribution.  
*Pedro Nuño, Honorary President CEIBS, China Europe International Business School*

An insightful and comprehensive book about China. Annette Nijs has written an articulate book, which supports us in finding our way of a deeper engagement with China whilst relying on our own strengths.  
*Jan Peter Balkenende, former Prime Minister of The Netherlands*

Annette Nijs approaches China's core issues and challenges with a candid and constructive attitude. Drawing on her years of close-range engagement with China, Nijs clearly details how this country works and what it expects from the international landscape despite of different systems, cultures, and ideologies.  
*Ming Cheng Chien, President LANXESS Asia Pacific*

It is a must read for those who want to use their own brain to judge and connect with China in an unbiased way. This is even true for many Chinese to look at ourselves through the eye of a foreigner, in political, economic, technological and geopolitical areas.  
*Lin Liangqi, former President of AkzoNobel China*

A comprehensive, up to date and lucid overview of contemporary China written by someone with deep, extensive exposure to and familiarity with China.  
*Kerry Brown, Professor and Director of the Lau China Institute at King's College London*

Understanding China is "inevitable" for anyone who wants to be in business in the 21st century.  
*Daniele Sacco, Group HR and Organisation Director, Mondadori*

Annette Nijs has created an eye-opening about how China shapes our world.  
*Vijay Singh, China Country Head, ISPAT Group*

This book has the potential to bring people from East and West closer together. In the Epilogue, Mrs Nijs calls upon us 'not to spend our energy on highlighting differences but on figuring out the best way to work with it'. I couldn't agree more.  
*Dr. Li Ruohong, Chairman of China World Peace Foundation*

**The China Agenda**

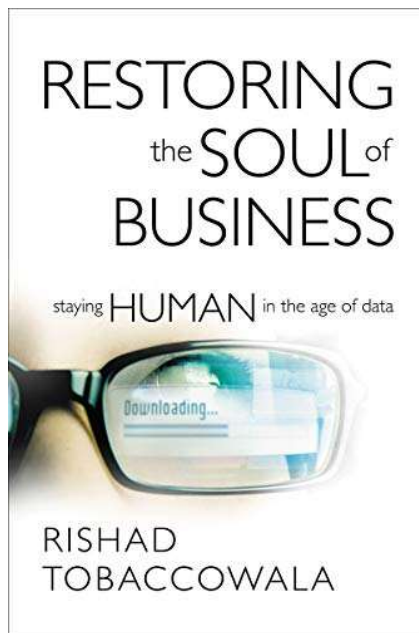
ISBN 978-90-901-787-8

*There is no escaping it.* During the 21st Century 'The China Factor' will become an increasingly dominant feature of our world. In countries across the globe a large majority of people agree that China plays a more important role today than in the past. Whether we like it or not.

More and more people are becoming anxious about China's economic power. They are worried about Chinese companies accessing foreign technologies and data via globally distributed Chinese high-tech like communication networks (5G), e-commerce and e-logistics in transport hubs. Although it is natural to have such concerns, are all these concerns perfectly reasonable or not?

Ever wondered about the future role of China on the global stage? Ever wondered how much power President Xi, The Party and/or China's government has, and how the Chinese people view their relationship with all three of them? Ever wondered how China managed to transform itself so quickly into a front-runner, leading us into the 4th Industrial Revolution? Ever wondered if and how China might even influence your personal life?

If the answer is yes to any or all of the above, then this book is for you - no matter whether you are an entrepreneur, a manager, an employee, an academic, a politician, a diplomat, a civil servant or just someone interested in the fascinating Chinese powerhouse, with a favourable, neutral, or even negative view of China.



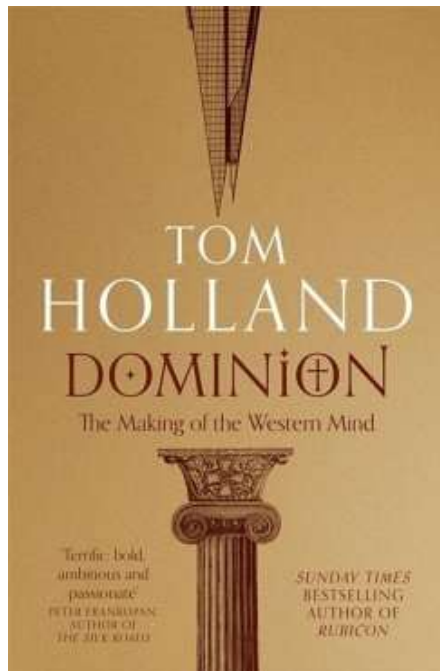
The hidden key to successful transformation in any organization lies between human intuition and data-driven insights.

Named by Time as a top five marketing innovator, Rishad Tobaccowala draws on research and interviews, as well as over three decades of experience as a business and thought leader, to describe how digilog companies—ones where digital tools and analog people are integrated expertly—develop a hybrid consciousness and learn to be proactive when they see warning signs that human traits are being subordinated to technology and data only decisions. Restoring the Soul of Business provides practical tools and techniques that every organization can and should implement, and challenges readers to move forward with the kind of balance that catalyzes transformation and produces one great success after another.

Understand how to unleash the significant benefit that can be realized by combining emotion and data, human and machine, analog and digital.

Spot the warning signs of data-blinded companies: cold cultures with little human interaction, poor innovation stemming from stifled employees not encouraged to contribute ideas or insights, and poor customer service due to automated, robotic processes that cause frustration and hurt the brand.

Explore how organizations of various sizes and from different industries, from Walmart and IBM to Starbucks and Domino's to Netflix and Google, have successfully reoriented their thinking on how to fuse technology and humanity.



Christianity is the most enduring and influential legacy of the ancient world, and its emergence the single most transformative development in Western history. Even the increasing number in the West today who have abandoned the faith of their forebears, and dismiss all religion as pointless superstition, remain recognisably its heirs. Seen close-up, the division between a sceptic and a believer may seem unbridgeable. Widen the focus, though, and Christianity's enduring impact upon the West can be seen in the emergence of much that has traditionally been cast as its nemesis: in science, in secularism, and yes, even in atheism.

That is why *Dominion* will place the story of how we came to be what we are, and how we think the way that we do, in the broadest historical context.