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ABSTRACT

The family owned business is usual in Chinese family. From time to time Chinese family-owned business becomes one of organization business that successfully to rule the world of business. The importance of the Chinese family-owned business has been paid much attention by scholars and researchers in this field. This research is intended to examine the success factors of the Chinese family-owned business in DKI Jakarta area. The respondents were selected from professionals [not the owners] who work for the company listed in Indonesia Stock Exchange and established or managed by Chinese family-owned business. From the valid questionnaires, it was found that motivation and education are the top two success factors. The research also showed that there was a significant relationship between number of employees, family member working in the company and level of revenue growth.

Keywords: Chinese family-owned business, DKI Jakarta, Chinese Descent, Chinese Business, Success, Network, Culture, Motivation, Education
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