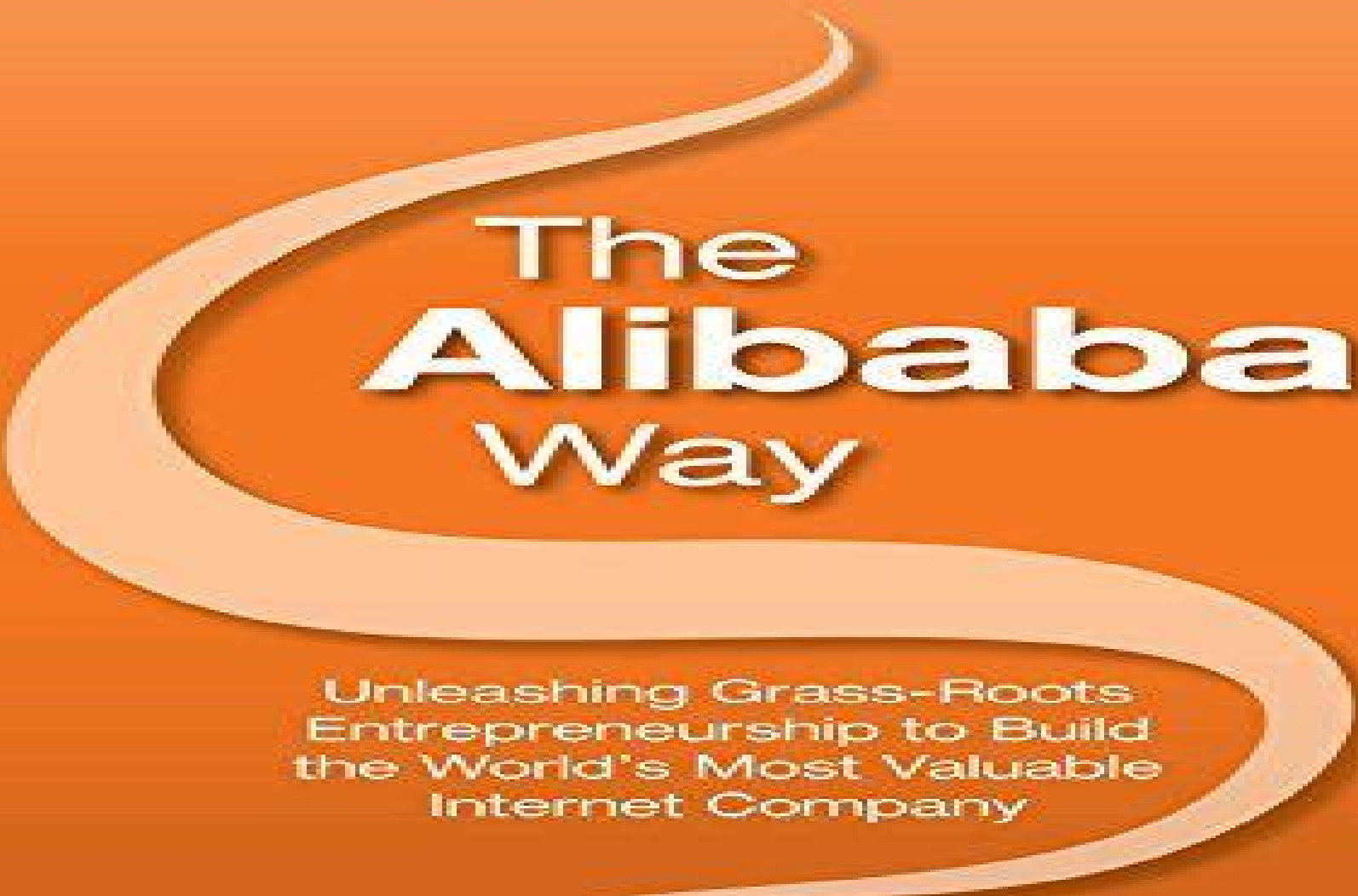


**Foreword by Edmund S. Phelps,
Nobel Laureate in Economics
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NYU Stern School**



The Alibaba Way

**Unleashing Grass-Roots
Entrepreneurship to Build
the World's Most Valuable
Internet Company**

Dr. Ying Lowrey

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The Alibaba Way: Unleashing Grass-Roots Entrepreneurship to Build the World's Most Innovative Internet Company Ying Lowrey, 2016-02-12 The amazing e commerce success story that provides a powerful new growth model for small business start ups and grassroots entrepreneurs One of the world s fastest growing Internet companies Alibaba and its founder Jack Ma have inspired a generation of young Chinese not just as a road map to riches but as a lesson in entrepreneurial individualism This illuminating guide takes readers inside this global giant of e commerce and shows entrepreneurs how to build their own businesses from a grassroots vision to a world class operation Using Alibaba s incredible success as a case study the book identifies the driving forces behind job growth innovation and sustainability in the Digital Age It shows small business owners how to unleash their entrepreneurial spirit realize their grassroots ambitions and use technology driven platforms to grow their companies across multiple markets The Alibaba Way offers a proven way to survive and thrive The first book length case study of the Alibaba phenomenon Alibaba is receiving incredible positive coverage in the media its IPO is likely to be the largest in the US and one of the largest in the world Dr Lowry is an expert in Chinese economics with experience in American markets Dr Ying Lowrey is an Economics Professor at the School of Social Sciences Tsinghua University and Deputy Director of Tsinghua Research Center for Chinese Entrepreneurs

The Alibaba Way: Unleashing Grass-Roots Entrepreneurship to Build the World's Most Innovative Internet Company Ying Lowrey, 2016-02-12 The amazing e commerce success story that provides a powerful new growth model for small business start ups and grassroots entrepreneurs One of the world s fastest growing Internet companies Alibaba and its founder Jack Ma have inspired a generation of young Chinese not just as a road map to riches but as a lesson in entrepreneurial individualism This illuminating guide takes readers inside this global giant of e commerce and shows entrepreneurs how to build their own businesses from a grassroots vision to a world class operation Using Alibaba s incredible success as a case study the book identifies the driving forces behind job growth innovation and sustainability in the Digital Age It shows small business owners how to unleash their entrepreneurial spirit realize their grassroots ambitions and use technology driven platforms to grow their companies across multiple markets The Alibaba Way offers a proven way to survive and thrive The first book length case study of the Alibaba phenomenon Alibaba is receiving incredible positive coverage in the media its IPO is likely to be the largest in the US and one of the largest in the world Dr Lowry is an expert in Chinese economics with experience in American markets Dr Ying Lowrey is an Economics Professor at the School of Social Sciences Tsinghua University and Deputy Director of Tsinghua Research Center for Chinese Entrepreneurs

Alibaba's World Porter Erisman, 2015-05-12 A former VP at Alibaba Group and creator of a documentary about its origins offers an inside glimpse at the behemoth that s poised to transform the ecommerce world

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Never Give Up: Jack Ma In His Own Words Suk Lee, Bob Song, 2016-07-12 Ever since the Alibaba Group went public on September 19, 2014, with an initial public offering of a record-breaking 25 billion, Jack Ma, the founder and charismatic spiritual leader of the e-commerce behemoth, has been making headlines around the world. In 2014, the company's online transactions totaled 248 billion, more than those of Amazon and eBay combined. The first Chinese entrepreneur to appear on the cover of Forbes, Ma is now the second richest man in China with a net worth that is estimated to be north of 29 billion. Despite Ma's massive

influence in China and in the global tech world his inspirational rags to riches story is relatively unknown to the general American public Never Give Up Jack Ma In His Own Words is a comprehensive guide to the inner workings of arguably the most prominent figure in the global tech world in the past 20 years comprised entirely of Ma's own thought provoking and candid quotes When Ma decided to start his first Internet company in 1999 few Chinese people knew what the Internet was Ma a former English teacher knew nothing about coding and his 20 000 in startup funds were not made up of investments from venture capitalists but loans from his family He channeled his startup experience into Alibaba a group of websites that allows businesses and people to connect in order to buy and sell products similar to eBay and Amazon while also collecting advertising revenue similar to Google By some measures Alibaba is now the largest e-commerce site in the world In this book more than 200 quotes on business values innovation entrepreneurship competition management teamwork life and more provide an intimate and direct look into the mind of this modern business icon and philanthropist Many of these quotes are translated directly from the Chinese press and interviews For readers who do not read Chinese and have no other access to these materials this book provides invaluable insight into the mind of one of the world's most successful business magnates

New Retail Born in China Going Global Michael Zakkour, Ashley Galina Dudarenok, 2019-07-18 A behind the scenes look at how in only a few short years Alibaba CEO Jack Ma's vision of The New Retail where 800 million consumers take for granted a world of convenience unimagined anywhere else has become a reality This complete integration of online offline technology and entertainment has changed the rules of commerce forever We unpack how a perfect storm of smart devices digital payments e-commerce and the need to modernize physical stores led to a complete reimagining of 5 000 years of buying and selling products and services The long battle between bricks and clicks is over and the winner is The New Retail Alibaba JD.com Tencent and a growing group of innovative brands retailers and digital pioneers fueled by the demands of the most spoiled consumers in the world have spurred a retail renaissance and plotted a course for the future of retail and consumption around the world If you want to see the future of retail and commerce read this book and then if you can spend a week shopping in Shanghai Some key features of The New Retail include the ability to buy anything anywhere anytime any way retailtainment as a brand and retail driver virtual reality enhanced stores see now buy now streaming videos interactive social commerce smart connected experience first physical retail environments 15 minute on demand delivery You will not only discover what the New Retail is and how to participate in the ecosystems and habitats in China that make it work but hopefully you will be inspired to adapt the technologies ideas and consumer centric vision of New Retail into your business life brand and products Key takeaways from the book include How the elements that make up New Retail were honed in China and why they came together to create a new model Who built the New Retail why they did and why it works Why The New Retail is about ecosystems and habitats not channels and e-commerce What are the 4 Cs you need to deliver New Retail and how to use the 4 Us to do it Why omnichannel is a dead concept and why it's been replaced by a unified channel A deep

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and services have exploded into global markets disrupting conventional businesses and creating previously unimaginable opportunities for millions of small businesses worldwide This book reveals the Tao of Alibaba the company s secret sauce a consciously cultivated ethos and spirit that has enabled Alibaba to weather tough times including its recent setbacks with the Chinese government and persist toward a common mission It is a blueprint of the company s management philosophy crystalized into the most important elements that have driven its success and it provides a road map for how to incorporate these principles into any organization s operations Wong distills his nearly two decades of experience inside the company to show readers how to align their organization s capabilities with performance maximizing tools in order to achieve success But most importantly the Tao of Alibaba teaches the pursuit of greater purpose and meaning steering entrepreneurs to view their ventures as a vehicle for having profound and lasting impacts on their communities Ultimately the lessons shared in The Tao of Alibaba will serve as timeless tools for any entrepreneur seeking to configure their organization toward purpose and impact

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