CONTENTS

Foreword
Introduction 5
About Indonesia
Working with an Indonesian Partner 9
The Partnership Approach9
How National Values Influence Business and Management Practices 10
Communication
Working Effectively with Your Partner
Who is Your Counterpart ?
Business
Central Government
Local Government
Academics and Consultants20
Non-Governmental Organizations (NGOs)
Your Partner's Point of View
Suggested Approaches
Conclusion 26
Bibliography 27