CONTENTS

Contributors ix
List of Figures and Tables xiii
Prologue xv

Introduction
An Introduction to the Study of Guanxi Thomas Gold, Doug Guthrie, and David Wank 3
1 Practices of Guanxi Production and Practices of Ganqing Avoidance Andrew Kipnis 21

Methodological and Conceptual Considerations
2 Information Asymmetries and the Problem of Perception: The Significance of Structural Position in Assessing the Importance of Guanxi in China Doug Guthrie 37
3 Beyond Dyadic Social Exchange: Guanxi and Third-Party Effects Yi-min Lin 57

New Substantive Studies of Guanxi
4 Guanxi in Business Groups: Social Ties and the Formation of Economic Relations Lisa A. Keister 77
5 Business-State Clientelism in China: Decline or Evolution? David Wank 97
6 Institutional Holes and Job Mobility Processes: Guanxi Mechanisms in China’s Emergent Labor Markets Yanjie Bian 117
7 Youth Job Searches in Urban China: The Use of Social Connections in a Changing Labor Market Amy Hanser 137
8 Face, Norms, and Instrumentality Scott Wilson 163
9 Guanxi and the PRC Legal System: From Contradiction to Complementarity Pitman B. Potter 179
“Idle Talk”: Neighborhood Gossip as a Medium of Social Communication in Reform Era Shanghai

James Farrer

Networking Guanxi

Barry Wellman, Wenhong Chen, and Dong Weizhen

Contents

10 “Idle Talk”: Neighborhood Gossip as a Medium of Social Communication in Reform Era Shanghai James Farrer 197

Conclusions

11 Networking Guanxi Barry Wellman, Wenhong Chen, and Dong Weizhen 221

References

243

Index

273