

6 Cultural Aspects You Must Consider When Doing Business in China

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1

Dàjiā hǎo, huānyíng láidào Mandarin Corner! Wǒ shì Eileen.

大家好，欢迎来到 Mandarin Corner！我是 Eileen。

Hello, everyone! Welcome to Mandarin Corner, I'm Eileen.

2

Zhōngguó yǒu jù lǎo huà, shāngchǎng rú zhànchǎng,

中国有句老话，商场如战场，

There is an old saying in China that the business world is like a battlefield,

3

zhījǐzhībǐ fāngnéng bǎizhànbǎishèng.

知己知彼方能百战百胜。

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and only by knowing your enemy can you win every battle.

4

Zhèngrú wǒmen Zhōngguó rén xiǎng yào yǔ nǐmen zuò shēng yì,

正如我们中国人想要与你们做生意，

Just as we Chinese want to do business with you,

5

jiù bì xū yào liǎo jiě yī xià nǐmen guó jiā de wén huà hé shāng wù lǐ jié,

就必须要了解一下你们国家的文化和商务礼节，

and we need to know something about your country's culture and business etiquette,

6

nà tóng yàng de, dāng nǐmen lái dào Zhōngguó gōng zuò huò zuò shēng yì shí,

那同样地，当你们来到中国工作或做生意时，

when you come to China to work or do business,

7

liǎo jiě yī xià Zhōngguó rén de shēng yì lǐ jié hé wén huà

了解一下中国人的生意礼节和文化

getting to understand Chinese business etiquette and culture

8

yě huì duì nǐmen hěn yǒu bāng zhù,

也会对你们很有帮助，

will also be helpful for you.

9

yīn wèi zhè yàng kě yǐ bāng zhù nǐmen bì miǎn

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因为这样可以帮助你们避免

This way, it will help you avoid

10

yīn wénhuà chāyì ér sǔnshī hézuò jīhuì.

因文化差异而损失合作机会。

losing business opportunities due to cultural differences.

11

Nà tīngdào zhèlǐ nǐmen dāngzhōng yǒuyīxiē rén kěnéng huì xiǎng,

那听到这里你们当中有一些人可能会想，

Now, some of you may be thinking,

12

nà wǒ yòu bù dǎsuan qù Zhōngguó gōngzuò huò zuòshēngyì,

那我也不打算去中国工作或做生意，

"I'm not going to work or do business in China,

13

shìbùshì jiù méiyǒubìyào tīng zhège shìpín le ne?

是不是就没有必要听这个视频了呢？

isn't it unnecessary to watch this video?"

14

Qíshí yě bù shì de,

其实也不是的，

Actually, this is not the case

15

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yīnwèi jīntiān wǒmen jiāngyào tāolùn dào de suǒyǒu wénhuà fāngmiàn

因为今天我们将要讨论到的所有文化方面

because all the culture aspects that we will talk about today

16

dōu bù jǐnjǐn shìyòng yú shāngchǎng,

都不仅仅适用于商场，

apply not just to business,

17

yě tóngyàng shìyòng yú rìcháng shēnghuó hé jiāojiè dāngzhōng.

也同样适用于日常生活和交际当中。

but also to daily life and socializing.

18

Nà jīntiān ne wǒmen jiù qǐng lái le yī wèi cóngshì duìwài Hànyǔ jiàoxué

那今天呢我们就请来了一位从事对外汉语教学

Today we invited Becky, who has been teaching Chinese to foreigners

19

shíyīnián zhī jiǔ de Hànyǔ lǎoshī Becky

十一年之久的汉语老师 Becky

for 11 years

20

lái gēn wǒmen yīqǐ tàntǎo zhège huàtí.

来跟我们一起探讨这个话题。

to discuss this topic with us.

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21

Nà xiàmian wǒmen jiù qǐng Becky lǎoshī gēn dàjiā dǎ gè zhāohu.

那下面我们就请 Becky 老师跟大家打个招呼。

Now, let's have Becky say hi to everyone!

22

Dàjiā hǎo! Wǒ shì Becky,

大家好！我是 Becky,

Hello, everyone! I'm Becky

23

hěn gāoxìng lái dào zhèlǐ!

很高兴来到这里！

and I'm glad to be here!

24

Becky, nǐ shì nǎlǐ rén?

Becky, 你是哪里人？

Becky, where are you from?

25

Wǒ shì Guǎngxī Guìlín rén.

我是广西桂林人。

I am from Guilin, Guangxi.

26

Wā! Guìlín hǎo měi a!

哇！桂林好美啊！

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Wow! Guilin is so beautiful!

27

Hěnduō rén dōu xǐhuan lái zhèlǐ a? | En

很多人都喜欢来这里啊? | 嗯

A lot of people like to come here, right? | Right.

28

Nà nǐ néngbùnéng gēn dàjiā jiǎndān de jièshào yīxià

那你不能跟大家简单地介绍一下

Can you briefly talk about

29

zài nǐ zuò duìwài Hànyǔ jiàoxué zhīqián,

在你做对外汉语教学之前,

your work experience

30

yǒuméiyǒu guò qítā de gōngzuò jīngyàn ne?

有没有过其它的工作经验呢?

before teaching Chinese?

31

Qíshí wǒ zuò guò tǐng duō gōngzuò de.

其实我做过挺多工作的。

Actually, I've done many kinds of jobs.

32

Yīnwèi dàxué xué de shì lǚyóu guǎnlǐ,

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因为大学学的是旅游管理，

Since my major in college was tourism management,

33

suǒyǐ wǒ zuò le liǎng nián jiānzhí dǎoyóu,

所以我做了两年兼职导游，

I worked as a part-time tour guide for two years

34

ránhòu ne bìyè yǐhòu

然后呢毕业以后

and after graduation,

35

yòu zài Shēnzhèn de yī gè wàimào píngtái gōngsī gōngzuò le liǎng nián,

又在深圳的一个外贸平台公司工作了两年，

I worked in a foreign trade platform company in Shenzhen for two years

36

ránhòu cái kāishǐ jiāo duìwài Hànyǔ.

然后才开始教对外汉语。

before I began to teach Chinese as a foreign language.

37

Ránhòu jiāo duìwài Hànyǔ guòchéng zhōng ne,

然后教对外汉语过程中呢，

During the period of teaching Chinese,

38

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wǒ yòu gēn wǒ yīxiē gēn Zhōngguó zuòshēngyì de shāngrén xuésheng

我又跟我一些跟中国做生意的商人学生

I went with some of my students who were doing business with China

39

yīqǐ qù bài fǎng le gōngyìng shāng,

一起去拜访了供应商，

to visit suppliers

40

ránhòu hái cānjiā le zhǎnhuì.

然后还参加了展会。

and to attend trade shows.

41

Qù zhǎnhuì shì qù Shēnzhèn nàbian de zhǎnhuì ma?

去展会是去深圳那边的展会吗？

Were the trade shows in Shenzhen?

42

Qù le Shēnzhèn, hái yǒu qù le Guǎngzhōu,

去了深圳，还有去了广州，

I went to Shenzhen, Guangzhou

43

qù le Shànghǎi, duì

去了上海，对

and Shanghai.

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44

Wā! Mán duō jīngyàn de ma!

哇！蛮多经验的嘛！

Wow! You've got a lot of experience!

45

Duì, gèhánggèyè dōu yǒu jiēchù yīdiǎndiǎn. | Mán hǎo

对，各行各业都有接触一点点。| 蛮好

Yes, I have tried a little bit of everything. | Pretty good.

46

Nà jīntiān Becky lǎoshī gěi dàjiā lái jiǎng nǎ jǐge

那今天 Becky 老师给大家来讲哪几个

So Becky, how many

47

shāngwù chǎnghé xià tāmen xūyào zhùyì de fāngmiàn huòzhě wénhuà?

商务场合下他们需要注意的方面或者文化？

cultural aspects that require attention in business situations will you share with us?

48

Wǒ jīntiān jiù jiǎng liù gè fāngmiàn ba.

我今天就讲六个方面吧。

I will talk about six aspects today.

49

Shǒuxiān dìyī gè fāngmiàn jiùshì wǒmen dōu zhīdào de miànzi.

首先第一个方面就是我们都知知道的面子。

The first one is (the concept of) “face”, which we all know.

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50

Duì, miànzi zài Zhōngguó shì yóuqí de zhòngyào. | Duì

对，面子在中国是尤其地重要。| 对

Right, this is especially important in China. | Yes.

51

Nà xiān qǐng nǐ gēn dàjiā jiǎndān de jièshào yīxià shénme shì miànzi?

那先请你跟大家简单地介绍一下什么是面子？

First, can you please give us a brief introduction to what is "face"?

52

Wǒmen zhèlǐ shuō de miànzi qíshí shì yīzhǒng xīnlǐ,

我们这里说的面子其实是一种心理，

The face we're talking about here is actually a kind of psychology

53

jiùshì wǒmen Zhōngguó rén xǐhuan

就是我们中国人喜欢

in which Chinese like to

54

tōngguò xiàng bié rén zhǎnshì wǒmen de yīxiē zīyuán,

通过向别人展示我们的一些资源，

show others some of their resources,

55

bǐrú shuō fáng a, chē a huòzhě bāo a, biǎo a lèisì de zīyuán,

比如说房啊，车啊或者包啊，表啊类似的资源，

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for example, houses, cars, purses, watches and more

56

ránhòu qù... cóngér dédào duìfāng de rènkě,

然后去... 从而得到对方的认可，

in order to get the other person's approval

57

ránhòu mǎnzú zìshēn de yīxiē yōuyuè gǎn.

然后满足自身的一些优越感。

and project a sense of superiority.

58

Wǒ gèrén rènwéi zhè shì wǒmen zìshēn de yīzhǒng xūqiú,

我个人认为这是我们自身的一种需求，

I think this is to satisfy a personal need

59

yīnwèi kěnéng wǒmen Zhōngguó wénhuà shènzhì yīxiē Yàzhōu wénhuà lǐmiàn,

因为可能我们中国文化甚至一些亚洲文化里面，

because in Chinese culture and even in some other Asian cultures,

60

wǒmen xiǎo de shíhou,

我们小的时候，

many children

61

qíshí hěnduō háizi shì débùdào fùmǔ de yīxiē rènkě de,

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其实很多孩子是得不到父母的一些认可的，

do not get approval from their parents.

62

jiùshì zài dǎjī wénhuà xià zhǎngdà de.

就是在打击文化下长大的。

We grow up in a culture of being discouraged (by our parents).

63

Nà wǒmen zhǎngdà de shíhou,

那我们长大的时候，

So when we become adults,

64

wǒmen dāngrán xīwàng jiù dédào shèhuì huòzhě qítā rén de rènkě.

我们当然希望就得到社会或者其他人的认可。

we, of course, wish to get approval from society or other people.

65

Nǐ shuō dào zhège zài dǎjī xià zhǎngdà,

你说到这个在打击下长大，

Speaking of growing up in a culture of being discouraged,

66

wǒ juéde hái mǎn zhēnshí de.

我觉得还蛮真实的。

I think it's quite true,

67

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Yīnwèi wǒ juéde Zhōngguó rén jiùshì hěn xíguànxìng de

因为我觉得中国人就是很习惯性地

because I feel Chinese have a habit of

68

huì gěi biéren pōlěngshuǐ, duì ba? | Duì

会给别人泼冷水，对吧？ | 对

pouring cold water on others, you know? | Yes.

Note: 泼冷水 / pōlěngshuǐ is an idiom that literally means pouring cold water on others. The actual meaning is "to discourage or dampen the enthusiasm or spirits of people".

69

Nǐ yě fāxiàn le ba? | Dànshì wǒmen bù juéde.

你也发现了吧？ | 但是我们不觉得。

You noticed that too, right? | But we don't feel (that we are this way).

70

Jiùshì háizi bùdǎbùchéngcái a, háiyǒu shénme...

就是孩子不打不成才啊，还有什么...

(We believe that) if you spare the rod, you spoil the child and,... what else?

71

Gùnbàng zhīxià chū xiàozǐ | Duì

棍棒之下出孝子 | 对

"A filial son results from (beatings with) a stick." | Right.

72

Dāngrán kěnéng wǒmen zhè yīdài zài zuò fùmǔ de shíhou,

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当然可能我们这一代在做父母的时候，

Of course, maybe when our generation becomes parents,

73

wǒ juéde xiànzài mànman de gǎibiàn,

我觉得现在慢慢地改变，

this will slowly change.

74

xiànzài de kěnéng bā líng hòu huòzhě shì jiǔ líng hòu de fùmǔ, duì

现在的可能 80 后或者是 90 后的父母，对

Perhaps, parents that were born in the 80s or 90s

75

hěnduō dōu huì qù zhùyì kuā zìjǐ de hái zi.

很多都会去注意夸自己的孩子。

will pay more attention to praising their children.

76

Dàn shì zài wǒmen bā líng hòu jiùshì xiǎode shíhou qíshí shì...

但是在我们 80 后就是小的时候其实是...

But those that were born in the 80s, when we were young, ...

77

Jiǔ líng hòu yě yīyàng de!

90 后也一样的！

It was the same for the 90s!

78

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Duì, nǐ shì jiǔ líng hòu, duì ba? | Duì

对，你是 90 后，对吧？ | 对

Oh, you were born in the 90s, right? | Yes.

79

Wǒmen zhēn de hěn nán qù tīngdào jiùshì fùmǔ

我们真的很难去听到就是父母

It was really hard for us to get praise from our parents

80

huòzhě shì lǎoshī de yīxiē kuāzàn.

或者是老师的一些夸赞。

or teachers.

81

Kěnéng tāmen yě bùtài shàncháng

可能他们也不太擅长

Perhaps, they were not very good at

82

biǎodá zhè fāngmiàn de gǎnqíng. | Duì

表达这方面的感情。 | 对

expressing this kind of feeling anyway. | Right.

83

Zhōngguó rén qíshí hěn nán de qù biǎodá zìjǐ de zhēnshí gǎnshòu,

中国人其实很难地去表达自己的真实感受，

In fact, it is very difficult for Chinese to express their true feelings

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84

zhè yě shì wǒmen kěnéng hěn chángjiǔ de yīxiē wénhuà zàochéng de.

这也是我们可能很长久的一些文化造成的。

which is a result of some of our traditional culture.

85

Nà wǒ juéde jiùshì yī gè rén huò... jiùshì hěn zhēnshí de nèixīn,

那我觉得就是一个人或... 就是很真实的内心，

I think that a person or... Deep down in our hearts,

86

qíshí shì xiǎng dédào wàimiàn de rén rènkě de.

其实是想得到外面的人认可的。

we actually want approval from other people.

87

Nà zěnmeyàng qù huòdé biéren de rènkě ne?

那怎么样去获得别人的认可呢？

So, how do we get other people's approval?

88

Nà wǒmen hěn zhòngyào de yīzhǒng tújīng jiùshì zhǎnshì zìjǐ de yīxiē zīyuán a.

那我们很重要的一种途径就是展示自己的一些资源啊。

One of the most important ways is to show others what we have.

89

Bǐrú shuō wǒ qùnián mǎi le gè fángzi, wǒ jiù jiàn gè rén...

比如说我去年买了个房子，我就见个人...

For example, I bought a house last year, and whenever I meet with anyone, ...

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90

Kěnéng yǒude rén jiù jiàn gè rén jiù shuō,

可能有的人就见个人就说，

Maybe some people whenever they meet other people,

91

qíshí shì xiǎng gàosu biéren wǒ yǒu zhège zīyuán,

其实是想告诉别人我有这个资源，

might want to tell them what they have.

92

ránhòu kěnéng wǒ gōngzuò zhème duō nián,

然后可能我工作这么多年，

(Possibly, their thinking is that) they've worked for so many years

93

ránhòu zhè shì duì zìjǐ zhème duō nián nǔlì de yī gè rènkě.

然后这是对自己这么多年努力的一个认可。

and (their possessions) are a validation of their hard work.

94

Nàme Zhōngguó rén zài shāngchǎng huòzhě shì zhíchǎng shàng

那么中国人在商场或者是职场上

So in the business world or in the workplace

95

yībān huì tōngguò shénmeyàng de xíngwéi

一般会通过什么样的行为

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what kind of behaviors do Chinese usually have

96

huòzhě nǐ gānggang jiǎng de, zīyuán zhǎnshì lái huòdé miànzi ne?

或者你刚刚讲的，资源展示来获得面子呢？

in order to gain face?

97

Gāngcái wǒ shuō le fángzi, dàn qíshí ne Zhōngguó de hěnduō de nánrén

刚才我说了房子，但其实呢中国的很多的男人

I mentioned housing just now, but in fact, many men in China

98

qíshí juéde fángzi méiyǒu chē nàme zhòngyào de.

其实觉得房子没有车那么重要的。

actually don't think it is as important as the car.

99

Jiù ná wǒ yǐqián zài Shēnzhèn de yī gè tóngxué láishuō,

就拿我以前在深圳的一个同学来说，

Take one of my former classmates in Shenzhen for example.

100

jiùshì wǒmen gāng bìyè de shíhou, qíshí dàjiā dōu méiyǒu qián,

就是我们刚毕业的时候，其实大家都没有钱，

When we just graduated, none of us had money,

101

tā yīzhí xiǎng de jiùshì wǒ zhèng de dìyī bǐ qián yào xiān mǎi chē.

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他一直想的就是我挣的第一笔钱要先买车。

but his thinking was that the first money he earned would be used for getting a car.

102

Yīnwèi chē kěyǐ kāi chūqù

因为车可以开出去

Because if it's a car, you can drive it (to show off).

103

Duì, chē kěyǐ kāi chūqù a, dàn fángzi wǒmen kāi bù chūqù ma.

对，车可以开出去啊，但房子我们开不出去嘛。

Right, but we can't do this with a house.

104

Duì a, nǐ yě bùnéng tiāntiān qǐng rén qù jiā lǐmiàn kàn,

对啊，你也不能天天请人去家里面看，

Right. Also, you can't invite people to see your house every day.

105

nǐ kàn, zhè shì wǒ de fángzi! Bùnéng zhèyàng ba?

你看，这是我的房子！不能这样吧？

“Look, this is my house!” You can't do that, right?

106

Yīnwèi wǒ zhège nán tóngxué tā shì yī gè xiāoshòu.

因为我这个男同学他是一个销售。

This male classmate was a salesman.

107

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Nà tài zhòngyào le!

那太重要了！

It would be very important (for him to have a car)!

108

Duì, zhēn de tài zhòngyào le.

对，真的太重要了。

Right, it's really important!

109

Yīnwèi nǐ kāichē chūqù,

因为你开车出去，

Because when you drive a car,

110

ránhòu biéren jiù huì kàndào zhège rén mǎideqǐ zhège chē,

然后别人就会看到这个人买得起这个车，

people will see that you can afford to buy one

111

huì qù píngjià zhège rén tā de nénglì zài nǎlǐ

会去评价这个人他的能力在哪里

and evaluate your ability (to make money).

112

huì qù tōngguò zhège píngjià tā de nénglì.

会去通过这个评价他的能力。

People will evaluate your ability through this.

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113

Zhège duì tāzìjǐ yě huì yǒubāngzhù.

这个对他自己也会有帮助。

(Having a car) will also help you (do business).

114

Kěnéng dōu bù jǐnjǐn shì miànzi le | Duì

可能都不仅仅是面子了 | 对

It's probably more than just for the purpose of gaining face. | Right.

115

Nà chúle mǎi chē hái huì yǒu qítā de biǎoxiàn xíngshì ma?

那除了买车还会有其它的表现形式吗？

Besides buying a car, are there other ways to (gain face)?

116

Bǐrú shuō duì yīxiē rén de zūnchēng zhèxiē yě shì de,

比如说对一些人的尊称这些也是的，

(Yes,) for example, addressing each other with fancy titles.

117

jiùshì jiànmiàn de shíhou,

就是见面的时候，

When we meet,

118

jiùsuàn nǐ bù shì lǎobǎn, wǒ yě yào jiào nǐ lǎobǎn a.

就算你不是老板，我也要叫你老板啊。

even if you are not the boss, I will call you the boss.

6 Cultural Aspects You Must Consider When Doing Business in China

119

Duì, Huáng zǒng

对，黄总

Right, (for example, calling you) manager Huang!

120

Xú zǒng, Xú zǒng...

徐总，徐总...

Manager Xu...

121

Huáng zǒng lìhai, Huáng zǒng shēngyì dà.

黄总厉害，黄总生意大。

Manager Huang, you're an amazing business person with a big business.

122

Duì, suǒyǐ xiàng zhèyàng de yīxiē chēnghu

对，所以像这样的一些称呼

Right. I think that addressing people (properly)

123

qíshí wǒ juéde xiànzài zài Zhōngguó háishi bǐjiào zhòngyào de.

其实我觉得现在在中国还是比较重要的。

is very important in China.

124

Jiù xiàng wǒ yǐqián zài guò yī gè... jiù dàxué gāng bìyè de shíhou,

就像我以前在过一个... 就大学刚毕业的时候，

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For example, I used to be in a... Right after I graduated from college,

125

zài guò yī gè fēicháng fēicháng chuántǒng de fúzhuāng gōngsī gōngzuò,
在过一个非常非常传统的服装公司工作，

I worked in a very traditional clothing company.

126

nà zhège fúzhuāng gōngsī ne, nàge jīnglǐ dāngshí tā yào zhǎo yī gè zhùlǐ,
那这个服装公司呢，那个经理当时他要找一个助理，

The manager of this clothing company was looking for an assistant at that time.

127

tā shuō tā huā le liǎng gè yuè cái zhǎodào wǒ.

他说他花了两个月才找到我。

He said it took him two months to find me.

128

Dāngshí shì wǒmen bùmén yǒu sānshí duō hào rén,

当时是我们部门有 30 多号人，

At that time, there were more than 30 people in our department,

129

suànshì yī gè dà bùmén.

算是一个大部门。

which would be considered a big one.

130

Zhège bùmén de jīnglǐ tā qíshí tā méiyǒu shàng guò dàxué,

6 Cultural Aspects You Must Consider When Doing Business in China

这个部门的经理他其实他没有上过大学，

The manager of this department actually did not go to college.

131

suǒyǐ wǒ xiànzài hái nàme rènwéi, wǒ juéde tā xīnli shì xū de.

所以我现在还那么认为，我觉得他心里是虚的。

So, even now I still think that he lacked confidence.

132

Dāngrán zài fúzhuāng hángyè dehuà,

当然在服装行业的话，

But of course, in the garment industry,

133

dàjiā pǔbiàn de nàzhǒng wénhuà chéngdù dōu bùhuì hěn gāo,

大家普遍的那种文化程度都不会很高，

the general level of education is usually not very high,

134

jiùshì kěnéng zhōngxué huòzhě gāozhōng zhèyàng de

就是可能中学或者高中这样的

maybe middle school or high school.

135

Jiùshì nàge bùmén yīnwèi shòu hòu bùmén

就是那个部门因为售后部门

It was an after-sales department

136

6 Cultural Aspects You Must Consider When Doing Business in China

bìng bùxūyào nàme gāo de wénhuà,

并不需要那么高的文化,

and didn't require employees to have a higher education.

137

ránhòu wǒ rènwéi zhège jīnglǐ tā yīnggāi shì

然后我认为这个经理他应该是

So I think that my manager probably

138

yǒu yīdiǎn yàomiànzi huòzhě xūróngxīn ma,

有一点要面子或者虚荣心嘛,

wanted to gain face (to satisfy his) vanity

139

tā dāngshí huā le liǎng gè yuè zhǎodào wǒ,

他当时花了两个月找到我,

and that was why he spent two months to find me.

140

tā de yāoqiú shì Yīngyǔ liù jí

他的要求是英语六级

His requirements (for his assistant) were: passing College English level 6,

141

dàxué běnkē, jiù xiàng zhèyàng de yīxiē tiáojiàn

大学本科, 就像这样的一些条件

an undergraduate degree and other similar ones.

6 Cultural Aspects You Must Consider When Doing Business in China

142

Dànshì wǒ jìnqù yǐhòu wǒ fāxiàn tā

但是我进去以后我发现他

However, when I got the job, I discovered that

143

bìng méiyǒu gěi wǒ yīxiē zhēn de xūyào zhèxiē jìnéng de gōngzuò,

并没有给我一些真的需要这些技能的工作，

he didn't give me any work that really required these skills.

144

suǒyǐ wǒ qíshí jiùshì gè bǎishè, wǒ qíshí jiùshì gè bǎishè, duì

所以我其实就是个摆设，我其实就是个摆设，对

So I was actually just a decoration (in the office).

145

Jiùshì bùmén lǐ yǒuyīxiē xūyào zuò juéding de dōngxi,

就是部门里有一些需要做决定的东西，

When decisions needed to be made in the department,

146

nà bùmén de tóngshì dōu huì zhíjiē zhǎodào tā.

那部门的同事都会直接找到他。

everyone would go straight to him.

147

Dànshì nàshíhòu yīnwèi wǒ gāng dàxué bìyè,

但是那时候因为我刚大学毕业，

But at that time, because I had just graduated from college,

6 Cultural Aspects You Must Consider When Doing Business in China

148

jiùshì shèjiāo xiǎobái ma,

就是社交小白嘛，

I was socially naive.

149

wǒ bìngbù shì hěn liǎojiě zhèzhǒng guīzé,

我并不是很了解这种规则，

I didn't really understand some rules

150

wǒ qíshí bù míngbái tā wèishénme huì zhèyàng.

我其实不明白它为什么会这样。

and why they worked these ways.

151

Bǐrú shuō nàshíhou suǒyǒu de fā dìngdān,

比如说那时候所有的发订单，

For example, at that time, all the orders

152

jiùshì wǒmen gěi kèhù jì yīxiē dōngxi a,

就是我们给客户寄一些东西啊，

were sent to our customers (by express delivery).

153

tā dōu yào shǒuxiě de nàge, jiùshì nàge kuàidì dān ma

它都要手写的那个，就是那个快递单嘛

6 Cultural Aspects You Must Consider When Doing Business in China

The express bills needed to be written by hand.

154

Wǒ juéde zhèyàng fēicháng fēicháng màn ya!

我觉得这样非常非常慢呀！

I felt that doing it this way was very slow!

155

Yǐqián běnlái jiù shǒuxiě de ba?

以前本来就手写的吧？

Didn't it have to be written by hand before?

156

Bù, zài nàge shíhou qíshí shì kěyǐ mǎi yī tái dǎyìnjī

不，在那个时候其实是可以买一台打印机

No, at that time you could actually buy a printer.

157

Dāng wǒ dìyīcì gēn tā tíchū zhège wèntí de shíhou,

当我第一次跟他提出这个问题的时候，

When I first raised the issue with him,

158

wǒ shuō wǒ juéde, kě bù kěyǐ mǎi yī tái dǎyìnjī?

我说我觉得，可不可以买一台打印机？

I asked him if we could buy a printer.

159

Jiùshì duì zhe nàge dīngdān zài shàngmiàn dǎ jiù hǎo le,

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就是对着那个订单在上面打就好了，

(That way,) we could just print the order (on the express bill)

160

zhèyàng huì kuài hěnduō.

这样会快很多。

and it would be much faster.

161

Yīnwèi wǒ dāngshí bùmíngbái, ránhòu tā...

因为我当时不明白，然后他...

Because I didn't understand it at that time and he...

162

kěnéng wǒ shì dāngzhe biéde tóngshì ba,

可能我是当着别的同事吧，

I might have said this in front of other colleagues,

163

wǒ yǐjīng wàng le nàge chǎngjǐng le,

我已经忘了那个场景了，

I've already forgotten the scene,

164

jiù tí le zhè jiàn shìqíng, tā dāngchǎng jiù jùjué le.

就提了这件事情，他当场就拒绝了。

so I mentioned it and he refused it immediately.

165

6 Cultural Aspects You Must Consider When Doing Business in China

Tā shuō xiànzài bùxíng, wǒmen bùnéng mǎi nàme guì de dōngxi.

他说现在不行，我们不能买那么贵的东西。

He said: "Not now, we can't buy such an expensive thing."

166

Dànshì sì gè yuè yǐhòu tā díquè shì mǎi le yī tái zhèyàng de dǎyìnjī.

但是四个月以后他的确是买了一台这样的打印机。

However, four months later, he did buy that printer.

167

Wǒ dāngshí wèn tā,

我当时问他，

I asked him:

168

nǐ shàng yī cì wǒ gēn nǐ shuō nǐ wèishénme bù mǎi? | Duì ya! Wèishénme?

你上一次我跟你你说你为什么不买？ | 对呀！为什么？

"Why didn't you buy it when I told you the last time?" | Right! Why?

169

Tā shuō dāngshí shíjī hái bùchéngshú, tā shuō xiànzài chéngshú le.

他说当时时机还不成熟，他说现在成熟了。

He said that it wasn't the right time, but now it is.

170

Sì gè yuè jiù chéngshú le?

四个月就成熟了？

Only four months later, it became the right time?

6 Cultural Aspects You Must Consider When Doing Business in China

171

Suǒyǐ zhèlǐ shìbùshì... wǒ lǐjiě yīxià,

所以这里是不是... 我理解一下,

So is this... Let me try to understand this,

172

tā dāngshí méiyǒu shuō mǎi, yīnwèi shì nǐ tí chūlái de,

他当时没有说买, 因为是你提出来的,

he didn't buy it at that time because it was you that brought it up.

173

ránhòu hòumiàn tā mǎi le,

然后后面他买了,

Later, he bought it

174

zhège jiù chéngwéi le tā de xiǎngfǎ. | Duì, jiùshì tā de xiǎngfǎ

这个就成为了他的想法。| 对, 就是他的想法

and it became his idea. | Yes, that was his thinking.

175

Érqiě nǐ zhīdào Zhōngguó rén jiùshì...

而且你知道中国人就是...

Also as you know, Chinese people are...

176

wǒ bùnéng shuō suǒyǒu de Zhōngguó rén, wǒ juéde xiànzài zài gǎijìn,

我不能说所有的中国人, 我觉得现在在改进,

I can't say all Chinese because I think it's improving now,

6 Cultural Aspects You Must Consider When Doing Business in China

177

dànshì kěnéng yǒu nàme yīxiē rén,

但是可能有那么一些人，

but some Chinese might

178

tāmen huì juéde jiābān jiùshì xiàng lǎobǎn xiǎnshì

他们会觉得加班就是向老板显示

think that working overtime is a way to show the boss that

179

wǒ shì hěn nǔlì qínfèn de nàzhǒng | Duì

我是很努力勤奋的那种 | 对

they are hard-working. | Right.

180

Suǒyǐ tā qíshí yī gè xīngqī lǐmiàn dàgài shì yǒu dàbàn gè xīngqī

所以他其实一个星期里面大概是有大半个星期

So every week, over half of the time,

181

dōu huì dào wǎnshang jiǔ diǎnzhōng zhèyàng cái huíqu,

都会到晚上九点钟这样才回去，

he would go home around 9pm

182

érqiě yě huì lā shàng wǒ.

而且也会拉上我。

6 Cultural Aspects You Must Consider When Doing Business in China

and make me stay with him (until then).

183

Nà tā jiābān shì zhēn de zài gōngzuò ma?

那他加班是真的在工作吗？

So, was he really working?

184

Méiyǒu, lā zhe wǒ zài nà liáo tiān.

没有，拉着我在那儿聊天。

No, I was just there chatting with him.

185

Suǒyǐ... á?

所以... 啊？

So... What?

186

Hǎo ba, nà yǒu shénme yìsi ne?

好吧，那有什么意思呢？

Okay, so what was the point?

187

Xiǎnshì tā qínfèn ba,

显示他勤奋吧，

It would show that he was hard-working

188

wǒ juéde qínfèn shì wǒmen shuō de yī gè hǎo de pǐnzhì.

6 Cultural Aspects You Must Consider When Doing Business in China

我觉得勤奋是我们说的一个好的品质。

and this is considered a good quality (in China).

189

Wǒ de yī gè Měiguó de xuésheng,

我的一个美国的学生，

One of my American students

190

tā zài Měiguó yī gè hěndà de fángdìchǎn gōngsī gōngzuò,

他在美国一个很大的房地产公司工作，

was working in a big real estate American company

191

jiùshì zài Zhōngguó zhèbiān de gōngsī zài Shànghǎi.

就是在中国这边的公司在上海。

that was in Shanghai, China.

192

Tā shì bùmén de zhǔguǎn,

他是部门的主管，

He was the head of a department

193

tā yǒu hěnduō Zhōngguó de nàxiē xiàshǔ,

他有很多中国的那些下属，

and he had a lot of Chinese subordinates.

194

6 Cultural Aspects You Must Consider When Doing Business in China

jiùshì yǒudeshíhòu tā huì bùzhì gōngzuò de shíhòu,

就是有的时候他会布置工作的时候，

Sometimes when he assigned work (to these subordinates),

195

nàxiē xiàshǔ jiùshì zhēn de zuò bù wán, dànshì méiyǒu gàosu tā.

那些下属就是真的做不完，但是没有告诉他。

and they couldn't finish it, they wouldn't tell him.

196

Tā zhēn de fēicháng bù lǐjiě,

他真的非常不理解，

He really didn't understand

197

nǐ zuò bù wán nǐ wèishénme bù gàosu wǒ?

你做不完你为什么告诉我？

why they didn't tell him that they couldn't finish it.

198

Wǒ gàosu tā zhè shì yīnwèi Zhōngguó rén hěnnǎo dāngmiàn jùjué,

我告诉他这是因为中国人很少当面拒绝，

I told him it was because Chinese seldom refuse people to their face.

199

jiù suànshì jùjué yě shì wěiǎn de,

就算是拒绝也是委婉的，

Even if they do, it will be indirect.

6 Cultural Aspects You Must Consider When Doing Business in China

200

dànshì kěnéng zhè yī diǎn wàiguórén jiù hěn nán qù tīng míngbai.

但是可能这一点外国人就很难去听明白。

But this may be difficult for foreigners to understand.

201

Jiǎrú shuō yī gè wàiguórén láidào Zhōngguó zuòshēngyì huòzhě shì gōngzuò,

假如说一个外国人来到中国做生意或者是工作，

If a foreigner comes to China to do business or work,

202

nà tā duì zhège wénhuà lǐjiě bù shēn huòzhě liǎojiě bù duō,

那他对这个文化理解不深或者了解不多，

and he/she doesn't have a deep understanding of this culture,

203

nà zhè huì yǐnqǐ shénmeyàng de bùhǎo de hòuguǒ ma?

那这会引起什么样的不好的后果吗？

what kind of bad consequences might it bring?

204

Wǒ juéde lǐjiě shì yīfāngmiàn, néng jiēshòu shì lìngyīfāngmiàn

我觉得理解是一方面，能接受是另一方面

I think understanding it is one thing, accepting it is another.

205

tāmen huì gǎn... shǒuxiān qīngdù de huì gǎnjué dào bùshì.

他们会感... 首先轻度地会感觉到不适。

First of all, they might feel mildly uncomfortable (with this culture).

6 Cultural Aspects You Must Consider When Doing Business in China

206

Bǐrú shuō rúguǒ Zhōngguó rén huì kuā yī gè wàiguó rén, nǐ hěn yǒuqián ba

比如说如果中国人会夸一个外国人，你很有钱吧

For example, if a Chinese praises a foreigner by saying: "You must be really rich",

207

Wǒ bùzhīdào tāmen yǒuméiyǒu tīngdǒng shì zài kuā tāmen,

我不知道他们有没有听懂是在夸他们，

I don't know if they understand that this is just meant to be a praise.

208

kěnéng tāmen huì xīnli bùshūfu.

可能他们会心里不舒服。

Maybe they will feel uncomfortable about it.

209

kěnéng gèng zhòng de shì rúguǒ nǐ bù dǒngde

可能更重的是如果你不懂得

Perhaps more importantly, if you don't know

210

zěnmé qù gěi Zhōngguó rén miàanzi, nà nǐ huì cuòshī yīxiē jīhuì.

怎么去给中国人面子，那你会错失一些机会。

how to give Chinese face, you might lose some (business) opportunities.

211

Zhège shì zài shāngchǎng shàng ma,

这个是在商场上嘛，

6 Cultural Aspects You Must Consider When Doing Business in China

This is in the business world.

212

nà zài rìcháng shēnghuó zhōng qíshí yě huì zàochéng yīxiē bùhǎo de hòuguǒ,

那在日常生活中其实也会造成一些不好的后果，

Actually, it might also cause some bad consequences in daily life.

213

bǐrú shuō zài yǔ péngyou jiāowǎng zhōng huìbùhuì

比如说在与朋友交往中会不会

For example, in dealing with friends, will it

214

yīnwèi zhège bù lǐjiě zhège wénhuà ér chǎnshēng shénme wùjiě?

因为这个不理解这个文化而产生什么误解？

cause misunderstandings due to a lack of comprehension of the culture?

215

Zhège wǒ hái zhēn yǒu yī gè gùshi.

这个我还真有一个故事。

Regarding this, I actually have a story.

216

Nǐ yòu yǒu gùshi le? | Duì

你又有故事了？ | 对

You got a story again?! | Yes!

217

Jiù wǒ zhège péngyou tā shì yī gè Zhōngguó rén,

6 Cultural Aspects You Must Consider When Doing Business in China

就我这个朋友他是一个中国人，

This friend of mine is Chinese.

218

ránhòu tā yǒuyīcì gēn tā de yī gè wàiguó péngyou chūqù chīfàn,

然后他有一次跟他的一个外国朋友出去吃饭，

He once went out to dinner with one of his foreign friends

219

ránhòu tā jiù yǎnzhēngzhēng de kàn zhe zuò zài tā duìmiàn

然后他就眼睁睁地看着坐在他对面

and he saw that his foreign friend, sitting opposite him,

220

nàgè wàiguórén yáchǐ shàng yǒu yī kē jiǔcài,

那个外国人牙齿上有一颗韭菜，

had some Chinese chives stuck on his teeth.

221

ránhòu tā jiù kàn le tǐng jiǔ, yòu juéde bùhǎoyìsi shuō.

然后他就看了挺久，又觉得不好意思说。

He looked at it for a long time and felt embarrassed to mention it.

222

Nǐ zhīdào Zhōngguó rén kěndìng shì bùhǎoyìsi shuō de

你知道中国人肯定是不好意思说的

You know, Chinese for sure, feel embarrassed to say it!

223

6 Cultural Aspects You Must Consider When Doing Business in China

Ránhòu ne nàge wàiguórén tāzìjǐ qù cèsuǒ, xǐshǒujiān de shíhou,

然后呢那个外国人他自己去厕所，洗手间的时候，

Later, the foreigner went to the restroom,

224

zhào jìngzi

照镜子

looked in the mirror,

225

fāxiàn zìjǐ yáchǐ shàng yǒu yī gè jiǔcài,

发现自己牙齿上有一个韭菜，

and discovered the Chinese chive stuck on his teeth.

226

ránhòu tā huílai hěn yánsù de gēn wǒ zhège péngyou shuō,

然后他回来很严肃地跟我这个朋友说，

He came back and said to my friend in a serious tone,

227

wǒ wèn nǐ yī gè wèntí, tā shuō wǒmen shìbùshì péngyou?

我问你一个问题，他说我们是不是朋友？

"Let me ask you a question", he said, "are we friends?"

228

Tā shuō, shì a! Nǐ gànma wèn wǒ zhège wèntí?

他说，是啊！你干嘛问我这个问题？

And my friend said: "Yes! Why are you asking me that?"

6 Cultural Aspects You Must Consider When Doing Business in China

229

Nǐ gāngcái yǒuméiyǒu fāxiàn wǒ yáchǐ shàng yǒu yī gè jiǔcài?

你刚才有没有发现我牙齿上有一个韭菜？

"Did you noticed I had some Chinese chives stuck on my teeth?"

230

Tā shuō zhīdào a! Tā shuō wǒ bùhǎoyìsi shuō a

他说知道啊！他说我不好意思说啊

(My friend) said: "Yes, but I was embarrassed to mention it."

231

Ránhòu tā hěn yánsù de shuō, xiàcì rúguǒ nǐ fāxiàn zhèzhǒng qíngkuàng,

然后他很严肃地说，下次如果你发现这种情况，

Then the foreigner told him very seriously: "Next time, this happens

232

rúguǒ nǐ dāng wǒ shì péngyou, yīdìngyào gàosu wǒ!

如果你当我是朋友，一定要告诉我！

and if you consider me your friend, you must let me know!"

233

Jiùshì nàge wàiguórén yāoqiú zhège Zhōngguó rén gàosu tā

就是那个外国人要求这个中国人告诉他

So, the foreigner demanded that the Chinese tell him.

234

dànshì nǐ xiǎngxiang zài Zhōngguó zhèzhǒng qíngkuàng,

但是你想在中国这种情况，

But think about it, when this happens in China, ...

6 Cultural Aspects You Must Consider When Doing Business in China

235

Zǒng juéde shuō le huì ràng duìfāng diūmiànzi | Dui

总觉得说了会让对方丢面子 | 对

We always feel that it will make the other person lose face. | Right.

236

Wǒ huì zhàogu dào nǐ de miànzi, huì juéde ràng nǐ diūmiànzi.

我会照顾到你的面子，会觉得让你丢面子。

(Chinese) will try to consider your face and feel this will make you lose it.

237

Suǒyǐ miànzi tā shì yī gè hěn wēimiào de yī gè guānxi,

所以面子它是一个很微妙的一个关系，

So, face culture is very subtle

238

děi qù zhǎngwò zhège dù

得去掌握这个度

and we have to grasp its degree.

239

Tóngyī zhǒng zuòfǎ duìyú zhège rén láishuō

同一种做法对于这个人来说

The same practice that (might be) appropriate with one person

240

huòzhě zhè yī chǎnghé láishuō shì shìhé de,

或者这一场合来说是适合的，

6 Cultural Aspects You Must Consider When Doing Business in China

or with one situation,

241

dàn huàn le yī gè chǎnghé jiù bùshìhé le. | Dui

但换了一个场合就不适合了。| 对

may not be appropriate with another. | Right.

242

Dìèr gè ne wǒ juéde shì shàng xià jí guānxi,

第二个呢我觉得是上下级关系，

The second (aspect) is the relationship between superiors and subordinates.

243

jiùshì wǒ zài Shēnzhèn qíshí zài liǎng jiā gōngsī gōngzuò guò,

就是我在深圳其实在两家公司工作过，

I worked in two different companies in Shenzhen.

244

dìyī jiā jiùshì zhège fúzhuāng gōngsī,

第一家就是这个服装公司，

The first one was the clothing company

245

nà měiyī gè bùmén de jīnglǐ bùguǎn tā suìshù shì dà shì xiǎo,

那每一个部门的经理不管他岁数是大是小，

and no matter how old the manager of each department was,

246

dōu yào duì tā jiào gē, huòzhě shénme gē shénme jiě duì tā biǎoshì zūnchēng,

6 Cultural Aspects You Must Consider When Doing Business in China

都要对他叫哥，或者什么哥什么姐对他表示尊称，

we had to call them “elder brother” or “elder sister” to show our respect.

247

huòzhě shénme zǒng shénme zǒngjiān

或者什么总什么总监

(Also,) we would call them general manager or general director.

248

dōu yào fēicháng míngquè de bǎ tā de jíbié gěi jiào chūlái.

都要非常明确地把他的级别给叫出来。

We had to address them by their precise positions in the company.

249

Hòulái wǒ qù le nàge wàimào píngtái gōngsī,

后来我去了那个外贸平台公司，

Later, I went to a foreign trade platform company.

250

yīnwèi shì yī jiā wàiqǐ ma,

因为是一家外企嘛，

Since it was foreign-owned,

251

suǒyǐ rénjiā jiùshì cóng CEO dào xiàmian de pǔtōng yuángōng,

所以人家就是从 CEO 到下面的普通员工，

everyone, from ordinary employees to the CEO,

252

6 Cultural Aspects You Must Consider When Doing Business in China

dàjiā tōngyī dōu shì yòng míngzi le,

大家统一都是用名字了，

addressed each other by their names.

253

Yòng Yīngwén míng | Duì

用英文名 | 对

Using English names? | Right.

254

Wǒ yǐqián zuò guò xiāoshòu ma,

我以前做过销售嘛，

I used to be a sales person

255

ránhòu wǒ dāngshí zài nà jiā gōngsī zuò de bǐjiào jiǔ,

然后我当时在那家公司做得比较久，

and I worked in that company for a long time.

256

hòumiàn jiù lái le hěnduō xīn de xiāoshòu,

后面就来了很多新的销售，

Later, many new sales people joined our company

257

hěnduō xīn de xiāoshòu qíshí tā bǐ wǒ niánlíng hái dà,

很多新的销售其实他比我年龄还大，

and a lot of them were actually older than me.

6 Cultural Aspects You Must Consider When Doing Business in China

258

ránhòu dōu jiào wǒ jiě, Xú jiě

然后都叫我姐，徐姐

But they would call me Xu Jie ("elder sister", to show their respect to me).

259

Duì, jiùshì zài nàge fúzhuāng gōngsī

对，就是在那个服装公司

In that clothing company,

260

wǒ juéde yǒudiǎn jiào de wǒ chuǎn bù guò qì,

我觉得有点叫得我喘不过气，

I felt a little suffocated

261

yīnwèi shǒuxiān shì tā hěn míngquè de...

因为首先是他很明确地...

because first of all, the manager very clearly

262

jiù wǒ de jīnglǐ hěn míngquè de gēn wǒ qiángdiào,

就我的经理很明确地跟我强调，

stressed to me

263

nǐ shì zhùlǐ, nǐ shì zhège bùmén de èrbǎshǒu,

你是助理，你是这个部门的二把手，

that I was the assistant and the second most important person in the department,

6 Cultural Aspects You Must Consider When Doing Business in China

264

nǐ yào gēn xiàmian de yuángōng dōu bǎochí jùlí,

你要跟下面的员工都保持距离，

I should keep a distance from the employees below me.

265

suǒyǐ tā tǒngyī guīdìng zhěnggè bùmén de rén

所以他统一规定整个部门的人

So he set up a rule that everyone in the department

266

dōu yào jiào tā jīnglǐ, jiào wǒ zhùlǐ

都要叫他经理，叫我助理

should call him manager and me, his assistant.

267

Jiǎrú shuō nǐ zài gōngsī lǐ biéren bù zhèyàngzi jiào nǐ dehuà,

假如说你在公司里别人不这样子叫你的话，

If people didn't address you that way in the company,

268

kěnéng nǐ de lǎobǎn, nǐ nàge jīnglǐ

可能你的老板，你那个经理

maybe your manager

269

huì dānxīn tāmen bù zūnzhòng nǐ | Shì de.

会担心他们不尊重你 | 是的。

6 Cultural Aspects You Must Consider When Doing Business in China

would worry that they wouldn't respect you. | Right.

270

Dàn shì zài Zhōngguó qíshí shàng xià jí

但是在中国其实上下级

But in China, (the differences between) superiors and subordinates

271

bù zhǐshì jiùshì zhíchēng fāngmiàn, qíshí shì fāngfāngmiànmiàn de

不只是就是职称方面，其实是方方面面的

are not only in professional titles, but also in other aspects.

272

bǐrú shuō chīfàn zhǎngbèi xiān chī huòzhě shàngjí xiān chī,

比如说吃饭长辈先吃或者上级先吃，

For example, elders or superiors need to start eating first.

273

zhèxiē dōu huì yǒu jiǎngjiu.

这些都会有讲究。

All these (situations) need to be treated in a particular way.

274

Zài Zhōngguó de zhíchǎng, zhíchǎng tā hé shēnghuó shì bù fēnkāi de

在中国的职场，职场它和生活是不分开的

In China, work and everyday life are not separated from each other.

275

Rúguǒ wǒmen zài yī gè gōngsī,

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如果我们在一个公司，

If we were in the same company

276

nǐ shì wǒ de shàngjí, nàme zài shēnghuó zhōng,

你是我的上级，那么在生活中，

and you were my superior, even in my everyday life,

277

jiùsuàn yǒu biéde shìqíng, kěnéng wǒ yě děi ràng zhe nǐ.

就算有别的事情，可能我也得让着你。

I might need to be compliant to you.

278

Jiùshì tā huì yánxù dào shēnghuó.

就是它会延续到生活。

Basically, (these rules) will be extended to our everyday life.

279

Yějiùshìshuō jiǎrú wǒ shì nǐ de shàngjí,

也就是说假如我是你的上级，

In another words, if I were your superior

280

zài shēnghuó zhōng wǒ xūyào nǐ bāng wǒ shénme máng, | Nǐ děi bāng

在生活中我需要你帮我什么忙，| 你得帮

and I need you to help me with something, | You (the subordinate) will have to help.

281

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kěnéng nǐ yě děiyào qù bāng le, bù bāng dehuà

可能你也得要去帮了，不帮的话

maybe you'll have to help because if you don't,

282

shuōbùdìng wǒ zài gōngzuò zhōng wǒ jiù huì gěi nǐ xiǎo xié chuān. | Duì

说不定我在工作中我就会给你小鞋穿。| 对

I might make your life harder at work. | Right.

283

Kěnéng zài xīfāng xiāngduì lái shuō.

可能在西方相对来说，

Maybe in the West,

284

jiùshì zhíwèi zhǐshì tā gōngzuò de nèiróng bù yīyàng,

就是职位只是他工作的内容不一样，

one's position is only important in their job.

285

tā bìngbù shì shuō nǐ gèrén zuòwéi yī gè rén nǐ bǐ wǒ dī yī jí.

它并不是说你个人作为一个人你比我低一级。

It does not mean that he/she is higher than anyone else, as a person.

286

Ránhòu kěnéng zài Zhōngguó jiù zhēn de zhè liǎng gè jiùshì róu zài yìqǐ de,

然后可能在中国就真的这两个就是揉在一起的，

But perhaps in China, these two are intertwined,

6 Cultural Aspects You Must Consider When Doing Business in China

287

bùhuì bǎ nǐ de zhíwèi hé nǐ de gèrén de réngé gěi qūfēn kāi lái.

不会把你的职位和你的个人的人格给区分开来。

which means there isn't a separation between our job positions and personal (lives).

288

Nà jiǎrú yī gè wàiguórén láidào Zhōngguó zuòshēngyì

那假如一个外国人来到中国做生意

If a foreigner comes to China to do business

289

huòzhě shì gōngzuò de shíhòu,

或者是工作的时候，

or to work,

290

bùliǎojiě zhè yī lǐjié, huì yǒu shénmeyàng de hòuguǒ ne?

不了解这一礼节，会有什么样的后果呢？

what will be the consequences of not understanding this etiquette?

291

Wǒ juéde kěnéng zuì yánzhòng de jiùshì zhíchǎng zhōng,

我觉得可能最严重的就是职场中，

I think the most serious thing would be that in the workplace,

292

yǒukěnéng chǔyú yōushì de nà yīfāng huì gěi nǐ chuān gè xiǎo xié ya,

有可能处于优势的那一方会给你穿个小鞋呀，

your superior might give you a hard time

6 Cultural Aspects You Must Consider When Doing Business in China

293

huì gěi nǐ de gōngzuò huòzhě shēnghuó dàilái yīxiē bùfāngbiàn,

会给你工作或者生活带来一些不方便，

and bring inconvenience

294

shènzhì shì máfan.

甚至是麻烦。

or even trouble to your work or life.

295

Tā yě bùhuì dāngmiàn qù shēngqì?

他也不会当面去生气？

He/she won't show anger in front of you, right?

296

Bùhuì, duì, tā huì tōngguò biéde fāngshì.

不会，对，他会通过别的方式。

Right, he/she will show it in other ways.

297

Bǐrú shuō, rúguǒ wǒmen liǎ shì bùtóng de bùmén de,

比如说，如果我们俩是不同的部门的，

For example, if we're working in different departments,

298

dànshì kěnéng zhè yīcì wǒ yìshì dào nǐ méi gěi wǒ miànzi,

但是可能这一次我意识到你没给我面子，

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and maybe I realized that you didn't give me face this time,

299

dànshì xiàyīcì wǒmen xūyào bùmén hézuò gàn yī jiàn shìqing de shíhou,

但是下一次我们需要部门合作干一件事情的时候，

perhaps, when we work together next time,

300

wǒ jiù jì zhe nǐ le, wǒ jiù...

我就记着你了，我就...

I will remember that experience and...

301

Gěi wǒ fānàn, shì ba?

给我发难,是吧?

Give me a hard time?

302

Duì, wǒ jiù gěi nǐ fānàn,

对，我就给你发难，

Yes, I will give you a hard time.

303

bǐrú shuō nǐ xūyào zhège zhīchí de shíhou,

比如说你需要这个支持的时候，

For example, when you need some kind of support,

304

wǒ jiù zhǎo gèzhǒng jièkǒu bù gěi nǐ, duì

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我就找各种借口不给你，对

I'll look for excuses not to support you.

305

Dāngrán wǒ bùhuì shuō nǐ shàngcì dézuì wǒ le,

当然我不会说你上次得罪我了，

Of course, I won't tell you that it's because you offended me the last time.

306

wǒ bùhuì zhèyàng.

我不会这样。

I won't do that.

307

Suǒyǐ yěxǔ nǐ dōu bùzhīdào

所以也许你都不知道

So, maybe you won't even know

308

wèishénme rénjiā nà yàngzi duì nǐ.

为什么人家这样子对你。

why people treat you this way (if you don't pay attention to this aspect).

309

Duì, nǐ qíshí shì xiǎng bùmíngbái

对，你其实是想不明白

Right, you actually won't understand it.

310

6 Cultural Aspects You Must Consider When Doing Business in China

Dìsān diǎn wǒmen jiù yào jiǎng yīxià

第三点我们就要讲一下

The third aspect we will talk about is

311

guānxi hé qìyuējīngshén.

关系和契约精神。

“guanxi”(in contrast of) the culture of honoring contractual obligations.

312

Wǒ juéde guānxi zhège zhēn de shì bǐ...

我觉得关系这个真的是比...

I think this is really more...

313

yīnggāi gēn miànzi shì qíngǔxiāngdāng de

应该跟面子是旗鼓相当的

It might be equally important to “face culture”.

314

Duì, zhàn le tóngyàng de dīwèi de. | Duì

对，占了同样的地位的。| 对

Right, it has the same level of importance. | Yes.

315

Wǒ juéde guānxi tā shì Zhōngguó shēngyì chǎng shàng de xūnǐ shèjiāo huòbì.

我觉得关系它是中国生意场上的虚拟社交货币。

I think “guanxi” is a virtual social currency in Chinese business world.

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316

Duì, wǒ céngjīng kàn guò yī běn shū

对，我曾经看过一本书

I once read a book (with drawings)

317

shì yī gè zài Déguó liúxué de zhōngxuéshēng huà de yī běn shū jiào dōngxī chāyì.

是一个在德国留学的中学生画的一本书叫东西差异。

called East-West Differences by a middle school student studying in Germany.

Note: She meant to say a Chinese student who was studying in Germany and the title of the book is East Meets West / 东西相遇

318

Tā shì zhème qù miáoshù de, quán shì yòng nàzhǒng diǎn diǎn lái miáoshù.

他是这么去描述的，全是用那种点点来描述。

He described them with many dots.

319

Ránhòu xīfāng de guānxi shì bǐrú shuō

然后西方的关系是比如说

In the West, for example,

320

zhè liǎng gè rén tāmen zhījiān yǒuguānxi,

这两个人他们之间有关系，

there may be connections between two

321

zhè sān gè rén tāmen zhījiān yǒuguānxi.

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这三个人他们之间有关系。

or three people.

322

Zhōngguó de miáoshù tā shì bǐrú shuō yī bǎi gè diǎn,

中国的描述它是比如说一百个点，

But in China, there are 100 dots and this,

323

zhège zhège zhège... měi jǐge diǎn dōu yǒu guānxi

这个这个这个... 每几个点都有关系

and this, and this... There might be connections between several points (people).

324

jiùshì bùqīngchu de, hěn wēimiào de

就是不清楚的，很微妙的

It's unclear and very subtle.

325

Zhège guānxi wǎng shì fēicháng fùzá de

这个关系网是非常复杂的

This network of relationships is very complex.

326

Duì, tā shì yī gè wǎngluò,

对，它是一个网络，

Yes, it is a network

327

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tā bìngbù shì jǐge jiǎndān de diǎn de xiāngjiā.

它并不是几个简单的点的相加。

that is not a simple connection between a few points.

328

Jiùshì nǐ bǎ zhège guānxi jiànlì qǐlai le,

就是你把这个关系建立起来了，

If you have established a (good) connection,

329

tā huì duì nǐ de shēngyì huòzhě shì gōngzuò

它会对你的生意或者是工作

what kind of benefits will it bring to your business, work

330

shènzhì shì shēnghuó dàilái shénmeyàng de hǎochu ne?

甚至是生活带来什么样的好处呢？

or even your life?

331

Rúguǒ nǐ yǒu yī gè bǐjiào hǎo de guānxi wǎng dehuà,

如果你有一个比较好的关系网的话，

If you have a good network,

332

nà tā jīhū shì nǐ zài zhège shèhuì zhōng de yī gè rùnhuáji.

那它几乎是你在这个社会中的一个润滑剂。

It's almost like a lubricant for your (survival) in this society.

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333

Wǒmen yīnggāi tōngguò shénmeyàng de fāngshì qù jiànlì zhège guānxi ne?

我们应该通过什么样的方式去建立这个关系呢？

In which ways should we establish a “guanxi” network?

334

Wǒ juéde Zhōngguó rén jiànlì guānxi jiùshì chīfàn, hējiǔ, sònglǐ

我觉得中国人建立关系就是吃饭、喝酒、送礼

I think Chinese people do it with eating, drinking and giving gifts.

335

Wǒ juéde zhè shì sān dà fāngshì ba.

我觉得这是三大方式吧。

These are the three main ways.

336

Jiù zhèxiē wǒ xiǎng dōu yīnggāi yǒu jiǎngjiu, jiù ná sònglǐ láishuō ba,

就这些我想都应该有讲究，就拿送礼来说吧，

I assume there are particular ways of doing them. Take, for example, giving gifts.

337

zhège sònglǐ gāi zěnmě sòng, sòng shénme?

这个送礼该怎么送，送什么？

How we give gifts and what gifts should we choose?

338

Tā yīnggāi yě shì yǒuyīxiē xūyào zhùyì de shìxiàng ba? | Duì

它应该也是有一些需要注意的事项吧？ | 对

There should be things that we pay attention to, right? | Yes.

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339

Bǐrú shuō zài Zhōngguó wǒmen dōu hěn bìhuì sì zhège shùzì, duì ba?

比如说在中国我们都很忌讳四这个数字，对吧？

For example, in China, we all avoid the number four, right?

340

Yīnwèi tā tīng qǐlai xiàng sǐ jiùshì... | Duì

因为它听起来像死就是... | 对

Because the pronunciation sound like the word “death”. | Right.

341

suǒyǐ wǒmen sòng dōngxi dōu bù yào sòng sì ba

所以我们送东西都不要送四吧

So we shouldn't give gifts that contain the number four.

342

sòng shuāng bù sòng dān,

送双不送单，

Instead, we should give gifts with even, not odd numbers

343

yīnwèi shuāngshù zài Zhōngguó shì jíli de, ránhòu dānshù bù shì

因为双数在中国是吉利的，然后单数不是

because even numbers are considered lucky in China, but not odd numbers.

344

Hǎoshì chéng shuāng | Duì

好事成双 | 对

6 Cultural Aspects You Must Consider When Doing Business in China

Good things come in pairs (a Chinese saying). | Right.

345

Ránhòu yě bù sòng lí a, bù sòng sǎn a, wǒ juéde Zhōngguó...

然后也不送梨啊、不送伞啊，我觉得中国...

Also, don't give people pears and umbrellas. I think China...

Note: The pronunciation of the Chinese word for "pear" is the same as the word "lí" which means separation.

346

Wèishénme bùnéng sòng sǎn?

为什么不能送伞？

Why can't we give umbrellas as gifts?

347

Sǎn jiùshì fēnkāi a

伞就是分开啊

(Because) the pronunciation of "umbrella" in Chinese also means "to break up".

348

Zhèxiē shì bùnéng sòng de, nàme gāi sòng shénme ne?

这些是不能送的，那么该送什么呢？

These are what we can't give. So what should we give?

349

Bǐrú shuō sòng jiǔ a, wǒ juéde sòng shǒujī a

比如说送酒啊，我觉得送手机啊

(We can give,) for example, liquor and cell phones.

6 Cultural Aspects You Must Consider When Doing Business in China

350

Sòng shénme de wǒ dōu jiànguò.

送什么的我都见过。

I have seen all kinds of gifts.

351

Rúguǒ shì gōngyìngshāng gēn kèhù de guānxi,

如果是供应商跟客户的关系，

If it's between suppliers and customers,

352

yībān zài Zhōngguó huì zěnmē sòng?

一般在中国会怎么送？

what kinds of gifts are appropriate in China?

353

Jiùshì duānwǔjié sòng zòngzi ba, ránhòu zhōngqiū sòng yuèbǐng ma,

就是端午节送粽子吧，然后中秋送月饼嘛，

It can be Zongzi for Dragon Boat Festival and mooncakes for Mid-Autumn Festival.

354

Guònián de shíhòu sòng hóngbāo lo jiù | guònián sòng hóngbāo ba

过年的时候送红包咯就 | 过年送红包吧

For Spring Festival, you can give red envelopes with cash

355

lǎobǎn hái dēi sòng liǎng cì.

老板还得送两次。

and the boss (of a company) will need to do this twice.

6 Cultural Aspects You Must Consider When Doing Business in China

356

Wèishénme sòng liǎng cì?

为什么送两次？

Why twice?

357

Jiùshì Niánzhōng de shíhòu shì nàge niánzhōngjiǎng, duì

就是年终的时候是那个年终奖，对

At the end of the year, he/she needs to give annual bonuses (to employees)

358

Ránhòu kāigōng de, xīnnián de dìyī tiān

然后开工的，新年的第一天

and give (red envelopes) the first day after they come back from Chinese New Year.

359

Kāiménhóng

开门红

To symbolize a good start of the year.

360

Wǒ juéde Guǎngdōng de lǐjié bǐ wǒmen gèng yánzhòng,

我觉得广东的礼节比我们更严重，

I think this kind of etiquette is more emphasized in Guangdong than here,

361

jiùshì jiéhūn de rén dōu yào gěi suǒyǒu méi jiéhūn de rén hóngbāo

就是结婚的人都要给所有没结婚的人红包

6 Cultural Aspects You Must Consider When Doing Business in China

because married people have to give red envelopes to unmarried ones.

362

Nǐ shì shuō zài zhíchǎng shàng ma? | Duì, zhíchǎng shàng

你是说在职场上吗? | 对, 职场上

You mean in the workplace? | Yes, in the workplace.

363

Nà háishi bù yào jiéhūn le ba!

那还是不要结婚了吧!

In that case, let's not get married!

364

Duì, wǒ yǐqián... | Wǒ bù zhīdào zhège.

对, 我以前... | 我不知道这个。

Yes, I used to... | I didn't know about this.

365

yīnwèi wǒ méi jiéhūn ma, wǒ tèbié xǐhuan zhège lǐjié.

因为我没结婚嘛, 我特别喜欢这个礼节。

Since I was not married, I loved this etiquette!

366

Wǒ zài gōngsī de shíhou jiùshì měiyī nián kāishǐ de shíhou

我在公司的时候就是每一年开始的时候

When I was in the company, at the beginning of each year

367

shōu hǎo duō hóngbāo,

6 Cultural Aspects You Must Consider When Doing Business in China

收好多红包，

I would receive a lot of red envelopes

368

yīnwèi wǒmen gōngsī zhēn de jiùshì hěnduō rén shì jiéhūn le de.

因为我们公司真的就是很多人是结婚了的。

because many people in our company were married.

369

Kěshì wǒ yě shì zài Guǎngdōng gōngzuò,

可是我也是在广东工作，

But I also worked in Guangdong,

370

wèishénme wǒ méiyǒu pèngdào zhème hǎo de lǐjié?

为什么我没有碰到这么好的礼节？

why didn't I experience such a good etiquette?

371

Kěnéng nǐ nàge gōngsī lǐjié méiyǒu nàme zhòng.

可能你那个公司礼节没有那么重。

Maybe your company didn't value it that much.

372

Yǒukěnéng, hěnduō yě bù shì Guǎngdōngrén ma | Duì

有可能，很多也不是广东人嘛 | 对

Possibly, because many of them were not Cantonese. | Right.

373

6 Cultural Aspects You Must Consider When Doing Business in China

Ránhòu nàge gōngyìngshāng sònglǐ gěi kèhù yǒu shénme jiǎngjiu?

然后那个供应商送礼给客户有什么讲究？

So, when suppliers give gifts to customers, what should they pay attention to?

374

Wǒ juéde zhège zuìhǎo háishi tōutōu de dǎtàn yīxià,

我觉得这个最好还是偷偷地打探一下，

I think it's best to secretly inquire (what your customer might like)

375

yīnwèi wǒ juéde xiànzài tàolù méi nàme shíyòng le,

因为我觉得现在套路没那么实用了，

because I think that the (traditional) tactic is not as useful now.

376

tàolù lǐmiàn yībān dōu shì yào wěiwǎn,

套路里面一般都是要委婉，

The (traditional) tactic usually is to be indirect

377

jiùshì sònglǐ bùsòng qián ma, duì ba?

就是送礼不送钱嘛，对吧？

and when giving gifts, it shouldn't be cash, right?

378

Nà wǒ yǒu yī gè xué shūfǎ de tóngxué tā yě nàme rènwéi de,

那我有一个学书法的同学他也那么认为的，

One of my calligraphy classmates also thought so (not giving money directly).

6 Cultural Aspects You Must Consider When Doing Business in China

379

ránhòu tā qù tán tā de jiǎfāng de shíhòu,

然后他去谈他的甲方的时候，

But (before) he went to negotiate with his customer,

380

shǒuxiān hái wèn le yī duī de péngyou ,

首先还问了一堆的朋友，

he asked a bunch of friends

381

wǒ yīnggāi sòng zhège jiǎfāng shénme ne?

我应该送这个甲方什么呢？

what he should give as a gift,

382

Ránhòu dàjiā yīzhì rènwéi wǒmen yīnggāi sòng lǐwù, bù sòng qián.

然后大家一致认为我们应该送礼物，不送钱。

and everyone agreed that he should give real gifts instead of money.

383

Sòng le shénme ne?

送了什么呢？

What did he give?

384

Wǒ méiyǒu wèn tā jùtǐ sòng le shénme,

我没有问他具体送了什么，

I didn't ask him exactly what he gave.

6 Cultural Aspects You Must Consider When Doing Business in China

385

dànshì tā huā le hǎoduō qián,

但是他花了好多钱，

He spent a lot of money,

386

yīnggāi yě yǒu jǐqiān kuài mǎi le yī gè dà lǐwù sònggěi rénjiā,

应该也有几千块买了一个大礼物送给人家，

probably a few thousand yuan, to buy a big gift for his customer,

387

ránhòu méi tán chéng.

然后没谈成。

but it didn't work out.

388

Hòulái tā zhīdào nàge rén tā xiǎngyào qián, tā xiǎngyào hóngbāo,

后来他知道那个人他想要钱，他想要红包，

Later, he learned that his customer actually wanted money,

389

tā bù xiǎngyào dōngxi. | Ránhòu ne?

他不想要东西。| 然后呢？

not a real gift. | Then what?

390

Jiù méiyǒu ránhòu a, ránhòu tā jiù méi tán chéng a!

就没有然后啊，然后他就没谈成啊！

6 Cultural Aspects You Must Consider When Doing Business in China

There was no “then”. He didn’t get (the business)!

391

Dànshì zhège nǐ yě bù hǎo qù wèn biéren a!

但是这个你也不好去问别人啊！

But it's not good to ask the person this question!

392

Jiù shuō nǐ xiǎngyào shénme? Zhè yě bù hǎo wèn ya!

就说你想要什么？这也不好问呀！

“What do you want?” It's not good to do that!

393

Nǐ zhège kěyǐ jiànjiē de ya!

你这个可以间接的呀！

You can do it indirectly!

394

Bǐrú shuō tā de zhùlǐ a huòzhě shì tā de shénme qīnqi

比如说他的助理啊或者是他的什么亲戚

For example, (through) his assistant, his relatives

395

huòzhě tā gōngsī de shénme yuángōng,

或者他公司的什么员工，

or other employees in his company.

396

nǐ dōu kěyǐ tōngguò pángqīāocèjī de qù dàgài dǎtàn yīxià.

6 Cultural Aspects You Must Consider When Doing Business in China

你都可以通过旁敲侧击地去大概打探一下。

You can make discreet inquiries with them.

397

Huòzhě shì nǐmen xiān bùyào dìyīcì jiù sònglǐ ba,

或者是你们先不要第一次就送礼吧，

Or, don't give gifts in the first meeting!

398

nǐ xiān yuē rénjiā xiān chī gè fàn sǎn gè bù shénmede

你先约人家先吃个饭散个步什么的

You can invite him for a meal and go for a walk with him first.

399

Sànbù jiù suànle!

散步就算了！

Maybe not walking!

400

jiùshì liáotiān de shíhòu suíbiàn de tídao yīxià, dǎtàn yīxià

就是聊天的时候随便地提到一下，打探一下

Just casually mention it when you chat with him and find out

401

kànkàn duìfāng xiǎngyào shénme, ránhòu zài sòng.

看看对方想要什么，然后再送。

what the other person wants before you give the gift.

402

6 Cultural Aspects You Must Consider When Doing Business in China

Wǒmen yuánlái yě shì kèhù yībān dōu shì guòjié de shíhou huì sòng,

我们原来也是客户一般都是过节的时候会送，

In the past, we usually do it during festivals

403

yīnwèi guòjié cái yǒu yóutou ma,

因为过节才有由头嘛，

because they provided good reasons for giving gifts.

404

nǐ bùnéng shì píngcháng de shíhou yě tí yī dài yuèbǐng qù,

你不能是平常的时候也提一袋月饼去，

You can't just bring a bag of mooncakes at ordinary times

405

huòzhě shì tí yī gè shénme lǐwù,

或者是提一个什么礼物，

or bring other types of gifts,

406

jiǎrú duìfāng shì cǎigòu ba, nà tā de lǎobǎn kàndào wǒ tí gè lǐwù guòqù,

假如对方是采购吧，那他的老板看到我提个礼物过去，

(because) if the person is a purchaser and his boss sees you bring him a gift,

407

zhè bù jiùshì shòuhuì le? | Duì, zhíjiē shòuhuì le.

这不就是受贿了？ | 对，直接受贿了。

isn't that a bribe? | Right, that will be an obvious bribe!

6 Cultural Aspects You Must Consider When Doing Business in China

408

Kěnéng duì tā de yǐngxiǎng bùhǎo

可能对他的影响不好

It may not be good for (the purchaser).

409

Dànshì rúguǒ shì guòjié dehuà,

但是如果是过节的话，

But if it's a festival,

410

Bùhǎoyisi! Guòjié dehuà yīnggāi jiù méiyǒu shénme wèntí. | Duì

不好意思！过节的话应该就没有什么问题。| 对

Excuse me! There should be no problem if it's during a festival. | Right.

411

Sònglǐ yě bù shì měigerén dōu sòng,

送礼也不是每个人都送，

But you don't give gifts to any person.

412

jiùshì kèhù dehuà, yě shì nàzhǒng bǐjiào yàohǎo de kèhù,

就是客户的话，也是那种比较要好的客户，

We would give gifts to customers that were close to us

413

huòzhě shì jīngcháng xiàdān de kèhù,

或者是经常下单的客户，

or that would often place orders.

6 Cultural Aspects You Must Consider When Doing Business in China

414

ránhòu wǒmen zhège lǐwù cái huì dìng le gěi tā,

然后我们这个礼物才会订了给他，

Then we would order gifts for them.

415

huòzhě shì nàzhǒng hěn xiǎngyào dédào duìfāng dìngdān de rén, yě huì sòng.

或者是那种很想要得到对方订单的人，也会送。

Or, we would give gifts to people that we would want orders from.

416

Zhège nǐ rúguǒ xiǎng sònglǐ dehuà, nǐ zǒng zhǎo de dào jīhuì de.

这个你如果想送礼的话，你总找得到机会的。

If you really want to give a gift, you can always find an opportunity.

417

Ránhòu sòng dehuà yě bùnéng shì shuō fā kuàidì guòqù,

然后送的话也不能是说发快递过去，

Also they can't be sent by express delivery

418

chúfēi shì zhēn de hěn yuǎn.

除非是真的很远。

unless it's really far away.

419

Nà zhèzhǒng de shì néng miàntán de jiù... néng miàn sòng de jiù miàn sòng,

那这种的是能面谈的就... 能面送的就面送，

6 Cultural Aspects You Must Consider When Doing Business in China

We will try to give gifts face to face as much as possible

420

yīnwèi nǐ jiàn le miàn nǐ yòu duō le yī cì nàge yào dìngdān de jīhuì.

因为你见了面你又多了一次那个要订单的机会。

because if you meet them, you will have a chance to get new orders.

421

Duì, wǒ juéde sònglǐ zhège zài Zhōngguó wénhuà lǐmiàn

对，我觉得送礼这个在中国文化里面

Yes, I think in Chinese culture, gift giving

422

háishi fēicháng zhòngyào de.

还是非常重要的。

is a very important one.

423

Bùguò wǒ juéde yǒude lǎowài yǐjīng fēicháng shàncháng zuò zhège le.

不过我觉得有的老外已经非常擅长做这个了。

But I think some foreigners are already very good at doing this.

424

Bǐrú shuō wǒ yǒu yī gè xuésheng tā shì Yīngguó rén,

比如说我有一个学生他是英国人，

For example, I had a British student

425

tā zài Xīnjiāpō zuòshēngyì qíshí zuò de hái bùcuò.

6 Cultural Aspects You Must Consider When Doing Business in China

他在新加坡做生意其实做得还不错。

who had a good business in Singapore.

426

Nǐ zhīdào Xīnjiāpō yǒu hěnduō huárén,

你知道新加坡有很多华人，

As you know, there are many Chinese in Singapore,

427

ránhòu yǒu yī nián zhōngqiū de shíhòu,

然后有一年中秋的时候，

and in one Mid-Autumn Festival,

428

tā jiù shuō, tā shuō nǐmen zhōngqiū sòng shénme?

他就说，他说你们中秋送什么？

he asked me: "What do you guys give as a gift during the Mid-Autumn Festival?"

429

Wǒ shuō sòng yuèbǐng a

我说送月饼啊

I said mooncakes!

430

Tā zài Xīnjiāpō hái yǒu bùshǎo huárén de nàge kèhù,

他在新加坡还有不少华人的那个客户，

He had a lot of Chinese customers in Singapore.

431

6 Cultural Aspects You Must Consider When Doing Business in China

suǒyǐ tā nà yī tiān shì zhōngqiūjié, ránhòu tā shàngwǔ hái zài gēn wǒ...

所以他那一天是中秋节，然后他上午还在跟我...

So on the day of the Festival, in the morning, he was still...

432

shíèr diǎn bàn le hái zài gēn wǒ shàngkè,

十二点半了还在跟我上课，

it was already 12:30 and he was still having a class with me.

433

wǒ shuō nǐ yǐjīng bǎ yuèbǐng sòng le ma?

我说你已经把月饼送了吗？

I asked: "Have you given out the mooncakes yet?"

434

Tā shuō méiyǒu a.

他说没有啊。

He said no.

435

Wǒ shuō nà nǐ shénmeshíhou sòng ne?

我说那你什么时候送呢？

I said, when?

436

Tā shuō xiàkè yǐhòu ya

他说下课以后呀

He said after class.

6 Cultural Aspects You Must Consider When Doing Business in China

437

Tā huì míngbai zhōngqiū yào sònglǐ zhè yī diǎn,

他会明白中秋要送礼这一点，

He understood that he should give gifts during the festival,

438

dànshì tā bùzhīdào kěyǐ tíqián sòng, duì

但是他不知道可以提前送，对

but didn't know he could have done it ahead of time.

439

Zhège zhōngqiūjié zhǐshì yī gè jièkǒu,

这个中秋节只是一个借口，

This festival was just an excuse.

440

nǐ sòng dehuà nǐ kěyǐ tíqián kěnéng shí tiān,

你送的话你可以提前可能十天，

You can even do it ten days in advance,

441

dànshì nǐ yào gàosu duìfāng zhège shì zhōngqiūjié wǒ cái sòng de. | Duì

但是你要告诉对方这个是中秋节我才送的。| 对

you just need to tell the person that this is for the festival. | Right.

442

Zhège guānxi chúle sònglǐ kěyǐ jiànlì, hái yǒu qítā de xíngshì ma?

这个关系除了送礼可以建立，还有其他的形式吗？

Are there other ways to build “guanxi” besides giving gifts?

6 Cultural Aspects You Must Consider When Doing Business in China

443

Háiyǒu hùxiāng bāngmáng, hùxiāng máfan a.

还有互相帮忙，互相麻烦啊。

Another way is doing favors for each other.

444

Jiùshì nǐ bāng wǒ yī gè máng, wǒ bùxūyào nǐ gěi qián,

就是你帮我一个忙，我不需要你给钱，

Basically, you do me a favor and I don't need you to pay me,

445

dànshì nǐ qiàn le wǒ yī gè rénqíng.

但是你欠了我一个人情。

but you owe me one “renqing” (favor).

446

Duì. wǒmen yào de shì nǐ qiàn wǒ yī gè rénqíng, zhè yī gè shuōfǎ.

对，我们要的是你欠我一个人情，这一个说法。

Right, what we want is that “you will owe me a “renqing”.

447

Suǒyǐ zhège rénqíng dàodǐ shì shénme dōngxi?

所以这个人情到底是什么东西？

So what exactly is “renqing”?

448

Rénqíng jiùshì wǒ zhècì bāng le nǐ, nǐ děi jìde zhège,

人情就是我这次帮了你，你得记得这个，

6 Cultural Aspects You Must Consider When Doing Business in China

It means that if I help you this time, you need to remember it

449

nà xià yī cì rú guǒ wǒ yǒu qiú yú nǐ, nǐ děi bāng wǒ, duì

那下一次如果我有求于你，你得帮我，对

and next time, if I ask you for something, you'll have to help me too.

450

Nà wǒ zài Yángshuò qíshí yǒu hěnduō de péngyou, tāmen dōu shì shāngrén,

那我在阳朔其实有很多的朋友，他们都是商人，

I have a lot of friends in Yangshuo who are business people

451

kāi kèzhàn de ya, kāi kāfēitīng de ya, kāi huā diàn de ya

开客栈的呀，开咖啡厅的呀、开花店的呀

that run hotels, coffee and flower shops.

452

Rúguǒ shì shuō ànzhào xīfāng de xíguàn,

如果是说按照西方的习惯，

According to Western customs,

453

kěnéng huì rènwéi jiùshì zhǐyào shì shēngyì shàng de shìqíng,

可能会认为就是只要是生意上的事情，

perhaps, if it's a business matter,

454

jiùshì àn shēngyì shàng de lái bàn.

6 Cultural Aspects You Must Consider When Doing Business in China

就是按生意上的来办。

it should be dealt in a business way.

455

Dànshì tāmen bù,

但是他们不，

But they (my friends) don't do it this way.

456

bǐrú shuō tāmen xīn kèzhàn

比如说他们新客栈

For example, one of my friends' new hotel business

457

yào zhǎo rén qù dìngfáng a,

要找人去订房啊，

needed (fake customers) to book their rooms

458

ránhòu kěnéng shì xūyào shuā dān,

然后可能是需要刷单，

(on an app) to improve their business's credibility.

459

huòzhě shì shuō kāfēitīng tāmen zài Táobao shàng zuò,

或者是说咖啡厅他们在淘宝上做，

(My other friend) set up their coffee business on Taobao

460

6 Cultural Aspects You Must Consider When Doing Business in China

xūyào rén qù píngjià,

需要人去评价，

and needed “fake customers” to give (good) reviews.

461

tāmen huì ràng wǒmen qù zuò,

他们会让我们去做，

They would ask us to do them (these favors).

462

jiùshì huì zhǎo tā rènshi de suǒyǒu de péngyou, měigerén bāng tā shuā jǐge dān.

就是会找他认识的所有的朋友，每个人帮他刷几个单。

They would ask all their friends to help place (fake) orders.

463

Dāngrán zhè bù shì bái zuò de,

当然这不是白做的，

Of course, they wouldn't let us do it for nothing.

464

tā huì qǐng wǒmen chīfàn, tā huì sòng wǒmen yīxiē kāfēidòu.

他会请我们吃饭，他会送我们一些咖啡豆。

They would treat us to dinner or give us free coffee beans.

465

Jiù tōngguò zhèyàng yīxiē fāngshì,

就通过这样一些方式，

(We) use these ways

6 Cultural Aspects You Must Consider When Doing Business in China

466

ránhòu qù jiànlì yīxiē guānxi, zhège jiùshì suǒwèi de rénqíng.

然后去建立一些关系，这个就是所谓的人情。

to establish "guanxi" and this is the so-called "renqing".

467

Jiùshìshuō tā zhǎo nǐ bāngmáng, ránhòu tā bùhuì fù nǐ qián,

就是说他找你帮忙，然后他不会付你钱，

Basically, they ask you for help without paying you money,

468

dànshì tā yě bùhuì ràng nǐ bái zuò | Duì

但是他也不会让你白做 | 对

but won't let you do it for nothing. | Right.

469

Tán qián shāng gǎnqíng

谈钱伤感情

Talking about money would hurt our relationship. (a Chinese saying)

470

jiùshì yǐ biéde fāngshì lái bào dá nǐ. | Duì, shì

就是以别的方式来报答你。| 对，是

They will pay you in some other ways. | Yes.

471

Zhège yīnggāi zài xīfāng háishi yǒu bùtóng de

这个应该在西方还是有不同的

This might be different in the West, (right?)

6 Cultural Aspects You Must Consider When Doing Business in China

472

Duì, wǒ gǎnjué tāmen zài shāngyè shàng kěnéng jiù fēn de bǐjiào qīng yīdiǎn.

对，我感觉他们在商业上可能就分得比较清一点。

Yes, I think they separate business more clearly (from personal relationships).

473

jiùshì nǐ zuò zhège shì huā duōshao shíjiān,

就是你做这个事花多少时间，

(For example), how much time this work will take

474

zhí duōshao qián dōu jiǎng de fēicháng qīngchu.

值多少钱都讲得非常清楚。

and how much should it be paid, all need to be made clear.

475

Zhōngguó kěnéng dà de shēngyì yě huì zhèyàng,

中国可能大的生意也会这样，

Big Chinese business might also be like this.

476

dànshì yuè xiǎo de shēngyì

但是越小的生意

But the smaller the business,

477

qíshí zhèzhǒng guānxi de zhòngyàoxìng huì yuè zhòngyào.

其实这种关系的重要性会越重要。

6 Cultural Aspects You Must Consider When Doing Business in China

the more important "guanxi" is.

478

Bāokuò tāmen méndiàn de zhuāngxiū zhèyàng yīxiē dōngxi

包括他们门店的装修这样一些东西

Also, (some friends) may need to renovate their stores or things like that,

479

dōu huì jiào yī bāng de péngyou qù bāng tāmen,

都会叫一帮的朋友去帮他们,

and they will get a group of friends to help them.

480

ránhòu dàjiā chī yī gè fàn,

然后大家吃一个饭,

Then, they will treat everyone to a meal,

481

bùhuì shuō wǒ jīntiān huā yīqiān kuài qián qù qǐng rén,

不会说我今天花一千块钱去请人,

instead of paying someone 1000 yuan to do this job,

482

suīrán nà yī dùn fàn yěxǔ yě huā le yīqiān kuài,

虽然那一顿饭也许也花了一千块,

although the meal may cost a thousand yuan.

483

dànshì zhè shì rénqíng.

6 Cultural Aspects You Must Consider When Doing Business in China

但是这是人情。

But this is (the result of) “renqing”.

484

Yīnwèi Zhōngguó wǒmen qiángdiào de shì rénqíng shèhuì ma

因为中国我们强调的是人情社会嘛

Since China is a society that emphasizes “renqing” (doing favors for each other),

485

suǒyǐ kěnéng zài xīfāngrén kànlai,

所以可能在西方人看来，

maybe in Western eyes,

486

shìbùshì juéde wǒmen Zhōngguó de qìyuējīngshén jiù méiyǒu nàme zhòng.

是不是觉得我们中国的契约精神就没有那么重。

Chinese don't honor contractual obligations as much.

487

Zhōngguó jiǎng de kěnéng jiùshì yī gè rénqíng xìnyòng,

中国讲的可能就是一个人情信用，

(It's because) Chinese value “renqing”

488

ér xīfāng jiǎng de shì qìyuē xìnyòng, zhège yǒu yīdiǎn bù yīyàng.

而西方讲的是契约信用，这个有一点不一样。

and the West emphasizes contracts which are different.

489

6 Cultural Aspects You Must Consider When Doing Business in China

Yǒuyīcì wǒ gēn wǒ de yī gè Fēizhōu de xuésheng

有一次我跟我的一个非洲的学生

Once, I went to Shenzhen with one of my African students

490

qù Shēnzhèn bàifǎng gōngyìngshāng,

去深圳拜访供应商，

to visit his supplier

491

dàngtiān tā yě shì zìjǐ kāi le yī gè chē lái wǒmen de jiǔdiàn jiē wǒmen.

当天他也是自己开了一个车来我们的酒店接我们。

and on that day, the supplier drove a car to pick us up from our hotel.

492

Ránhòu jiē le wǒmen yǐhòu yě bù dài wǒmen qù gōngchǎng,

然后接了我们以后也不带我们去工厂，

After he got us, he didn't take us to his factory

493

yě bù dài wǒmen qù gōngsī,

也不带我们去公司，

or his company,

494

érshì dài wǒmen qù nàge Shēnzhèn Huáqiángběi,

而是带我们去那个深圳华强北，

instead he took us to Huaqiangbei in Shenzhen,

6 Cultural Aspects You Must Consider When Doing Business in China

495

yějiùshì wǒmen zuìdà de nàge diànzǐ shìchǎng

也就是我们最大的那个电子市场

which is the largest electronic market there

496

qù guàng le hěn dà yī quān.

去逛了很大一圈。

and we walked around for a long time.

497

Dāngrán shǒuxiān háishi yào sùzào tāzìjǐ de miànzi,

当然首先还是要塑造他自己的面子，

Of course, the first thing he did was to build up his “face”.

498

bǐrú shuō wǒmen qù le yīxiē bǐjiào gāoduān de

比如说我们去了一些比较高端的

For example, we went to some high-end

499

nàzhǒng yīnxiǎngshèbèi a nàyangde diàn,

那种音响设备啊那样的店，

audio equipment stores

500

ránhòu jiù shuō zhège shì shénme hěn xiānjìn de jìshù,

然后就说这个是什么很先进的技术，

and he told us that they had very advanced technology.

6 Cultural Aspects You Must Consider When Doing Business in China

501

ránhòu jiù shuō wǒ jiā lǐ yě yǒu yī tào, jiù zhèyàngzi de.

然后就说我家里也有一套，就这样子的。

Then he said that he owned a set of that (advanced) equipment.

502

Ránhòu zhuàn le hǎo dà yī quān, ránhòu hòulái yòu qǐng wǒmen chī le fàn.

然后转了好大一圈，然后后来又请我们吃了饭。

After we walked for a long time, he took us to dinner.

503

Zuìhòu chīwán fàn le cái bǎ wǒmen dàidào

最后吃完饭了才把我们带到

Finally after the dinner, he took us to

504

Huáqiángběi de mǒu yī dòng lóu de lóushàng de mǒu gè bàngōngshì qù,

华强北的某一栋楼的楼上的某个办公室去，

an office in a building in Huaqiangbei.

505

ránhòu yòu kāishǐ hēchá.

然后又开始喝茶。

Then, we began to drink tea.

506

Jiùshì zhèyàng tā shì tōngguò yī gè màn màn de qù jiàn lì guān xi,

就是这样他是通过一个慢慢地去建立关系，

6 Cultural Aspects You Must Consider When Doing Business in China

So, that was his way to slowly build “guanxi” with us

507

ránhòu cái dài nǐ dào nàge bàngōngshì,

然后才带你到那个办公室，

before he took us to his office

508

ránhòu kěnéng zuìhòu huì gěi nǐ kàn yīxiē chǎnpǐn.

然后可能最后会给你看一些产品。

and at the very end, showed us his products.

509

Jiùshì wǒ nàge xuésheng tā de qīdài jiùshì wǒ qù le,

就是我那个学生他的期待就是我去了，

(But) my student's expectation was that as soon as we arrived,

510

wǒmen zhíjiē jiù dào nǐ de gōngchǎng jiù qù kàn... xiān kàn nǐ de chǎnpǐn.

我们直接就到你的工厂就去看... 先看你的产品。

we would go straight to his factory and see the products.

511

Rúguǒ yǒukěnéng jìnxíng jìnyībù de jiùshì hézuò dehuà,

如果有可能进行进一步的就是合作的话，

(He felt that only) if there was a possibility of further cooperation,

512

wǒmen zài qù chī gè fàn, hēchá shénmede.

6 Cultural Aspects You Must Consider When Doing Business in China

我们再去吃个饭，喝茶什么的。

would we go have a dinner, drink tea and things like that.

513

Ránhòu zài Zhōngguó zhège shùnxù

然后在中国这个顺序

In China, the order of things

514

hǎoxiàng duì tāmen láishuō yǒudiǎn fǎnguolai le

好像对他们来说有点反过来了

seems to be the reverse.

515

Yīnwèi wǒmen děiyào xiān bǎ zhège yǒuqíng yě hǎo

因为我们得要先把这个友情也好

Because we have to build friendship

516

huòzhě shénme hézuò guānxi xiān

或者什么合作关系

or a kind of partnership

517

cóng biéde dìfāng biéde fāngshì jiànlì qǐlai,

先从别的地方别的方式建立起来，

in some other ways,

518

6 Cultural Aspects You Must Consider When Doing Business in China

ránhòu zài qù tán hézuò,

然后再去谈合作，

before we talk about cooperation.

519

zhèyàng jiù shùnchàng ma. Duì

这样就顺畅嘛。| 对

That way, things will go more smoothly. | Right.

520

Yīnwèi nǐ chī guò wǒ de fàn le, nǐ gēn wǒ qù wán le, shì ba?

因为你吃过我的饭了，你跟我去玩了，是吧？

Since you ate my food, went out and had fun with me,

521

Wǒ ràng nǐ gěi wǒ xià yī gè dān,

我让你给我下一个单，

if I ask you to give me a business order,

522

nà nǐ shìbùshì děiyào bāng wǒ yīxià ne?

那你是不是得要帮我一下呢？

shouldn't you help me out?

523

Duì, qíshí zhè yějiùshì wǒ yào... xiǎng jiǎng de xiàyīge

对，其实这也就是我要... 想讲的下一个

Right. That's actually what I want to talk about next,

6 Cultural Aspects You Must Consider When Doing Business in China

524

jiùshì wǒmen de fànjú wénhuà le.

就是我们的饭局文化了。

which is our eating culture.

525

Nà nǐ néng shǒuxiān jiěshì yīxià zhège fànjú wénhuà shì shénme ne?

那你能首先解释一下这个饭局文化是什么呢？

Can you first explain what that is?

526

Wǒ juéde fànjú wénhuà tā qíshí zhòng bù zài fàn ér zài jú.

我觉得饭局文化它其实重不在饭而在局。

I think the eating culture is actually not about the meal but about the gathering.

527

Yīqún rén tā kěnéng jiùshì wèile jiéshí yīxiē guānxi a,

一群人他可能就是为了结识一些关系啊，

A group of people may want to get to know each other

528

huòzhě shì shuō kuòzhǎn yīxiē rénmài,

或者是说扩展一些人脉，

or to expand their network,

529

ránhòu bǎ yīqún de rén jiào zài yīqǐ, ránhòu kāishǐ chīfàn.

然后把一群的人叫在一起，然后开始吃饭。

they will gather together and begin to have a meal.

6 Cultural Aspects You Must Consider When Doing Business in China

530

Dànshì wǒmen bù shì wèile chīfàn, bù shì wèile xiǎngshòu nàxiē shíwù,

但是我们不是为了吃饭，不是为了享受那些食物，

But they are not there (just) to eat or to enjoy the food,

531

érshì wèile qù xiānghù liǎojiě, jiù kuòzhǎn zìjǐ de rénmài.

而是为了去相互了解，就扩展自己的人脉。

but to get to know each other and expand their networks.

532

Nà zhège chīfàn chúle nǐ gānggang jiǎng de kuòzhǎn rénmài,

那这个吃饭除了你刚刚讲的扩展人脉，

Besides expanding their networks,

533

tā hái yǒu qítā de zuòyòng ma?

它还有其它的作用吗？

what else does it do?

534

Rúguǒ shuō dào biéde zuòyòng dehuà ne,

如果说到别的作用的话呢，

Speaking of other functions,

535

jiùshì wǒmen cháng shuō de chīrén zuǐruǎn,

就是我们常说的吃人嘴软，

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we have a saying "you eat someone's food, your mouth becomes soft".

Note: This is a Chinese proverb and it means, if someone treats you to dinner, later, you cannot be "hard" with them - you need to help them if they need your favors.

536

nǐ yǐjīng chī le wǒ de dōngxi le,

你已经吃了我的东西了，

(Since) you've eaten my food,

537

wǒmen yǐjīng yǒu mǒu yīzhǒng guānxi le,

我们已经有某一种关系了，

we have established a kind of "guanxi".

538

wǒ zài lái qiú nǐ kěnéng nǐ xīnlǐ huì bùhǎoyìsi ba

我再来求你可能你心里会不好意思吧

So later, when I need you to help me, you will find it embarrassing (to refuse).

539

Bùhǎoyìsi jùjué?

不好意思拒绝？

Embarrassing to refuse?

540

Bùhǎoyìsi jùjué, wǒmen huì yǒu zhèzhǒng xiǎngfǎ.

不好意思拒绝，我们会有这种想法。

Yes, we would think that way.

6 Cultural Aspects You Must Consider When Doing Business in China

541

Nà zài zhège qǐngkè chīfàn yībān yòu yǒu shénmeyàng de jiǎngjiu ne,

那在这个请客吃饭一般又有什么样的讲究呢，

So what should we pay attention to when inviting someone to dinner,

542

yóuqí zài shāngchǎng shàng?

尤其在商场上？

especially in a business situation?

543

Zhège kěnéng jiùshì shèjí dào zhǔ hé bīn de wèntí a,

这个可能就是涉及到主和宾的问题啊，

This might involve the question of who is the host and who is the guest.

544

yībān bǐrú shuō zhǔrén huì bāng bīnkè qù jiā cài

一般比如说主人会帮宾客去夹菜

For example, usually the host will pick food for the guest.

545

jiùshì zhège hǎochī a, gěi nǐ jiā yī gè, zhèyàng

就是这个好吃啊，给你夹一个，这样

(The host might say) : "This tastes good, let me get you some."

546

zhè yī diǎn kěnéng yǒude wàiguórén huì bùtài xíguàn.

这一点可能有的外国人会不太习惯。

Some foreigners might not be comfortable with this.

6 Cultural Aspects You Must Consider When Doing Business in China

547

Xiànzài kěnéng hái hǎo yī diǎn,

现在可能还好一点，

Maybe it's a little better now

548

huì yǒu nàzhǒng zhuǎndòng de zhuànpán zhuōzi ma | Duì

会有那种转动的转盘桌子嘛 | 对

because the food is placed on Lazy Susans. | Right.

549

Yǒude rúguǒ méiyǒu nàzhǒng zhuànpán de zhuōzi,

有的如果没有那种转盘的桌子，

If the (food) is not on a Lazy Susan,

550

kěnéng yǒude wàiguórén jiù bùhuì hěn xíguàn.

可能有的外国人就不会很习惯。

some foreigners might not be used to (this custom)

551

Yīnwèi zài xīfāng kěnéng zài hěnduō de guójiā,

因为在西方可能在很多的国家，

because in many Western countries,

552

tāmen shì měirén jiùshì chī yī pán shíwù

他们是每人就是吃一盘食物

6 Cultural Aspects You Must Consider When Doing Business in China

people have food on their own individual plates.

553

Zhōngguó dehuà wǒmen jiùshì xǐhuan měiyī gè rén,

中国的话我们就是喜欢每一个人，

In China, we like each individual person,

554

nǐ xiǎng chī shénme, ránhòu jiù zài qù jiā.

你想吃什么，然后就再去夹。

if they want to eat something, to pick it up with (chopsticks) from common plates.

555

Dàjiā yīqǐ chī a | Duì

大家一起吃啊 | 对

We share food together, right? | Right.

556

Dànshì qíshí zhège yě shì huì yǒu lǐjié de,

但是其实这个也是会有礼节的，

But regarding this, there is also etiquette.

557

jiù yībān wǒmen bùhuì qù zhànqǐlai,

就一般我们不会去站起来，

Usually we don't stand up (when eating)

558

wǒmen yě bùhuì shuō bǎ nàge kuàizi jiā dào duìfāng de.

6 Cultural Aspects You Must Consider When Doing Business in China

我们也不会说把那个筷子夹到对方的。

to reach for food with our chopsticks right in front of other people.

559

Nǐ shì shuō rúguǒ nàge cài lí nǐ hěn yuǎn dehuà,

你是说如果那个菜离你很远的话，

You're saying that if the dish is far away from you,

560

nǐ bùnéng zhàn qǐlái qù zhèyàngzi jiā, juéde hěn méiyǒu lǐmào.

你不能站起来去这样子夹，觉得很没有礼貌。

you can't stand up to pick it up because it feels rude.

561

Duì, hěn méiyǒu lǐmào

对，很没有礼貌

Right, it's rude.

562

Ránhòu hái yǒu yīzhǒng qíngkuàng jiùshì

然后还有一种情况就是

Another situation is that

563

wǒmen yī zhuō rén zuò zài yīqǐ zài chī dōngxi de shíhou,

我们一桌人坐在一起在吃东西的时候，

when we sit at a table and eat together,

564

6 Cultural Aspects You Must Consider When Doing Business in China

ránhòu jiù yǒude wàiguórén jiù juéde... bǐrú shuō wǒmen lí de hěn yuǎn,
然后就有外国人就觉得... 比如说我们离得很远,
some foreigners think... for example, we are far away from each other

565

wǒ xiǎng chī nǐ miànqián de nà yī pán cài,
我想吃你面前的那一盘菜,
and I want to eat the dish in front of you,

566

wǒ jiù bǎ zhěng pán cài gěi duān guòlái,
我就把整盘菜给端过来,
so I'll bring the whole dish over,

567

gǎo diǎn dào zìjǐ de nàge wǎn lǐ, duì
搞点到自己的那个碗里，对
put some (food) in my bowl

568

ránhòu wǒ zài fàng huíqu,
然后我再放回去,
and then put it back.

569

zài Zhōngguó zhè shì fēicháng fēicháng méiyǒu lǐmào de biǎoxiàn.
在中国这是非常非常没有礼貌的表现。
This would be considered very rude in China.

6 Cultural Aspects You Must Consider When Doing Business in China

570

Wǒ hái xiǎngqilai yī gè shì,

我还想起来一个事，

I remember another thing.

571

rúguǒ shuō shì Yīngguó rén lái Zhōngguó chī fàn,

如果说是英国人来中国吃饭，

If you're a British and eat with (Chinese),

572

yīdìng yào zhīdào jiùshì Zhōngguó rén gēn nǐ chī fàn,

一定要知道就是中国人跟你吃饭，

you should know that when Chinese eat with you,

573

chī de bù shì fàn, qíshí shì xiǎng gēn nǐ liáotiān.

吃的不是饭，其实是想跟你聊天。

they're not there just for the food, they actually want to talk to you.

574

Suǒyǐ wǒ zhīdào yīngguó rén...

所以我知道英国人...

I know that

575

hěnduō Yīngguó rén biǎoshì shēnshì jiù yǒu yī gè xíguàn,

很多英国人表示绅士就有一个习惯，

in order to be gentlemen, many British

6 Cultural Aspects You Must Consider When Doing Business in China

576

jiùshì chī dōngxi de shíhou bù shuōhuà, duì

就是吃东西的时候不说话，对

won't talk when eating.

577

Suǒyǐ rúguǒ Zhōngguó rén wèn tā yī gè wèntí,

所以如果中国人问他一个问题，

So if the Chinese asks a question,

578

tā yībān shì bǎ zhège kuàizi fàngzài pángbiān,

他一般是把这个筷子放在旁边，

they (the British) usually put their chopsticks down

579

ránhòu yīběnzhèngjīng de gěi nǐ yī èr sān sì wǔ shuō wán le,

然后一本正经地给你一二三四五说完了，

and let the Chinese finish talking.

580

ránhòu zài náqǐ kuàizi, ránhòu zài kāishǐ chī.

然后再拿起筷子，然后再开始吃。

Only then, will they pick up their chopsticks and start eating again.

581

Ránhòu rénjiā gāng xiǎng gēn nǐ shuō, ránhòu...

然后人家刚想跟你说，然后...

6 Cultural Aspects You Must Consider When Doing Business in China

Just as the Chinese wants to talk again, and...

582

Yòu fàngxià le, duì

又放下了，对

They put down (the chopsticks) again!

583

Dànshì wǒmen juéde rúguǒ dàijiā dōu mò mò zài nà chīfàn,

但是我们觉得如果大家都默默在那吃饭，

But we think if everyone eats in silence,

584

nà xiǎnde tài bù rènao le, érqǐě huì juéde hěn gāngà a. | Duì

那显得太不热闹了，而且会觉得很尴尬啊。| 对

it will not appear to be lively and will feel a little awkward. | Right.

585

Zhège qǐngkè chīfàn qíshí... jiùshì shéi qǐng shéi,

这个请客吃饭其实... 就是谁请谁，

When inviting people to dinner, who invites who

586

gāi rúhé qǐng, tā yě shì yīnggāi yǒuyīxiē jiǎngjiu de ba?

该如何请，它也是应该有一些讲究的吧？

and how to provide the invitation needs to be done in particular ways, right?

587

Duì, jiùshì yībān rúguǒ shì shuō zài shāngwù chǎnghé dehuà,

6 Cultural Aspects You Must Consider When Doing Business in China

对，就是一般如果是说在商务场合的话，

Yes. Generally, if it's in a business situation,

588

jiùshì yǒu qiú yú duìfāng de nà yī fāng yībān huì qǐngkè.

就是有求于对方的那一方一般会请客。

the person that wants something from the other party will pay.

589

Jiù bǐrú shuō rúguǒ nǐ... gōngyìngshāng hé nǐ de kèhù,

就比如说如果你... 供应商和你的客户

For example, if it's a supplier and a customer,

590

yībān gōngyìngshāng kěnéng huì qǐng kèhù chīfàn.

一般供应商可能会请客户吃饭。

usually the supplier will pay for the dinner.

591

Eileen, nǐ yǒuméiyǒu guò jiùshì zài shāngwù chǎnghé

Eileen, 你有没有过就是在商务场合

Eileen, have you had any experience in inviting someone

592

qǐngkè de zhèyàng yīxiē jīnglì?

请客的这样一些经历？

for a dinner in a business situation?

593

6 Cultural Aspects You Must Consider When Doing Business in China

Tài duō le, yīnwèi wǒ yǐqián shì zuò xiāoshòu ma,

太多了，因为我以前是做销售嘛，

A lot! Since I was a sales person,

594

nà qǐng kèhù chīfàn kěndìng shì bìmiǎn bùliǎo de.

那请客户吃饭肯定是避免不了的。

it was unavoidable to treat customers to a meal.

595

Rúguǒ nǐ qǐngkè chīfàn de cìshù duō le,

如果你请客吃饭的次数多了，

If you treat them to meals more often,

596

nà nǐ gēn zhège kèhù de guānxi jiù jiànlì qǐlai le.

那你跟这个客户的关系就建立起来了。

your "guanxi" with your customer will be established.

597

Suǒyǐ wǒmen yǒu yī gè jiùshì

所以我们有一个就是

So, there is a tactic that

598

kěnéng zuò xiāoshòu de rén dōu zhīdào de nàge tàolù jiào

可能做销售的人都知道的那个套路叫

every sales person might know

6 Cultural Aspects You Must Consider When Doing Business in China

599

wǒ yào qù bài fǎng kè hù, gēn kè hù yuē hǎo le shí jiān,

我要去拜访客户，跟客户约好了时间，

and that is, if we were to visit a customer and try to set up a time to meet,

600

yī bān wǒ men huì yuē zài kuài dào fàn diǎn de shí hòu.

一般我们会约在快到饭点的时候。

we usually make it just before a meal.

601

Yīn wèi nà ge shí hòu nǐ jiù yǒu jiè kǒu le,

因为那个时候你就有借口了，

Because then, we will have an excuse (to invite them for a meal).

602

gāng hǎo shì zhōng wǔ jiù qù chī fàn ba,

刚好是中午就去吃饭吧，

(You could say) "It happens to be noontime, let's go have some lunch."

603

zhè ge rén jiā bù hǎo jù jué.

这个人不好拒绝。

It won't be easy for them to refuse.

604

Dàn shì rú guǒ nǐ qù de shí diǎn zhōng, jiù shì hái méi yǒu dào fàn diǎn,

但是如果你去的十点钟，就是还没有到饭点，

But if you go at 10 (am) and it's not lunchtime yet,

6 Cultural Aspects You Must Consider When Doing Business in China

605

nǐ zǒng bùnéng zài nà děng yī gè xiǎoshí, děngdào duìfāng yào qù chīfàn ba!

你总不能在那等一个小时，等到对方要去吃饭吧！

you can't just wait there for an hour until it's time for them to eat!

606

Yīnwèi wǒ shì nǚhái ma,

因为我是女孩嘛，

Because I am a girl

607

suǒyǐ wǒ kěnéng zhīdào wǒ qù dào kèhù gōngsī de shíhou,

所以我可能知道我去到客户公司的时候，

and if I knew that when I arrived at my customer's company,

608

dào fàn diǎn de shíhou, nà wǒ huì dàishàng yī gè nán tóngshì,

到饭点的时候，那我会带上一个男同事，

it would be mealtime, I would bring a male colleague

609

yīnwèi wǒ dānxīn kěnéng huì yào hējiǔ.

因为我担心可能会要喝酒。

because I worried that I might need to drink.

610

Nà zhèyàngzi, yǒu yī gè nán tóngshì kěyǐ bāngzhù yīxià,

那这样子，有一个男同事可以帮助一下，

6 Cultural Aspects You Must Consider When Doing Business in China

In this way, I would have the guy help me (by drinking).

611

bùrán wǒ yīgèrén hējiǔ hǎoxiàng yě bùtài ānquán.

不然我一个人喝酒好像也不太安全。

Otherwise, it wouldn't be safe for me to drink when I was alone.

612

Duìle, ránhòu shuō dào zhèlǐ wǒ yào wèn nǐ yī gè,

对了，然后说到这里我要问你一个，

By the way, I want to ask you a question.

613

nǐ juéde zài zhèzhǒng shāngwù chǎnghé xià de fànjú,

你觉得在这种商务场合下的饭局，

In your opinion, when having meals in business situations,

614

dàjiā yīnggāi liáo shénme ne? Yào liáo hétong ma?

大家应该聊什么呢？要聊合同吗？

what should we talk about? About the contract?

615

Wǒ juéde bù liáo,

我觉得不聊，

No, I don't think so.

616

jīběnshang zhèzhǒng chǎnghé dōu shì lǎjìn guānxi,

6 Cultural Aspects You Must Consider When Doing Business in China

基本上这种场合都是拉近关系，

Basically, this kind of occasion is to establish a closer "guanxi".

617

hái méiyǒu dào nà yī bù.

还没有到那一步。

It hasn't reached that stage yet.

618

Zhōngguó jiǎngjiu de jiànlì guānxi shì xúnxùjiànjìn de.

中国讲究的建立关系是循序渐进的。

Building "guanxi" in China is a gradual process.

619

Jiùshì xīfāngrén gēn biérén jiànlì guānxi shì xiān

就是西方人跟别人建立关系是先

When Westerners establish relationships with others, they first

620

jiǎshè wǒ shì xìnren nǐ de, nǐ shì zhíde xìnren de,

假设我是信任你的，你是值得信任的，

assume that they can trust you, you are trustworthy.

621

ránhòu zài wǒmen yīqǐ zuò shìqing de guòchéng zhōng,

然后在我们一起做事情的过程中，

Later, in the process

622

6 Cultural Aspects You Must Consider When Doing Business in China

yīdàn zhège guānxi pòliè le,

一旦这个关系破裂了,

(if something happens) to break that relationship,

623

ránhòu wǒ jiù zàiyě bù xiāngxìn nǐ le.

然后我就再也不相信你了。

they will never trust you again.

624

Ránhòu Zhōngguó rén de qíngkuàng shì xiāngfǎn de,

然后中国人的情况是相反的,

But Chinese do things in the opposite way.

625

wǒ shì jiǎshè wǒ xiān bùxìn rěn nǐ de,

我是假设我先不信任你的,

We first assume that we can't trust you.

626

ránhòu wǒ yào màn mǎn de qù xìn rěn nǐ,

然后我要慢慢地去信任你,

Then, we will slowly build trust with you

627

tōngguò chīfàn hējiǔ qù màn mǎn de xìn rěn nǐ,

通过吃饭喝酒去慢慢地信任你,

through the process of eating and drinking.

6 Cultural Aspects You Must Consider When Doing Business in China

628

ránhòu wǒ juéde nǐ zhíde xìnren le,

然后我觉得你值得信任了，

If we think that you can be trusted,

629

wǒ zài kāishǐ gēn nǐ tán hétong, tán hézuò

我再开始跟你谈合同，谈合作

we will then start to talk about the contract and cooperation.

630

Suǒyǐ fànjú tā qíshí shì yī gè jiànlì xìnren de yī gè guòchéng,

所以饭局它其实是一个建立信任的一个过程，

So eating is actually a process for building trust

631

tā bùshìhé tán zhèxiē dōngxì.

它不适合谈这些东西。

and it's not appropriate to talk about (business).

632

Nà tán shénme ne?

那谈什么呢？

So what should we be talking about?

633

Tán de dōngxì yǒu hěnduō ya, bǐrú shuō nǐ zěnmē jiǎnféi ya.

谈的东西有很多呀，比如说你怎么减肥呀。

We can talk about many things, such as how to lose weight.

6 Cultural Aspects You Must Consider When Doing Business in China

634

Nà shì nǚ kèhù | Duì

那是女客户 | 对

That's with a female client. | Right.

635

Bǐrú shuō mǎi chē zěnmē tiāo, mǎifáng zěnmē tiāo a, háizi de jiàoyù a

比如说买车怎么挑，买房怎么挑啊，孩子的教育啊

Also, how to choose a car, a house, or a child's education.

636

Háizi yě néng liáo? | Háizi yě néng liáo, duì

孩子也能聊？ | 孩子也能聊，对

You can talk about kids too? | Yes.

637

Jiùshì kàn nǐ jiàn nàge kèhù tā de xìngqù diǎn shì shénmeyàng de

就是看你见那个客户他的兴趣点是什么样的

It all depends what the customer's interest is.

638

Nǐ shuōdào liáo xìngqù diǎn, wǒmen lǎobǎn yǐqián yě zhèyàng gàosu wǒ,

你说到聊兴趣点，我们老板以前也这样告诉我，

Speaking of customers' interest, my former boss told me that

639

nǐ liǎojiě yīxià nǐ kèhù de bèijǐng, duì ba?

你了解一下你客户的背景，对吧？

6 Cultural Aspects You Must Consider When Doing Business in China

we should get to know our customers' background,

640

Tā shì nǎlǐ rén | Hái yào qǐng zhēntàn ma?

他是哪里人 | 还要请侦探吗?

where they're from, | Are you gonna hire a detective?

641

Tā jiālǐ ... tā yǒuméiyǒu jiéhūn,

他家里... 他有没有结婚,

whether they're married or not,

642

duì, tā jiālǐ yǒuméiyǒu hái zǐ shénmede

对, 他家里有没有孩子什么的

and whether they have kids or not.

643

Nǐ xiān dǎtàn yīxià duìfāng de bèijǐng, xǐhuan de dōngxi,

你先打探一下对方的背景, 喜欢的东西,

You first find out the background of your customers and what they like.

644

nǐ zài zìjǐ sīdǐxia zuò yīxiē yánjiū, zài qù

你再自己私底下做一些研究, 再去

Then, you can do some research privately before you go (eat with them).

645

Suǒyǐ wǒ juéde gēn kèhù chīfàn shì tèbié lèi de shìqing, shāo nǎo

6 Cultural Aspects You Must Consider When Doing Business in China

所以我觉得跟客户吃饭是特别累的事情，烧脑

So I think eating with customers is very tiring and “burns your brain”.

Note: 烧脑 / shāonǎo is an internet phrase that means, when something requires a lot of brainpower, stressing you out, i.e., burns your brain.

646

Chīfàn chī wán le zhīhòu ne, nà shèngxià lái de jiùshì...

吃饭吃完了之后呢，那剩下的就是...

After dinner, what's next... ?

647

Yúlè xiàngmù a

娱乐项目啊

Entertainment!

648

Bù shì, hái yǒu mǎidān a! | Duì

不是，还有买单啊！ | 对

No, we still need to pay! | Right.

649

Wǒ juéde Zhōngguó rén mǎidān zhēn de shì yī mén yìshù aī

我觉得中国人买单真的是一门艺术唉

I think paying the bill in China is really an art

650

huòzhě shì yī gè... | Jiǎng jiǎng

或者是一个... | 讲讲

or a... | Talk about it.

6 Cultural Aspects You Must Consider When Doing Business in China

651

Bǐrú shuō wǒmen dàzhòng dōu zhīdào de qù cèsuǒ mǎidān de zhège

比如说我们大众都知道的去厕所买单的这个

For example, we all know (a tactic) called “going to the toilet to pay”.

652

Whège tàolù wǒ zhīdào, nǐ shuō yíxià ba. | Wǒmen dōu shì zhèyàng de,

这个套路我知道，你说一下吧。| 我们都是这样的

I am aware of this tactic, but you can talk about it. | We do it this way.

653

Jiùshì yībān zài Zhōngguó shì shéi zǔ jú

就是一般在中国是谁组局

Usually in China, whoever organizes the meal,

654

jiùshì shéi jiào dàjiā yìqǐ lái chīfàn de,

就是谁叫大家一起来吃饭的，

gathers everyone for the meal,

655

ránhòu jīběnshàng dōu shì zhège rén huì qǐngkè.

然后基本上都是这个人会请客。

will pay for it.

656

Dāngrán jiù xiàng gāngcái wǒmen shuō de,

当然就像刚才我们说的，

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Of course, as we said before,

657

kàn nǐ zài guānxi zhōng chǔyú shìbùshì yǒu qiú yú duìfāng de nà yīfāng,
看你在关系中处于是不是有求于对方的那一方，
it will depend if you're the one that wants something from the other party.

658

rúguǒ shì nǐ yǒu qiú yú duìfāng,
如果是你有求于对方，
If you are,

659

nà jiù suànshì wǒ jiào nǐ chūlái, nǐ yě děi qǐng wǒ.
那就算是我叫你出来，你也得请我。
even if the other person invited you out, you would have to pay.

660

Nà wǒmen Zhōngguó rén chángcháng zài bǐrú shuō chīfàn de zhōngjiān,
那我们中国人常常在比如说吃饭的中间，
So in the middle of eating, Chinese often

661

bǐrú shuō wǒ qù shàng gè cèsuǒ, ránhòu ná gè qiánbāo,
比如说我去上个厕所，然后拿个钱包，
go to the toilet with a wallet,

662

ránhòu jiù dào qiántái jiù qù bǎ dān mǎi le.

6 Cultural Aspects You Must Consider When Doing Business in China

然后就到前台就去把单买了。

and then go to the front desk to pay the bill.

663

Zhège chīfàn shàng cèsuǒ zhège shì hěn pǔbiàn de xiànxàng.

这个吃饭上厕所这个是很普遍的现象。

Going to the toilet (to pay) while eating is a very common phenomenon.

664

Dāngrán hái yǒu yīxiē gāngà de qíngkuàng, yěxǔ jiùshì dào hòumiàn

当然还有一些尴尬的情况，也许就是到后面

Of course, there might be some embarrassing situations in which at the end,

665

chūxiàn liǎng gè qiǎng zhe mǎidān de nàzhǒng qíngkuàng, duì

出现两个抢着买单的那种情况，对

two people are fighting each other to pay the bill.

666

Wǒ mǎi...

我买...

I will pay for it...

667

Bù gěi wǒ miànzi, ràng wǒ mǎi!

不给我面子，让我买！

You're not giving me face! Let me pay for it!

668

6 Cultural Aspects You Must Consider When Doing Business in China

Shéi mǎidān shéi yǒu miànzǐ, zhè jiùshì | Duì

谁买单谁有面子，这就是 | 对

So, the person that pays the bill will have more face. | Right.

669

Nà chīfàn wǒmen yǐjīng chībǎo le ba, xiàmiàn wǒmen gāi lúndào shénme le ne?

那吃饭我们已经吃饱了吧，下面我们该轮到什么了呢？

Now that we're stuffed from eating, what's next?

670

Xiàmiàn wǒmen jiǎng jiǎng jiǔ bā,

下面我们讲讲酒吧，

Next, let's talk about drinking

671

yīnwèi zài Zhōngguó chīfàn chángcháng shì bànsuí zhe hējiǔ de.

因为在中国吃饭常常是伴随着喝酒的。

because eating in China is often accompanied with drinking.

672

Nà bìxū de!

那必须的！

That's necessary!

673

Wǒ yǒu tīng wǒ de yīxiē xīfāng de xuésheng shuō

我有听我的一些西方的学生说

I have heard some of my Western students say that

6 Cultural Aspects You Must Consider When Doing Business in China

674

bù shì hěn liǎojiě wèishénme Zhōngguó rén xǐhuan hējiǔ. | Hējiǔ, shì ba?

不是很了解为什么中国人喜欢喝酒。| 喝酒，是吧？

they don't understand why Chinese people like to drink, | Drink?

675

Érqiě shì gēn gōngyìngshāng hē de kěyǐ hēzuì.

而且是跟供应商喝得可以喝醉。

and get drunk with their suppliers.

676

Wǒmen de shēngyì dōu shì zài jiǔ zhuō shàng tán de.

我们的生意都是在酒桌上谈的。

Our business is discussed at the drinking table.

677

Bù shì zài nà shàngmiàn tán de,

不是在那上面谈的，

(I misspoke), it's not really discussed while drinking,

678

jiùshì tōngguò jiǔ tán chéng de, duì ba?

就是通过酒谈成的，对吧？

we get business done (by having the experience of) drinking (with someone), right?

679

Yǒu yī gè diàochá hǎoxiàng shì,

有一个调查好像是，

There is a survey that says,

6 Cultural Aspects You Must Consider When Doing Business in China

680

jiùshìshuō Zhōngguó de rénjūn hējiǔ liàng shì quánshìjiè pái zài dì bāshí qī wèi

就是说中国的人均喝酒量是全世界排在第 87 位

China's per capita drinking capacity is ranked 87th in the world.

681

Nà bù gāo a! | Duì, nà bù gāo

那不高啊！ | 对，那不高

That's not high! | Right, not high.

682

Dàn wèntí shì hǎoxiàng Zhōngguó rén xiāohào lièjiǔ de liàng

但问题是好像中国人消耗烈酒的量

But the catch is that Chinese seem to consume

683

shì páiháng dìsān de,

是排行第三的，

the third largest amount of hard liquor.

684

háishi dìèr? Wǒ wàng le!

还是第二？我忘了！

Or is it the second largest? I forgot.

685

Jiùshì hěn gāo hěn gāo de wèizhi.

就是很高很高的位置。

6 Cultural Aspects You Must Consider When Doing Business in China

(Anyway), it's very high.

686

Zhōngguó rén hē lièjiǔ duō,

中国人喝烈酒多，

Chinese drink a lot of hard liquor.

687

jiù xīfāng tāmen kěnéng hē de xiāngduì de dùshù méi nàme gāo,

就西方他们可能喝的相对的度数没那么高，

(But) in the West, the alcohol they drink isn't as strong.

688

jiù hē píjiǔ a hóngjiǔ a zhèxiē, jiù yìsi yīxià

就喝啤酒啊红酒啊这些，就意思一下

Just a bit of beer and wine.

689

wǒmen yě hē píjiǔ a, jiù shāngwù chǎnghé xià

我们也喝啤酒啊，就商务场合下

We also drink beer in business occasions!

690

Dàn shāngwù chǎnghé rénjiā hē shénme máotái a

但商务场合人家喝什么茅台啊

But in business occasions, people drink (hard liquor), like Maotai.

691

píjiǔ yě yǒu, dànshì báijiǔ yě yào.

6 Cultural Aspects You Must Consider When Doing Business in China

啤酒也有，但是白酒也要。

We drink both beer and bai jiu (a hard liquor called "white wine").

692

Duì, wǒ pǔbiàn de zài Zhōngguó zuòshēngyì de xuésheng dōu gěi wǒ fǎnyìng,

对，我普遍的在中国做生意的学生都给我反映，

Most of my students who do business in China have said to me that

693

tāmen hěn bù xíguàn Zhōngguó de báijiǔ.

他们很不习惯中国的白酒。

they can't get used to Chinese bai jiu.

694

Báijiǔ dōu shì sì, wǔ shí dù de

白酒都是四、五十度的

The alcohol content is between forty to fifty percent.

695

Wǔshí duō dù de ya!

五十多度的呀！

More than fifty percent!

696

Jiùshì gāngcái wǒ yǐjīng shuō guò,

就是刚才我已经说过，

As I said just now,

697

6 Cultural Aspects You Must Consider When Doing Business in China

jiùshì Zhōngguó rén zài zhēn de gēn nǐ zuòshēngyì zhīqián

就是中国人在真的跟你做生意之前

before Chinese actually do business with you,

698

yào xiān liǎojiě nǐ zhège rén, nà tōngguò shénme liǎojiě ne?

要先了解你这个人，那通过什么了解呢？

they need to get to know you first. So how do they do that?

699

Hējiǔ, yīnwèi jiǔhòutǔzhēnyán. | Duì

喝酒，因为酒后吐真言。| 对

(They do it) through drinking because after drinking, people speak the truth. | Right.

700

Wǒmen hē dào wēixūn de shíhou, ránhòu nǐ jiù huì fàngsōng

我们喝到微醺的时候，然后你就会放松

When we get a little tipsy and feel relaxed,

701

ránhòu jiù kěyǐ hùxiāng dǎtàn yǐnsī, hùxiāng dǎtàn dǐxiàn,

然后就可以互相打探隐私，互相打探底线，

we can start inquiring into each other's privacy and bottom lines.

702

ránhòu jiùshì cóng zuì zhēnshí de yī miàn qù liǎojiě yī gè rén

然后就是从最真实的一面去了解一个人

We try to understand the real side of a person

6 Cultural Aspects You Must Consider When Doing Business in China

703

shìbùshì zhíde nǐ gèng jìn de yī bù qù jiànli zhège guānxi.

是不是值得你更近的一步去建立这个关系。

and see if it's worthwhile to further establish this "guanxi".

704

Zài jiǔ zhuō shàng yǒuméiyǒu shénme dàjiā bìxū zhīdào de lǐjié ne?

在酒桌上有没有什么大家必须知道的礼节呢？

Is there any etiquette we must know when drinking?

705

Cóng dào jiǔ kāishǐ ba!

从倒酒开始吧！

Let's start with pouring!

706

Zhège shéi gěi shéi dào yě shì yǒu jiǎngjiu de, duì ba? | Duì

这个谁给谁倒也是有讲究的，对吧？ | 对

Who should pour for who, also has particular rules to follow, right? | Yes.

707

Yībān shàngjí hé xiàjí zhījiān shì xiàjí gěi shàngjí dào,

一般上级和下级之间是下级给上级倒，

Generally, the subordinate will do it for to the superior.

708

jiùshì shǔyú lǎo yòu zhījiān shì niánqīng de gěi niánzhǎng de dào, duì

就是属于老幼之间是年轻的给年长的倒，对

And if it's between the old and the young, the young will pour it for the old.

6 Cultural Aspects You Must Consider When Doing Business in China

709

Jìngjiǔ yě shì wǒmen de yī gè hěndà de yī gè wénhuà, duì ba?

敬酒也是我们的一个很大的一个文化，对吧？

Toasting is also a big part of our culture, you know?

710

Yě shì yībān dōu shì niánqīng de jìng niánzhǎng de,

也是一般都是年轻的敬年长的，

Generally, young people need to toast the older ones

711

ránhòu yuángōng jìng lǎobǎn.

然后员工敬老板。

and the employees toast their boss.

712

Dāngrán yǒude lǎobǎn wèi le,

当然有的老板为了，

Of course, some bosses,

713

bǐrú shuō wǒ gǎnxiè wǒ de yuángōng yě huì qù jìngjiǔ

比如说我感谢我的员工也会去敬酒

for example, when they want to thank their employees, will toast them.

714

Gānbēi de shíhòu yībān dōu shì yào,

干杯的时候一般都是要，

6 Cultural Aspects You Must Consider When Doing Business in China

When toasting,

715

jìng de nà yī fāng huì chángshì zhe

敬的那一方会尝试着

the person who is proposing it will try

716

ràng bēizi chǔyú duìfāng de xiàmiàn yīdiǎn.

让杯子处于对方的下面一点。

to lower the glass below the other person's glass.

717

Gānggang yǒu jiǎng dào zhège dào jiǔ a,

刚刚有讲到这个倒酒啊，

We just talked about pouring alcohol,

718

zài wǒ zuò xiāoshòu zhīqián, wǒ bùmíngbái zhège

在我做销售之前，我不明白这个

there was something that I didn't understand before I became a sales person

719

jiùshì zài wǒ dìyīcì kàn de shíhou, wǒ juéde hěn qíguài,

就是在我第一次看的时候，我觉得很奇怪，

and when I first saw it, I thought it was very strange.

720

wǒ kàndào dàjiā dōu yòng zhèzhǒng fāngshì, wǒ shuō zhè shì zài gànma?

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我看到大家都用这种方式，我说这是在干嘛？

I saw that everyone was doing this and I wondered, why?

721

Hòumiàn wǒ cái míngbai, yuánlái shì biǎoshì gǎnxiè.

后面我才明白，原来是表示感谢。

Later, I realized that it was a way of saying "thank you".

722

Duì, zhège qíshí háishi yǒu yī gè diǎngù de | Gùshi, shì ba?

对，这个其实还是有一个典故的 | 故事，是吧？

Yes, there is actually a background to this. | A story?

723

Duì, jiùshì yǒu yī gè gùshi de

对，就是有一个故事的

Yes, there is a story.

724

Zhège qíshí shì zá de qīngcháo de Qiánlóng huángdì fā míng de zhège.

这个其实是咱的清朝的乾隆皇帝发明的这个。

It was actually invented by Emperor Qianlong of the Qing Dynasty.

725

Qiánlóng huángdì tā hěn xǐhuan wēifú sīfǎng.

乾隆皇帝他很喜欢微服私访。

Qianlong liked to travel around the country incognito.

726

6 Cultural Aspects You Must Consider When Doing Business in China

Suǒyǐ tā yǒuyīcì ne jiù dài zhe tā de jǐge dàchén,

所以他有一次呢就带着他的几个大臣，

So once, he took several of his ministers

727

jǐge púrén ma chūqù wán.

几个仆人嘛出去玩。

and servants to travel.

728

Ránhòu zài wàimiàn yīnwèi tā shì tōutōu de chūqù,

然后在外面因为他是偷偷地出去，

Since he was traveling with his identity concealed,

729

suǒyǐ tā shì bù ràng dàjiā zhīdào tā shì huángdì,

所以他是不让大家知道他是皇帝，

he did not want everyone to know that he was the emperor

730

yīnwèi tā yào kàndào quánguó zhēnshí de qíngkuàng.

因为他要看到全国真实的情况。

because he wanted to see the real situation in the country.

731

Nà dàjiā zuò zài yīqǐ chīfàn de shíhou,

那大家坐在一起吃饭的时候，

(Once), they were sitting together to eat,

6 Cultural Aspects You Must Consider When Doing Business in China

732

nà yǒuyīcì ne Qiánlóng huángdì

那有一次呢乾隆皇帝

and Qianlong

733

tā jiù gěi tā de sì gè gēnsuí tā de rén dào le chá,

他就给他的四个跟随他的人倒了茶，

poured tea for his four followers.

734

ránhòu huángdì gěi nǐ dào chá,

然后皇帝给你倒茶，

If the emperor poured them tea,

735

nǐ zǒngděi biǎoshì gǎnxiè ba!

你总得表示感谢吧！

they had to express gratitude (in some way), right?

736

Dànshì nǐ zhīdào yǐqián nǐ yào gǎnxiè huángdì,

但是你知道以前你要感谢皇帝，

But you know that in the past, if you wanted to thank the emperor,

737

nǐ děi liǎng gè xīgài gěi guì dào dìshang, duì ba?

你得两个膝盖给跪到地上，对吧？

you had to kneel down, you know?

6 Cultural Aspects You Must Consider When Doing Business in China

738

Xiè zhǔ lóng ēn

谢主隆恩

Thank you for your great mercy, my dear lord !

Note: This was the phrase people needed to say when thanking the emperor.

739

Ránhòu bài xiàqù, pā zài dìshàng qū bài

然后拜下去，趴在地上去拜

Then, they had to get down on the ground and bow to him.

740

Dànshì zài wàimiàn nǐ wèile bù ràng dàjiā zhīdào nǐ shì huángdì,

但是在外面的你为了不让大家知道你是皇帝，

But they were outside, in order to prevent anyone knowing that he was the emperor,

741

nà nàxiē rén jiù yòng wǒmen de zhège liǎng gè shǒuzhǐ dàibiǎo wǒmen de xīgài,

那那些人就用我们的这个两个手指代表我们的膝盖，

these people just used their two fingers to represent their knees

742

ránhòu jiù zhèyàng zài zhuōzi shàng kòu, | O, Zhè shì dàibiǎo xīgài a!

然后就这样在桌子上扣，| 哦，这是代表膝盖啊！

and tap them on the table, | Ah, they represent knees!

743

jiùshì zhèyàng guìxia qū jiù wǎng xià kòu, ránhòu jiù bài ma,

6 Cultural Aspects You Must Consider When Doing Business in China

就是这样跪下去就往下扣，然后就拜嘛，

like this, kowtowing,

744

jiù xiāngdāngyú nàge tóu wǎng xià bài de zhège zīshì. | Míngbai le

就相当于那个头往下拜的这个姿势。| 明白了

which represented the posture of bowing down. | I see.

745

Jiù zhídàoxiànzài wǒmen yīzhí yányòng zhège

就直到现在我们一直沿用这个

So up to now, we've been doing this

746

zài nàge fànzuō huòzhě jiǔ zhuō shàng biǎoshì gǎnxiè.

在那个饭桌或者酒桌上表示感谢。

to express gratitude when eating or drinking.

747

Ránhòu ne wǒmen hái yǒu yī gè quànjiǔ wénhuà.

然后呢我们还有一个劝酒文化。

We also have a culture of persuading people to drink.

748

Wǒ juéde wǒ shì bèi yuānwang de. | Wèishénme?

我觉得我是被冤枉的。| 为什么？

I think I was wronged by people. | Why?

749

6 Cultural Aspects You Must Consider When Doing Business in China

Yīnwèi... wǒ gěi nǐ kàn yīxià zhège dōngxi

因为... 我给你看一下这个东西

Because... Let me show you something!

750

Zhè shì shénme? Jiǔwō a, zěnméi le?

这是什么？酒窝啊，怎么了？

What is this? Dimples! What's wrong with that?

751

Nǐmen méiyǒu zhège xísú ma?

你们没有这个习俗吗？

Don't you guys have this custom?

752

Wǒ bùzhīdào nǐ shuō de shì shénme.

我不知道你说的是什么。

I don't know what you're talking about.

753

Tāmen rènwéi yǒu jiǔwō de rén hējiǔ jiù hěn lìhai.

他们认为有酒窝的人喝酒就很厉害。

They think that people with dimples are very good at drinking.

754

Nà wǒ yě yǒu a!

那我也有啊！

I have (one) too!

6 Cultural Aspects You Must Consider When Doing Business in China

755

Nà wǒ bùzhīdào nǐ yǒuméiyǒu zhèyàng de zāoyù

那我不知道你有没有这样的遭遇

I don't know if you've ever been in this situation.

756

Wǒmen nàr méiyǒu zhège shuōfǎ. | Zhēn de ma?

我们那儿没有这个说法。| 真的吗？

We (in Jiangxi) don't have that saying. | Really?

757

Jiùshì wǒ zhège gěi wǒ rě lái le bùshǎo máfan,

就是我这个给我惹来了不少麻烦，

This has caused me a lot of trouble.

758

jiùshì tāmen huì shuō yǒu jiǔwō de rén hējiǔ jiù tèbié lìhai,

就是他们会说有酒窝的人喝酒就特别厉害，

They will say that people with dimples are really good at drinking

759

wǒ hěn qiángdiào wǒ bùhuì hējiǔ, méiyǒurén huì xiāngxìn.

我很强调我不会喝酒，没有人会相信。

and when I emphasize that I can't drink, no one believes it.

760

Jiù shuō nǐ néng hē de, nǐ yīdìng néng hē de! Lái, mǎn shàng!

就说你能喝的，你一定能喝的！来，满上！

They will say: "You definitely can drink! Come on, fill up the glass!"

6 Cultural Aspects You Must Consider When Doing Business in China

761

Wǒ shuō wǒ bùnéng hē le,

我说我不能喝了，

When I say that I can't drink any more,

762

nǐ huì rènwéi wǒ bùhǎoyìsi hē huòzhě shì qiānxū.

你会认为我不好意思喝或者是谦虚。

they will think that I am just being shy or modest.

763

Duì, huì shuō duō hē yīdiǎn, wǒ zhīdào nǐ néng hē de!

对，会说多喝一点，我知道你能喝的！

They will say: "Drink a little more, I know you can drink!"

764

Lái, zài hē!

来，再喝！

Here, drink some more!"

765

Zánliǎ shénme gǎnqíng shēn yīkǒu mēn, gǎnqíng qiǎn tiǎn yī tiǎn.

咱俩什么感情深一口闷，感情浅舔一舔。

"If our relationship is deep, we drink it all and if it's not, we just lick it a little."

Note: This line is used to pushing people to drink.

766

Nǐ bù hē rénjiā kěnéng hái huì shuō

6 Cultural Aspects You Must Consider When Doing Business in China

你不喝人家可能还会说

If you don't drink, they may say that

767

nǐ shì pà wǒ mǎibuqǐ jiǔ gěi nǐ hē ma? Shì ba?

你是怕我买不起酒给你喝吗？是吧？

you worry that they can't afford to buy you a drink, you know?

768

Nǐ kànbuqǐ wǒ!

你看不起我！

You look down on me!

769

Suǒyǐ nǐ bù hē gòu

所以你不喝够

So if you don't drink enough,

770

hǎoxiàng duìfāng huì juéde nǐ bù gěi tā miànzi,

好像对方会觉得你不给他面子，

it seems that the other party will feel that you don't give them face.

771

Bǐrú shuō rúguǒ nǐ shì yī gè bǐjiào zhòngyào de rén,

比如说如果你是一个比较重要的人，

If you are an important person,

772

6 Cultural Aspects You Must Consider When Doing Business in China

bǐrú shuō bùmén língdǎo huòzhě shì lǎobǎn, nà nǐ jiùyào xiǎoxīn le.

比如说部门领导或者是老板，那你就要小心了。

for example, a department leader or a boss, then you have to be careful.

773

Yīnwèi zài yīxiē bǐjiào dàzhòng de chǎnghé,

因为在一些比较大众的场合，

Because in public occasions,

774

bǐrú shuō gōngsī niánhuì shénme shàng,

比如说公司年会什么上，

such as the annual gathering of the company's members,

775

kěnéng nǐ de měiyī gè yuángōng dōu huì yī gè yī gè de lái jìng.

可能你的每一个员工都会一个一个的来敬。

maybe every one of your employees will come to propose a toast to you.

776

Yīnwèi měiyī cì wǒmen shuō gǎnqíng shēn yīkǒu mēn,

因为每一次我们说感情深一口闷，

We say that if we have a deep relationship, we'll drink it all in one try.

777

nǐ wèile biǎoshì gǎnqíng,

你为了表示感情，

So, in order to show our deep relationship,

6 Cultural Aspects You Must Consider When Doing Business in China

778

jiùshì měiyī gè yuángōng lái jìng nǐ de shíhòu,

就是每一个员工来敬你的时候，

when every employee comes to toast you,

779

nǐ dōu yào yīkǒu mēn,

你都要一口闷，

you will have to drink your shot in one gulp,

780

jiùshì bǎ tā hēguāng, duì

就是把它喝光，对

just drink it all up.

781

Nà rúguǒ shì bǐ nǐ de jíbié gāo de rén huòzhě shì kèhù jìng nǐ jiǔ,

那如果是比你的级别高的人或者是客户敬你酒，

If it's someone at a higher position than you or a client toasting you,

782

nà nǐ shì bìxū dēi hē de, duì ba? | Duì

那你是必须得喝的，对吧？ | 对

you'll have to drink it, right? | Right.

783

Bùyòng quàn le dōu

不用劝了都

You won't even need to be persuaded.

6 Cultural Aspects You Must Consider When Doing Business in China

784

Duì, zhè dōu bù yòng quàn

对，这都不用劝

Right.

785

Érqiě nǐ wèile biǎoshì qiānxū, yībān shì zhèyàng de,

而且你为了表示谦虚，一般是这样的，

Also, in order for you to show modesty,

786

bǐrú shuō bǐ nǐ jíbié gāo de,

比如说比你级别高的，

for example, to someone higher than you

787

huòzhě nǐ wèile biǎoshì duì tā de zūnjìng.

或者你为了表示对他的尊敬。

or someone that you want to show respect to,

788

Nǐ dào kěyǐ shuō, wǒ hē wán nǐ suíyì.

你倒可以说，我喝完你随意。

you can say: "I will drink it all, and you are free not to."

789

Wǒ hē wán shì wèile biǎoshì wǒ duì nǐ de zūnjìng,

我喝完是为了表示我对你的尊敬，

6 Cultural Aspects You Must Consider When Doing Business in China

By drinking it up, I show you my respect.

790

dàn nǐ suíyì, wǒ bù gěi nǐ zēngjiā yālì,

但你随意，我不给你增加压力，

And letting you decide (how much to drink), I am not pressuring you

791

wèile biǎoshì wǒ duì nǐ de zūnjìng.

为了表示我对你的尊敬。

(and again), showing my respect to you.

792

Dìliù gè wǒ juéde jiǎng yīxià shíjiān guānniàn ba

第六个我觉得讲一下时间观念吧

The sixth aspect we will talk about is the concept of time.

793

Wǒ shǒuxiān jiǎng yīxià zhège guānyú zhǔnshí zhège de gàiniàn, duì

我首先讲一下这个关于准时这个的概念，对

Let me first talk about the concept of punctuality.

794

Xīfāngrén dàbùfen jiǎng de zhǔnshí shì yī gè shíjiān diǎn,

西方人大部分讲的准时是一个时间点，

Most Westerners talk about punctuality as a point in time.

795

ránhòu Zhōngguó rén shuō de zhǔnshí shì yī gè shíjiān qūyù, fànwéi, duì

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然后中国人说的准时是一个时间区域，范围，对

But to Chinese, being punctual means a range of time.

796

Nà bǐrú shuō rúguǒ wǒmen quèdìng le liǎng diǎnzhōng jiànmiàn,

那比如说如果我们确定了两点钟见面，

For example, if we decide to meet at two o'clock,

797

yǒude Zhōngguó rén kěnéng yī diǎn bàn jiù dào le huòzhě yī diǎn sìshí jiù dào le,

有的中国人可能一点半就到了或者一点四十就到了，

some Chinese may arrive at 1:30 or 1:40.

798

yě yǒukěnéng liǎng diǎn èrshí dào, liǎng diǎn bàn dào

也有可能两点二十到，两点半到

It's also possible for them to arrive at 2:20 or 2:30.

799

Zài Zhōngguó rén de gàiniàn lǐmiàn, zhè dōu jiào zhǔnshí.

在中国人的概念里面，这都叫准时。

In the Chinese way of thinking, all these would be considered being punctual.

800

Wǒ yě bùnéng shuō suǒyǒu de xīfāngguójiā huòzhě wàiguó,

我也不能说所有的西方国家或者外国，

I can't speak for all Western or foreign countries,

801

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dànshì zài yīxiē guójiā, bǐrú shuō Déguó a

但是在一些国家，比如说德国啊

but in some, such as Germany

802

huòzhě qíshí yàzhōu yǒuxiē guójiā, bǐrú shuō Rìběn,

或者其实亚洲有些国家，比如说日本，

or some Asian countries, for example, Japan,

803

wǒ juéde dōu shì hěn zhǔnshí de.

我觉得都是很准时的。

I think people there are very punctual.

804

Jiùshì shuō liǎng diǎn zhēn de jiù kěyǐ liǎng diǎn,

就是说两点真的就可以两点，

When they say that they will be there at 2 o'clock,

805

tā zhe nàge diǎn chūxiàn.

踏着那个点出现。

they will appear right on time.

806

Qíshí zhège wǒ bànbudào, wǒ yībān huì tíqián.

其实这个我办不到，我一般会提前。

Actually, I can't be this (punctual) and so, I will usually arrive ahead of time.

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807

Wǒ juéde duìyú tāmen láishuō zhǔn diǎn dào shì yīzhǒng lǐmào ba. | Dui

我觉得对于他们来说准点到是一种礼貌吧。| 对

I think to them, being right on time is being polite. | Right.

808

Dànshì Zhōngguó rén huì juéde rúguǒ nǐ zǎo dào dehuà,

但是中国人会觉得如果你早到的话，

But Chinese will feel that if you arrive early,

809

yīng gāi huì shì lǐmào, duì

应该会是礼貌，对

it's considered being polite.

810

Huì juéde nǐ, wā! Nǐ hǎo zàihu wǒ hǎo zhòngshì wǒ | Dui

会觉得你，哇！你好在乎我好重视我 | 对

They will feel that you care about them very much. | Right.

811

Wǒ jiù tīng guò yī gè lìzi, jiùshì yī gè liúxuéshēng zài Déguó,

我就听过一个例子，就是一个留学生在德国，

I've heard a story about a (Chinese) student studying in Germany.

812

ránhòu tā yuē le fángdōng tài tai,

然后他约了房东太太，

He made an appointment with his landlady

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813

ránhòu qù jiāo fángzū huòzhě shì qù bài fǎng tā.

然后去交房租或者是去拜访她。

to either pay the rent or for a visit. (She was not sure.)

814

Ránhòu jiù tí qián le shí fēn zhōng dào,

然后就提前了十分钟到，

But he arrived ten minutes earlier

815

ránhòu nà ge Déguó rén fēi cháng fēi cháng shēng qì,

然后那个德国人非常非常生气，

and the German was very angry.

816

yīn wèi nǐ dǎ rǎo le rén jiā,

因为你打扰了人家，

(By appearing earlier), he disturbed her

817

kě néng shí fēn zhōng bié rén hái méi yǒu zhǔn bèi hǎo.

可能十分钟别人还没有准备好。

because maybe she was not ready yet.

818

Dàn shì kě néng zài wǒ men kàn lái,

但是可能在我们看来，

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However, in our view,

819

zhè zài hěnduō Zhōngguó rén de jiàoyù lǐmiàn wǒmen shì bèi biǎoyáng de,

这在很多中国人的教育里面我们是被表扬的，

we were taught that it would be praiseworthy (if you arrive early)

820

yīnwèi nǐ tíqián dào le nǐ duì biéren biǎoshì le zūnjìng.

因为你提前到了你对别人表示了尊敬。

because you're showing the other person respect.

821

Ránhòu hái yǒu yī gè ne jiùshì zài Zhōngguó de gōngsī shì

然后还有一个呢就是在中国的公司是

Another thing is that in Chinese companies,

822

wǒmen yǒu shuìwǔjiào de xíguàn.

我们有睡午觉的习惯。

people have the habit of taking a nap (after lunch).

823

Zhōngguó de gōngsī kěnéng zhōngwǔ dōu huì yǒu xiūxi liǎng xiǎoshí,

中国的公司可能中午都会有休息两小时，

Chinese companies may have a two-hour break at noon.

824

duì, wǒ juéde zuìshǎo yǒu yī gè bànxiǎoshí.

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对，我觉得最少有一个半小时。

I think there is at least an hour and a half.

825

Wǒmen dōu huì yǒu yī gè xíguàn jiùshì

我们都会有一个习惯就是

We all have a habit of

826

chī guò wǔfàn yǐhòu ránhòu zài xiūxi yīxià.

吃过午饭以后然后再休息一下。

taking a nap after lunch.

827

Wǒ qíshí zài xuéxiào gōngzuò yǐqián

我其实在学校工作以前

(As you know), before I worked in a school,

828

hái qù guò liǎng gè gōngsī ma,

还去过两个公司嘛，

I was working in two other companies,

829

yī gè wàiqǐ, yī gè Zhōngguó qǐyè.

一个外企，一个中国企业。

a foreign-owned and a Chinese one.

830

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Zài nàge wàiqǐ qíshí wǒmen zhōngwǔ yě zhǐyǒu yī gè xiǎoshí de shíjiān,

在那个外企其实我们中午也只有一个小时的时间，

In the foreign-owned company, we only had an hour at noon

831

jiù wǒmen zuìduō pā yīxià.

就我们最多趴一下。

and we could only nap just a bit.

832

Ránhòu zài Zhōngguó de nàge gōngsī wǒ juéde tèbié gǎoxiào,

然后在中国的那个公司我觉得特别搞笑，

In the Chinese one, it was really funny.

833

yīnwèi wǒmen měiyī tiān zhōngwǔ shì chī le fàn yǐhòu, ránhòu shuìjiào,

因为我们每一天中午是吃了饭以后，然后睡觉，

Every noon after lunch, we would go to sleep.

834

shuìjiào qǐlái nǐ zhīdào dìyī jiàn shì gànshénme ma?

睡觉起来你知道第一件事干什么吗？

Do you know what's the first thing we did after waking up?

835

Gànshénme? | Tiàowǔ!

干什么？ | 跳舞！

What? | Dancing!

6 Cultural Aspects You Must Consider When Doing Business in China

836

Wèishénme? Nǐ shì shuō xuéxiào ma? | Bù shì, gōngsī

为什么？你是说学校吗？| 不是，公司

Why? Are you talking about the school? | (No,) the company.

837

Wèishénme yào tiàowǔ?

为什么要跳舞？

Why dancing?

838

Gōngsī zǒngbù yī bǎi duō hào rén jíǐ tiàowǔ.

公司总部一百多号人集体跳舞。

More than 100 people at the company headquarters were dancing together.

839

Zhège wǒ yǒu jiànguò, jiùshì lǐfàdiàn nàzhǒng shìbùshì?

这个我有见过，就是理发店那种是不是？

I've seen this before. It's like the kind (in front of the) barbershops, right?

840

Zhège bù shì lǐfàdiàn, jiùshì quán shì wénzhí gōngzuò de.

这个不是理发店，就是全是文职工作的。

It wasn't a barbershop, we were all office workers.

841

Duì, dàn wǔdǎo gēn lǐfàdiàn shì chàbùduō de.

对，但舞蹈跟理发店是差不多的。

But the dancing style was similar to the ones in barbershops.

6 Cultural Aspects You Must Consider When Doing Business in China

842

Háiyǒu cāntīng tāmen yě shì yǒu...

还有餐厅他们也是有...

Restaurant (staff) do that too.

843

jiùshì nàzhǒng yīduī rén dōu pǎo dào wàimiàn qù,

就是那种一堆人都跑到外面去，

A bunch of people will go outside

844

ránhòu hǎo, shuìxǐng le, lái tiào gè wǔ

然后好，睡醒了，来跳个舞

and start dancing after waking up from (the nap)

845

huòzhě zǎoshang de shíhou tiào gè wǔ, shì ba?

或者早上的时候跳个舞，是吧？

or in the morning, right?

846

Duì, zhège zhēn de shì mǒu yīxiē hángyè de yīxiē wénhuà.

对，这个真的是某一些行业的一些文化。

Yes, this is really the culture of some industries.

847

Wǒmen dāngshí tiào de shì nàge Xú Huáiyù de xiàngqián chōng.

我们当时跳的是那个徐怀钰的向前冲。

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At that time, we danced with the song, "Rush Forward" by Xu Huaiyu.

848

Suǒyǐ nǐ xiǎng měitiān shuìwǔjiào qǐlai,

所以你想每天睡午觉起来，

So think about it, when you wake up from a nap,

849

ránhòu nǐ tiào yī gè xiàngqián chōng,

然后你跳一个向前冲，

and you do this "Rush Forward" dance,

850

ránhòu fēicháng yǒu jīngshen le, duì

然后非常有精神了，对

you will become very energized.

851

Zhège gēn shíjiān guānniàn méiyǒu shénme guānxi,

这个跟时间观念没有什么关系，

This has nothing to do with the concept of time.

852

dànshì juéde shì yī gè kěnéng wàiguórén lǐjiě bùliǎo de yī gè fāngmiàn. | Duì

但是觉得是一个可能外国人理解不了的一个方面。| 对

But I think it's an aspect that foreigners may not understand. | Yes.

853

Hǎo, nà yǐshàng jiùshì wǒmen jīntiān yào gēn dàjiā fēnxiǎng de,

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好，那以上就是我们今天要跟大家分享的，

Okay, that's the

854

liù gè zhǔyào de zài shāngwù chǎnghé xià

六个主要的在商务场合下

six major cultural aspects and etiquette

855

xūyào zhùyì de wénhuà háiyǒu shèjiāolǐyí.

需要注意的文化还有社交礼仪。

that needs to be paid attention to, in (Chinese) business situations!

856

Rúguǒ nǐmen yǒu shénme gǎnxiǎng huò xūyào bǔchōng de,

如果你们有什么感想或需要补充的，

If you have any opinion or anything to add,

857

kěyǐ zài xiàmian liúyán gēn wǒmen tāolùn.

可以在下面留言跟我们讨论。

leave a comment below!

858

Nà jīntiān fēichánggǎnxiè Becky láidào wǒmen de jiémù dāngzhōng

那今天非常感谢 Becky 来到我们的节目当中

Thank you very much, Becky, for coming to our show today

859

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gēn dàjiā fēnxiǎng le zhème duō yǒuyòng de shāngwù zhīshi diǎn háiyǒu wénhuà.

跟大家分享了这么多有用的商务知识点还有文化。

and sharing so many useful business knowledge and culture with us!

860

Nà zài wǒmen gēn dàjiā shuō zàijiàn zhīqián,

那在我们跟大家说再见之前，

So before we say goodbye to everyone,

861

Becky lǎoshī hái yǒuméiyǒu shénme xiǎng shuō de ne?

Becky 老师还有没有什么想说的呢？

is there anything else that you would like to say, Becky?

862

Hěn gāoxìng lái gěi dàjiā zuò zhège fēnxiǎng!

很高兴来给大家做这个分享！

I am very happy to share these with you!

863

Hǎoxiàng wǒ xiǎng shuō de jiù zhème duō le.

好像我想说的就这么多了。

It seems that's all I want to say.

864

Xīwàng dàjiā nénggòu zài Zhōngguó zhǎodào gèngduō de jīhuì!

希望大家能够在中国找到更多的机会！

I hope you can find more opportunities in China.

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865

Gōngxǐfācái!

恭喜发财!

May you make a lot of money!

866

Hǎo, wǒmen jiù xiàcì zàijiàn le.

好，我们就下次再见了。

Okay, see you next time!