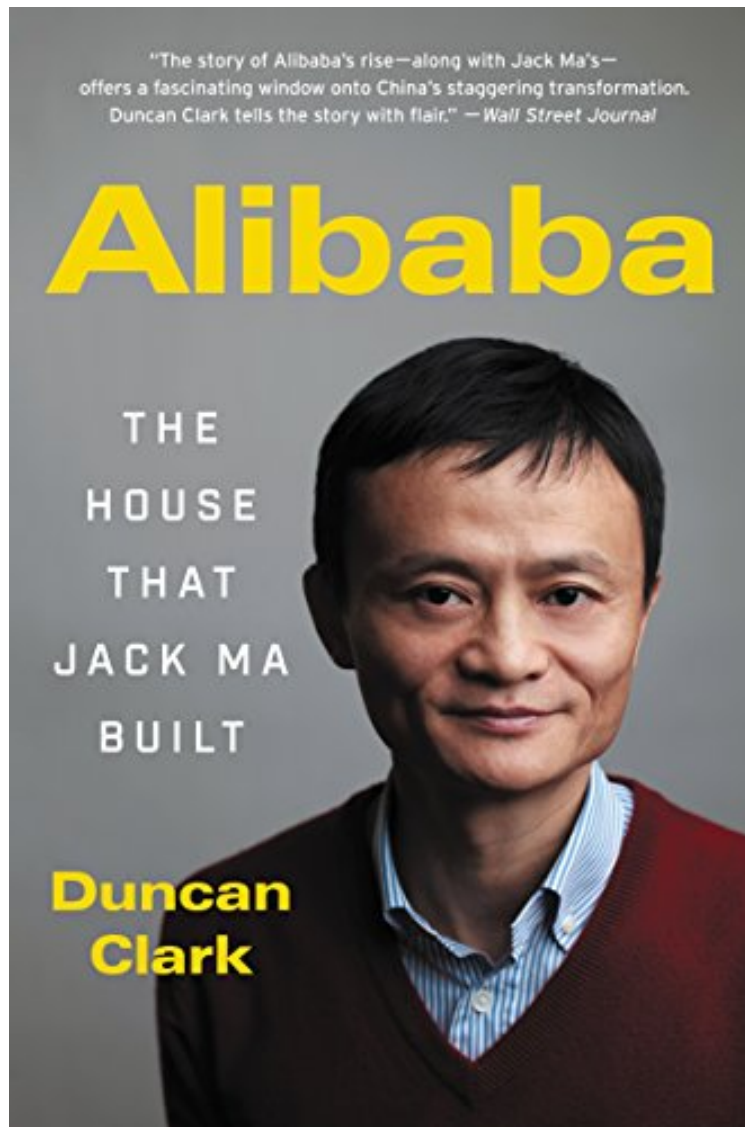


(Download pdf) Alibaba: The House That Jack Ma Built

Alibaba: The House That Jack Ma Built

Duncan Clark

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Duncan Clark : Alibaba: The House That Jack Ma Built before purchasing it in order to gage whether or not it would be worth my time, and all praised Alibaba: The House That Jack Ma Built:

2 of 2 people found the following review helpful. Lots more interesting than I expected
By A. bergman
An interesting read for a non-techie. Jack Mah's perseverance in trying various enterprises in China without the benefit of the internet is well described. The description of the volatility of the .com start-ups was hair-raising for the uninitiated. The convergence of sheer luck, keeping your powder dry and recognition of opportunities in addition to hard work made Jack so successful. He proved that western companies have a lot to learn about the Chinese business climate. Written in

a way that was understandable for the low-tech reader. 1 of 1 people found the following review helpful. Alibaba and the forty other Chinese companies By Atle Brandt Whilst this book is focused on Jack Ma, it is also a story of the development of the web in China and the role of foreign companies like eBay and Yahoo, as well as assorted investors. Overall it makes the story stronger, but the depth of Ma suffers for it. Also, certain parts could do we a re-edit, for consistent split between the notes and the main text. All in all a good time capsule, well worth picking up as a history rather than a pure biography 1 of 1 people found the following review helpful. Alibaba inspires and compels, yet leaves much to be desired. By Charles Yu In Alibaba, Clark winds back the hands of time and gives you a front row seat to the frame-by-frame unfolding of one of Asia's supernovas, the namesake of the book. Lyrically infused with verbatim quotes from alternative technology icons of our day, Clark's narrative weaves together eye-catching headlines and Chinese mythology in sepia vignettes, so authentic that the "Jack Magic" in the scene palpably streams forth from the pages of the book. Telling the story of the founder, Jack Ma, illustrating Ma's philosophy and praxeology, the "Jack Magic", and illuminating the role it played in Alibaba's runaway success is where Clark shines. Clark's discussion of the business environment, competitor strategies, and the later maturity of the internet industry indicates a lack of knowledge and insight, with various actors coming across as dry and two-dimensional. It feels tedious to read. While the narration leaves much to be wanted in several departments, the story itself inspires, and the zeitgeist of a few key moments are well preserved. As a Stanford graduate student and Silicon Valley resident, I found a window into an entirely different world - a different dogma - of entrepreneurship; refreshing in a scene where a multitude of playbooks and listicles have converged a set of what seemed to be immutable rules.

In just a decade and half Jack Ma, a man who rose from humble beginnings and started his career as an English teacher, founded and built Alibaba into the second largest Internet company in the world. The company's \$25 billion IPO in 2014 was the world's largest, valuing the company more than Facebook or Coca Cola. Alibaba today runs the e-commerce services that hundreds of millions of Chinese consumers depend on every day, providing employment and income for tens of millions more. A Rockefeller of his age, Jack has become an icon for the country's booming private sector, and as the face of the new, consumerist China is courted by heads of state and CEOs from around the world. Granted unprecedented access to a wealth of new material including exclusive interviews, Clark draws on his own first-hand experience of key figures integral to Alibaba's rise to create an authoritative, compelling narrative account of how Alibaba and its charismatic creator have transformed the way that Chinese exercise their new found economic freedom, inspiring entrepreneurs around the world and infuriating others, turning the tables on the Silicon Valley giants who have tried to stand in his way. Duncan explores vital questions about the company's past, present, and future: How, from such unremarkable origins, did Jack Ma build Alibaba? What explains his relentless drive and his ability to outsmart his competitors? With over 80% of China's e-commerce market, how long can the company hope to maintain its dominance? As the company sets its sights on the country's financial and media markets, are there limits to Alibaba's ambitions, or will the Chinese government act to curtail them? And as it set up shop from LA and San Francisco to Seattle, how will Alibaba grow its presence and investments in the US and other international markets? Clark tells Alibaba's tale within the wider story of China's economic explosion—the rise of the private sector and the expansion of Internet usage—that have powered the country's rise to become the world's second largest economy and largest Internet population, twice the size of the United States. He also explores the political and social context for these momentous changes. An expert insider with unrivaled connections, Clark has a deep understanding of Chinese business mindset. He illuminates an unlikely corporate titan as never before, and examines the key role his company has played in transforming China while increasing its power and presence worldwide.

"Anybody who thinks the Chinese just copy or steal technology from the West should read this book and think again. Jack Ma is part Bill Gates, part Steve Jobs, part Larry Page, part Sergei Brin, and part Mark Zuckerberg all rolled into one." (Sir Martin Sorrell, CEO of WPP) "Useful, business-minded reporting on an unconventional corporate magnate, containing both corporate and human-interest perspectives." (Kirkus) "This absorbing and well-written portrayal of Ma's character, and his role in Alibaba's development will appeal to a wide range of readers." (Library Journal) "A clean and compelling narrative... [Clark] tells the story with flair." (Wall Street Journal) "A fascinating new book." (The Economist) "A must-read for anyone hoping to navigate China's new economy." (Financial Times) From the Back Cover An engrossing, insider's account of how a teacher built one of the world's most valuable companies—rivaling Walmart and—and forever reshaped the global economy In just a decade and a half, Jack Ma, a man from modest beginnings who started out as an English teacher, founded Alibaba and built it into one of the world's largest companies, an e-commerce empire on which hundreds of millions of Chinese consumers depend. In 2014, Alibaba's \$25 billion IPO was the largest global IPO in history. A Rockefeller of his time, who is courted by CEOs and presidents around the world, Jack is an icon for China's booming private

sector and the gatekeeper to hundreds of millions of middle-class consumers. Duncan Clark first met Jack in 1999 in the small apartment where Jack founded Alibaba. Granted unprecedented access to a wealth of new material, including exclusive interviews, Clark draws on his own experience as an early adviser to Alibaba as well as his two decades in China chronicling the Internet's impact on the country to create an authoritative, compelling narrative account of Alibaba's rise. How did Jack overcome his humble origins and early failures to achieve massive success with Alibaba? How did he outsmart rival entrepreneurs from both China and Silicon Valley? Can Alibaba maintain its 80 percent market share? As it forges ahead into finance and entertainment, are there limits to Alibaba's ambitions? How does the Chinese government view its rise? Will Alibaba expand farther overseas, including into the United States? Clark tells Alibaba's tale in the context of China's momentous economic and social changes, illuminating an unlikely corporate titan as never before.

Advance Praise For *Alibaba*

Anybody who thinks the Chinese just copy or steal technology from the West should read this book and think again. Jack Ma is part Bill Gates, part Steve Jobs, part Larry Page, part Sergey Brin, and part Mark Zuckerberg, all rolled into one.

—Sir Martin Sorrell, CEO of WPP

Duncan Clark gets into the heart and soul of Alibaba and its founder, Jack Ma, who deftly maneuvered through the discontinuities and barriers in China to create one of the greatest companies in the world. China has thrived under the leadership of Jack Ma. This book is a must-read for anyone who wants to understand the present China and the heartbeat of a great entrepreneur.

—Tim Draper, founder of Draper Associates, DFJ, and Draper University

This book provides excellent insight into the world of Jack Ma, perhaps the most famous of the leaders of the new economy in China. Duncan Clark is a real China "Old Hand," unique in his knowledge of the Jack Ma generation. This book is definitely on the short list for those who wish to understand the Chinese economy today.

—Ken Wilcox, Chairman Emeritus, Silicon Valley Bank

About the Author

Duncan Clark, a former Morgan Stanley investment banker and fluent Mandarin speaker, has lived and worked in China for more than twenty years. He heads a team of more than one hundred at BDA China, the investment advisory firm he founded in Beijing in 1994. An expert on China's Internet sector, Clark is a former visiting scholar at Stanford University, where he welcomed Jack Ma on stage as a keynote speaker, along with the leaders of other leading China Internet firms including Baidu, Sina, and Tencent.