

Subject/Title	Going through the Hall without into the Chamber: Inter-personal Trust and Exclusionary Networks among Taiwanese Manufacturers in the Yangtze Delta
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Abstract	<p>In recent years, the pace of localization of Taiwanese manufacturers in China has been a hot topic for both academic and non-academic communities. These Taiwanese companies have been mostly described as increasingly dependent on China's market and capital, along with collaborating with local enterprises, and being managed by Mainland employees. However, recent statistics also shows that no matter the ratio of joint ventures or business-partnerships though sharing numerous cultural characteristics, these Taiwanese companies have fallen behind their Western counterparts. This paper seeks to make this obvious contradiction. According to our 70-day field research, it is determined that the pre-existing business ties among Taiwanese manufacturers that binds them together and causes them to turn away from local suppliers. Simply put, it is interpersonal trust and self-reinforcing business networks that obstruct Taiwanese enterprises from further localization in China.</p>
Keyword(s)	Taishang/Taiwanese businesspeople ; Chinese economy ; conglomeration ; business networks ; interpersonal trust