Alibaba THE HOUSE THAT JACK MA BUILT

DUNCAN CLARK

etx't

An Imprint ofWa.vpetCo\\msPublishers

Contents

Introduction

Chapter One	The Iron Triangle	1
Chapter Two	Jack Magic	23
Chapter Three	From Student to Teacher	37
Chapter Four	Hope and Coming to America	53
Chapter Five	China Is Coming On	69
Chapter Six	Bubble and Birth	85
Chapter Seven	Backers: Goldman and SoftBank	109
Chapter Eight	Burst and Back to China	131
Chapter Nine	Born Again:	
	Taobao and the Humiliation of eBay	145
Chapter Ten	Yahoos Billion-Dollar Bet	181
Chapter Eleven	Growing Pains	207
Chapter Twelve	Icon or Icarus?	231
Acknowledgments		265
Notes		267