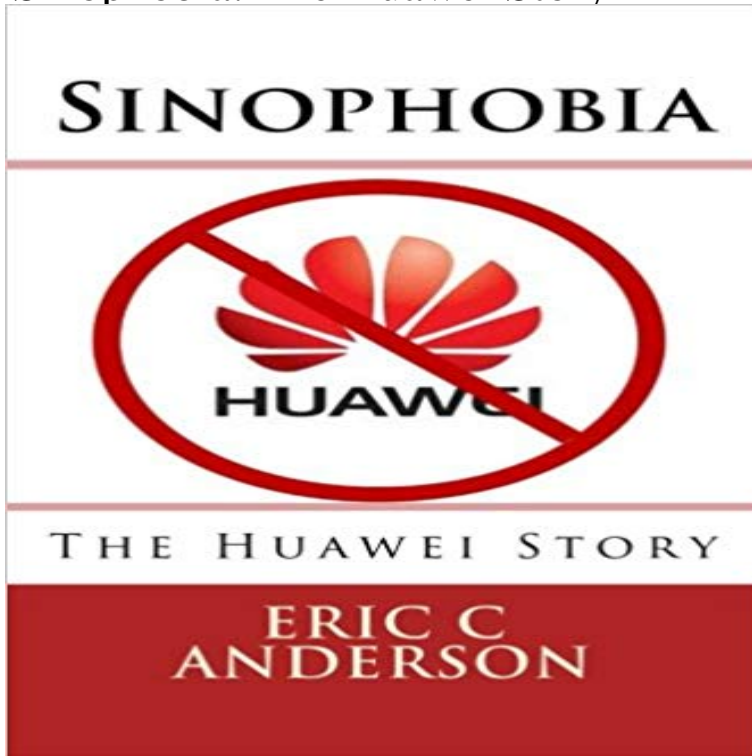


Sinophobia: The Huawei Story



Sinophobia: The Huawei Story is an exhaustive study of the firm's rise to global prominence and the subsequent difficulties it has encountered in trying to enter the U.S. market. Employing over 1,000 reports from academia, blogs, media sources, and techie news sites, I have been able to assemble the evidence that suggests the U.S. Congress has been engaged in a witch hunt and reveal some of the warts Huawei has exposed in its business practices over the last 25 years. Prologue: A brief history of Sinophobia in the United States since Chinese immigrants first came to work the California gold rush and its consequences for today's response to news Chinese firms are seeking to do business in this country. Chapter 1: Huawei's failed first attempt to purchase a U.S. business and a brief history of the Chinese company including culture and marketing practices. Chapter 2: Huawei's failure to win a multi-billion dollar contract to upgrade Sprint's U.S. telecommunications network and an in-depth evaluation and refutation of congressional claims the Chinese company is up to widespread nefarious activities. Chapter 3: Huawei's battle with the Committee for Foreign Investment in the United States including the Chinese firm's unprecedented decision to initially tell the Committee to drop dead thereby forcing presidential action. I look at Huawei's efforts to start a division in the United States and then close with a discussion on the value of foreign direct investment for Washington and American citizens as a whole. Chapter 4: Huawei's battle with the House Permanent Select Committee on Intelligence, a look at the rumors that fueled this fight, and the final outcome—a disappointed set of House members, who fail to find the smoking gun that substantiates their charges. Chapter 5: Representative Frank Wolf's one-man crusade to sink Huawei and his ridiculous claims. I also examine Huawei's public

relations campaign and efforts to put the critics at ease. Chapter 6: Huawei's travails in Australia echoing the situation in Washington, also without evidence and the subsequent debates in Canada and New Zealand. I also look at Huawei's effort at perception management with the release of a controversial white paper on cyber security. Epilogue: A discussion of Huawei's 13 Sep 2012 congressional testimony and the crestfallen members of the committee holding the hearing. I examine warts that have yet to be exposed and close with final thoughts on the causes and costs of Sinophobia.

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