

**Julia Scheffler**

# Profiling German Expatriate Managers in China

An Analysis of Résumés

**Master's Thesis**

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**Bibliographic information published by the German National Library:**

The German National Library lists this publication in the National Bibliography; detailed bibliographic data are available on the Internet at <http://dnb.dnb.de> .

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**Imprint:**

Copyright © 2009 GRIN Verlag  
ISBN: 9783640548064

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## Table of Content

<b>Table of Content .....</b>	<b>II</b>
<b>List of Figures .....</b>	<b>III</b>
<b>List of Tables .....</b>	<b>IV</b>
<b>List of Abbreviations .....</b>	<b>V</b>
<b>1 Expatriates in IHRM – an Introduction.....</b>	<b>1</b>
1.1 Research on Expatriates.....	4
1.2 Demographic studies about managers .....	13
<b>2 Data Collection and codification .....</b>	<b>17</b>
2.1 Data collection and input .....	17
2.2 Codification .....	18
2.2.1 Codification of Demographic Variables.....	18
2.2.2 Position, Function, Industry and Mobility .....	20
2.2.3 Clustering of Countries.....	25
<b>3 Results – The Typical Demographic Profile.....</b>	<b>29</b>
3.1 Age and Gender .....	29
3.2 Marital Status and Children .....	33
3.3 Educational Background.....	35
3.4 Study Sojourns and Internships abroad .....	38
3.5 Foreign Language Abilities .....	39
<b>4 Results – the Typical Career Profile .....</b>	<b>42</b>
4.1 Position, Function and Industry during the Career Life .....	42
4.2 The Expatriate Assignment.....	47
4.3 Mobility and other Findings.....	58
<b>5 Conclusion .....</b>	<b>65</b>
5.1 Summary and Recommendations .....	65
5.2 Outlook and Implications for further Research .....	67
<b>List of References.....</b>	<b>71</b>

## List of Figures

Figure 1: Foreign Languages spoken in the German expatriate sample.....	40
Figure 2: German Expatriates' Position overall Career by Duration .....	42
Figure 3: German Expatriates' Position overall Career by Frequency.....	43
Figure 4: German Expatriates' Function overall Career by Duration .....	44
Figure 5: German Expatriates' Function overall Career by Frequency .....	44
Figure 6: German Expatriates' Industry overall Career by Duration .....	45
Figure 7: German Expatriates' Industry overall Career by Frequency .....	46
Figure 8: German Expatriates' Position before Assignment by Duration.....	48
Figure 9: German Expatriates' Position before Assignment by Frequency .....	48
Figure 10: German Expatriates' Function before Assignment by Duration.....	49
Figure 11: German Expatriates' Function before Assignment by Frequency .....	49
Figure 12: German Expatriates' Industry before Assignment by Duration.....	50
Figure 12: German Expatriates' Industry before Assignment by Frequency .....	50
Figure 13: German Expatriates' Position on Assignment by Duration .....	51
Figure 14: German Expatriates' Position on Assignment by Frequency .....	51
Figure 15: German Expatriates' Function on Assignment by Duration.....	52
Figure 16: German Expatriates' Function on Assignment by Frequency .....	52
Figure 17: German Expatriates' Industries on Assignment by Duration .....	53
Figure 18: German Expatriates' Industries on Assignment by Frequency.....	53
Figure 19: German Expatriates' current Position .....	57
Figure 20: German Expatriates' current Function.....	57
Figure 21: German Expatriates' current Industry .....	58
Figure 22: German Expatriates' Cultural Clusters overall Career Life.....	59
Figure 23: German Expatriates' Career Steps with or without changing Employer.....	63



## List of Tables

Table 1: Overview of Studies used for Comparison.....	15
Table 2: Codification of the German Expatriates' Position .....	21
Table 3: Codification of the German Expatriates' Function .....	22
Table 4: Overview of Industry Types .....	23
Table 5: Overview of Cultural Clusters .....	27
Table 6: Overview Age of the Sample and Other Studies.....	32
Table 7: Overview Women of the Sample and Other Studies.....	33
Table 8: Overview Marital Status and Children of the Sample and Other Studies .....	35
Table 9: Overview Educational Background of the Sample and Other Studies.....	37
Table 10: Overview Position, Function and Industry and Other Studies .....	56

## List of Abbreviations

AHK	Deutsche Außenhandelskammern
CEO	Chief Executive Officer
CRM	Customer Relationship Management
CV	Curriculum Vitae
FDI	Foreign Direct Investment
GM	General Manager
HRM	Human Resource Management
IHRM	International Human Resource Management
IJV	International Joint Venture
IT	Information Technology
JV	Joint Venture
KAS	Konrad-Adenauer-Stiftung (German Foundation)
MNC	Multinational Corporation
M&S	Marketing & Sales
PCN	Parent-Country National
PM	Project Manager
PR	Public Relations
R&D	Research & Development
TCN	Third-Country National
VP	Vice President
WFOC	Wholly-Foreign-Owned Company