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1. Introduction; Guanxi - the Chinese Third Arm
2. Essay 1.

Matti Nojonen:

Fieldwork in a Low-Trust (Post-)Communist Society

Published in Ed Clark and Snejina Michailova: Fieldwork in Transforming Societies - Understanding Methodology from Experience, Palgrave, MacMillan, New York 2004

3. Essay 2.

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Different bases of friendship in analysing guanxi in China - contradicting proximal business and distal relational outcomes

4. Essay 3.

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The Competitive Advantage with Chinese Characteristics: the Sophisticated Choreography of Gift-Giving

Published in John B Kidd and Frank-Jiirgen Richter: Corruption and Governance in Asia, Palgrave MacMillan, New York 2003

### **Appendix 1**

**Sensitivity and limitations of the fieldwork**