

# Taiwanese Guy Talks About Starting a Language School in Thailand

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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

Zhè cì fǎngtán de jiābīn shì yī wèi

这次访谈的嘉宾是一位

Today's guest

3

zài Tàiguó chuàngbàn le yī jiā yǔyán xuéxiào de Táiwān péngyou.

在泰国创办了一家语言学校的台湾朋友。

is from Taiwan and he established a language school in Thailand.

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Tā jiāng yǔ wǒmen fēnxiǎng tā zài yìguó tāxiāng de chuàngyè zhī lù

他将与我们分享他在异国他乡的创业之路

He will share with us his journey of starting a business in a foreign country

5

yǐjī yīnwèi wénhuà chāyì ér miànlín de gèzhǒng tiǎozhàn.

以及因为文化差异而面临的各种挑战。

and the various challenges he faced due to cultural differences.

6

Xiàmiàn wǒmen jiù yǒuqǐng tā lái gēn dàjiā dǎ gè zhāohu.

下面我们就有请他来跟大家打个招呼。

Now let's have him say "Hello" to everyone.

7

Dàjiā hǎo, wǒ shì Allen.

大家好，我是 Allen。

Hello everyone, I'm Allen.

8

Wǒ shì ALA yǔyán xuéxiào de fùzérén, wǒ láizì Táiwān.

我是 ALA 语言学校的负责人，我来自台湾。

I'm the principal of ALA Language School and I'm from Taiwan.

9

Zhège xuéxiào shì zài Tàiguó Màngǔ, duì ba? | Duì

这个学校是在泰国曼谷，对吧？ | 对

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This school is located in Bangkok, Thailand, right? | Right.

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Nǐ lái Tàiguó yǒu duōjiǔ le?

你来泰国有多久了？

How long have you been in Thailand?

11

Wǒ jīnnián shì dì bā nián.

我今年是第八年。

This is my eighth year.

12

Zěnmé huì lái dào Tàiguó ne?

怎么会来到泰国呢？

Why did you come to Thailand?

13

Gāng kāishǐ wǒ hé péngyou lái Tàiguó zìzhù lǚxíng,

刚开始我和朋友来泰国自助旅行，

At first, I came to Thailand for a trip with my friends.

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ránhòu qù le Màngǔ, Wúgēkū, ránhòu Qīngmài,

然后去了曼谷、吴哥窟，然后清迈，

We visited Bangkok, Angkor Wat (in Cambodia), and Chiang Mai.

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zuìhòu qù kǎo le yī zhāng qiánshuǐ zhèngzhào, ránhòu jiù àishàng Tàiguó.

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最后去考了一张潜水证照，然后就爱上泰国。

In the end, I got a scuba diving license and fell in love with Thailand.

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Āi, nǐ zěnmē huì kǎo qiánshuǐ zhèng?

欸，你怎么会考潜水证？

Why did you want to get a scuba diving license?

17

Yīnwèi nàshíhòu hé péngyou zài Táiwān,

因为那时候和朋友在台湾，

Because back when I was in Taiwan,

18

wǒmen hěn xǐhuan qù hǎibiān wán,

我们很喜欢去海边玩，

me and my friends really enjoyed going to the beach

19

ránhòu xiǎng shuō lái Tàiguó shùnbìan kǎo yī zhāng qiánshuǐ zhèngzhào.

然后想说来泰国顺便考一张潜水证照。

and I thought of getting a diving license since we were in Thailand.

20

Kěyǐ gōngzuò de ma?

可以工作的吗？

Can you use it for work?

21

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Bùkěyǐ, kěshì nín qù shìjiè gèdì de qiánshuǐ de dìfang kěyǐ zhíjiē qiánshuǐ,

不可以，可是您去世界各地的潜水的地方可以直接潜水，

No, but if you go to scuba diving spots around the world, you can dive

22

bù xūyào jiàoliàn dài zhe

不需要教练带着

without a coach leading you.

23

Nà yī gè yuè zhīhòu jiù jìhuà liú xiàlai? | Duì

那一个月之后就计划留下来？ | 对

So you planned to stay here after that one month? | Yes.

24

Yīnwèi nàshíhou hái zài Táiwān dú dàxué,

因为那时候还在台湾读大学，

At that time, I was still studying in Taiwan,

25

suǒyǐ wǒ juéding ránhòu gēn jiārén shuō

所以我决定然后跟家人说

so I decided to tell my family

26

nà wǒ lái Tàiguó dú dàxué hǎo le.

那我来泰国读大学好了。

that I wanted to go to university in Thailand.

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Tāmen shénme fǎnyìng?

他们什么反应？

What was their reaction?

28

Wǒ jiā rén hěn fǎnduì, hěn bù xīwàng wǒ lái Tàiguó niànshū,

我家人很反对，很不希望我来泰国念书，

My family was very opposed to the idea of me studying in Thailand.

29

ránhòu tāmen juéde niànshū jiù yīnggāi qù ōuzhōu, qù Měiguó,

然后他们觉得念书就应该去欧洲、去美国，

They believed that I should study in Europe, the United States,

30

bùrán jiùshì qù Xīnjiāpō, Rìběn děngděng.

不然就是去新加坡、日本等等。

Singapore, Japan, etc.

31

Dāngshí fùmǔ shuō fǎnduì de shíhou,

当时父母说反对的时候，

When your parents expressed their opposition,

32

nǐ méiyǒu shuō nà jiù suànle ba, jìrán nàme fǎnduì?

你没有说那就算了吧，既然那么反对？

didn't you give up on the idea?

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Méiyǒu, wǒ gēn tāmen kàngzhàn le dàgài yǒu bàn nián zuǒyòu.

没有，我跟他们抗战了大概有半年左右。

No, I fought with them for about half a year.

34

Wa, juéshí ma?

哇，绝食吗？

Wow, did you go on a hunger strike?

35

Jiù bù tài shuōhuà, ránhòu zuìhòu jiāren jiù tóngyì wǒ guòlái, zhèyàngzi

就不太说话，然后最后家人就同意我过来，这样子

I just didn't talk to them much and in the end, they agreed.

36

Wǒ jiù zài wǎngluò shàng zhǎo zīxùn.

我就在网络上找资讯。

I then started to do research online (about Thai schools).

37

Tàiguó de dàxué, yóuqíshì sīlì dàxué

泰国的大学，尤其是私立大学

The tuition fees of universities in Thailand, especially private ones,

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gēn Táiwān de xuéfèi shì yīmúyīyàng de,

跟台湾的学费是一模一样的，

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are exactly the same as those in Taiwan.

39

ránhòu shīzī gēn tóngxué dōu shì láizì shìjiègèdì,

然后师资跟同学都是来自世界各地，

The teachers and students come from all over the world,

40

shì yòng Yīngwén shàngkè.

是用英文上课。

and classes are taught in English.

41

Nà nǐ nàhuì dàgài duōdà a? | Nà huì èrshí suì

那你那会儿大概多大啊？ | 那会二十岁

How old were you then? | I was around 20.

42

Yīngyǔ yǐjīng hěn hǎo le ma? Gòu tīngkè ma?

英语已经很好了吗？够听课吗？

Was your English good enough for the classes?

43

Yīnwèi wǒ xiǎoshíhou Yīngwén jiù bùcuò,

因为我小时候英文就不错，

My English was quite good when I was young,

44

suǒyǐ Yīngwén shì zúgòu shàngkè de.



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所以英文是足够上课的。

so it was enough for classes.

45

Lái zhèbiān shì dú shénme zhuānyè?

来这边是读什么专业?

What major did you study?

46

Wǒ dú guójì lǚyóu.

我读国际旅游。

I studied international tourism.

47

Yīnwèi wǒ yǐqián zài Táiwān jiùshì dú xiāngguān kēxì,

因为我以前在台湾就是读相关科系,

I was studying a similar major in Taiwan.

48

wǒ zài Táiwān dú de shì hǎiyáng yùndòng,

我在台湾读的是海洋运动,

I studied ocean sports in Taiwan,

49

zhǔyào jiùshì zuò hǎiyáng yánjiū

主要就是做海洋研究

which mainly focuses on ocean research

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huòshì dài kèrén qù qiánshuǐ, fānchuán dēngdēng yùndòng.

或是带客人去潜水、帆船等等运动。

or leading customers to dive, sailing, and other sports.

51

Yī kāishǐ lái de shíhòu yǒuméiyǒu shénme bù shìyìng de dìfang?

一开始来的时候有没有什么不适应的地方？

When you first came here, was there anything that you were not accustomed to

52

Yīnwèi jūzhù gēn lái wán shì bù yíyàng de

因为居住跟来玩是不一样的

since living and traveling are two different things?

53

Duì, zhēnde!

对，真的！

Yes, it's true!

54

Dì yī diǎn bù shìyìng de jiù shì yǔyán bùfēn.

第一点不适应的就是语言部分。

The first thing that was difficult to adapt to was the language.

55

Wǒmen gāng kāishǐ méiyǒu shàng Tàiwén, kěshì bìjìng zài zhèbiān zhù,

我们刚开始没有上泰文，可是毕竟在这边住，

We didn't start learning Thai right away, but since I was living here,...

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ránhòu xuéxiào zhōubiān qíshí méiyǒu tourists, méiyǒu expats

然后学校周边其实没有 tourists，没有 expats

There were no tourists or expats around the school,

57

jiù wánquán shì dāngdì rén zhù de dìfang,

就完全是当地人住的地方，

it was a completely local area,

58

suǒyǐ píngcháng shēnghuó shàng kěnéng mǎi gè fàn děngděng dōu fēicháng kùnnan.

所以平常生活上可能买个饭等等都非常困难。

so even daily tasks like buying food was very challenging.

59

Wǒ jìde wǒ chī Seven de héfàn, chī le jǐge yuè de shíjiān.

我记得我吃 Seven 的盒饭，吃了几个月的时间。

I remember eating box lunches from Seven (7-Eleven) for several months.

60

7-Eleven nàzhǒng? | Duì

7-Eleven 那种? | 对

7-Eleven? | Yes.

61

Bùshì hěn nánchī ma?

不是很难吃吗?

Didn't it taste bad?

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Duì, jiùshì méibànfǎ

对，就是没办法

Yes, but there was no other choice.

63

nǐ zài wàimiàn jiù méiyǒu bànfǎ gēn dāngdì rén gōutōng.

你在外面就没有办法跟当地人沟通。

I couldn't communicate with the locals.

64

Nà bùshì kěyǐ zhǐ ma?

那不是可以指吗？

Couldn't you just point?

65

Jiùshì wǒ yào zhège,

就是我要这个，

“I want this.”

66

ránhòu nǐ jiù ná qián gěi tā, ràng tā zìjǐ chōu qián jiù hǎo le.

然后你就拿钱给他，让他自己抽钱就好了。

and then let them take the money from you.

67

Jǐ jiā bǐjiào kěyǐ yòng zhǐ de diàn háishi huì qù, dàn dàbùfen shíjiān...

几家比较可以用指的店还是会去，但大部分时间...

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I would still go to a few restaurants where I could point, but most of the time...

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Méiyǒu túpiàn? | Duì, jiù hái shì huì qù Seven

没有图片? | 对, 就还是会去 Seven

No pictures? | Yes, so I would still go to 7-Eleven.

69

Nà hòumian shì zěnmē kāishǐ yòu xué Tàiyǔ le?

那后面是怎么开始又学泰语了?

So, how did you start learning Thai?

70

Dàiyī de shíhou fēicháng de máng, nàshíhou méiyǒu shíjiān xué Tàiyǔ.

大一的时候非常的忙, 那时候没有时间学泰语。

I was very busy during my freshman year and didn't have time to learn Thai.

71

Dào dì'èr nián kāishǐ, yīnwèi wǒ hé péngyou héhuǒ yīqǐ kāi le yǔyán xuéxiào,

到第二年开始, 因为我和朋友合伙一起开了语言学校,

It was only in my second year, when I partnered with friends to open a language school,

72

nàshíhou yǒu zài zìjǐ de yǔyán xuéxiào shàngkè, cái kāishǐ xué Tàiyǔ.

那时候有在自己的语言学校上课, 才开始学泰语。

that I started learning Thai in my own school.

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Nǐ dōu méiyǒu bìyè jiù yǐjīng kāishǐ chuàngyè le? | Dui

你都没有毕业就已经开始创业了? | 对

You started a business before graduating? | Yes.

74

Hǎo lihai!

好厉害!

That's impressive!

75

Yǒuméiyǒu hěn duō Táiwān rén lái Tàiguó liúxué ne?

有没有很多台湾人来泰国留学呢?

Are there many Taiwanese studying in Thailand?

76

Táiwān rén lái Tàiguó liúxué de shǎo,

台湾人来泰国留学的少,

There aren't many Taiwanese that study in Thailand

77

yīnwèi dàbùfen Táiwān de jiāzhǎng

因为大部分台湾的家长

because most Taiwanese parents

78

bù xīwàng xiǎohái qù fāzhǎnzhōng guójiā dúshū,

不希望小孩去发展中国家读书,

don't want their children to study in developing countries.

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suǒyǐ xiāngduì de shǎo hěn duō.

所以相对的少很多。

That's why there's very few of them.

80

Wǒmen bānshàng huì yǒu Táiwān rén,

我们班上会有台湾人，

In my (university) classes, there were Taiwanese,

81

dànshì dàbùfen Táiwān rén shì zhèbiān dāngdì de táishāng de xiǎohái.

但是大部分台湾人是这边当地的台商的小孩。

but mostly they were offspring of local Taiwanese businessmen.

82

Chúle nǐ, wǒ yě pèngdào guo yīxiē qítā de Táiwān rén zài Tàiguó,

除了你，我也碰到过一些其他的台湾人在泰国，

Besides you, I have also met some other Taiwanese in Thailand.

83

gěi wǒ de yìnxiàng shì hǎoxiàng lái zhèbiān de Táiwān rén hái tǐng duō de, shìbùshì?

给我的印象是好像来这边的台湾人还挺多的，是不是？

It seems to me that there are quite a lot of Taiwanese here, right?

84

Táiwān rén dàbùfen zài yī jiǔ sì líng, wǔ líng niándài nàshíhou lái de bǐjiào duō,

台湾人大部分在 1940、50 年代那时候来的比较多，

Most Taiwanese came here in the 1940s and 50s

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yīnwèi nàshíhou de zhèngfǔ tuī nán xiàng zhèngcè,

因为那时候的政府推南向政策，

because (the Taiwan) government was promoting the southward policy

86

tā bǎ hěn duō Táiwān de jìshù réncái sòng dào Tàiguó lái.

它把很多台湾的技术人才送到泰国来。

which sent many technical talents from Taiwan to Thailand.

87

Nàxiē jìshù réncái zài Tàiguó dāi wán hòu, kěnéng jiù zài zhèbiān liúxià.

那些技术人才在泰国待完后，可能就在这边留下。

After staying in Thailand, those people may have settled here.

88

Dào yī jiǔ liù líng, yī jiǔ jiǔ líng niándài, zhèngfǔ yǒu tuī xīn nán xiàng zhèngcè

到 1960、1990 年代，政府有推新南向政策

In the 1960s to 90s, the government promoted the new southward policy,

89

nà dàliàng de zhìzàoyè,

那大量的制造业，

which brought a large number of manufacturing industries.

90

yóuqíshì zhèbiān hěn duō táishāng

尤其是这边很多台商



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Many Taiwanese businessmen

91

dōu shì kāi gōngchǎng, xīn zhìzàoyè děngděng

都是开工厂、新制造业等等

opened factories and engaged in new manufacturing industries here.

92

Nà xīnyīdài xiàng wǒ zhèzhǒng de yě yǒu, dàn jiù piān shǎo.

那新一代像我这种的也有，但就偏少。

In the current generation, there are also people like me (that came here to study). But they are relatively few.

93

Táishāng de shùliàng hái shì huì piān duō.

台商的数量还是会偏多。

The number of Taiwanese businessmen is still relatively larger.

94

Xiànzài jiù xiàng bǐrúshuō jiǔ líng hòu huòzhě shì líng líng hòu de niánqīngrén

现在就像比如说 90 后或者是 00 后的年轻人

Do young people who were born after 1990s and 2000s

95

hái huì yuànyì lái Tàiguó chuàngyè ma?

还会愿意来泰国创业吗?

still want to come to Thailand to start their own businesses?

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Háishì yǒu. Nǐ lái Tàiguó bùguǎn zuò shénme, yǔyán qíshí hěn zhòngyào

还是有。你来泰国不管做什么，语言其实很重要

Yes, there are. But whatever you do in Thailand, language is very important.

97

Bùguǎn nǐ shì lái dúshū, lái wán, huòshì nǐ lái zhèbiān jiùyè děngděng

不管你是来读书、来玩、或是你来这边就业等等

Whether you come here to study, travel, or work,

98

dōu huì jiēchù dào yǔyán xuéxiào.

都会接触到语言学校。

you will (need) language schools.

99

Nà wǒ jìnǐnián jiēchù hěn duō xuésheng lái kāi nǎichá diàn,

那我近几年接触很多学生来开奶茶店，

In recent years, I have met many students (from my language school) who came to  
Thailand to open milk tea shops,

100

huòshì lái kāi diànshāng huò xiǎodiàn děngděng.

或是来开电商或小店等等。

to run e-commerce or small shops, etc.

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Zuìjìn yǒu yuèláiyuè duō de qūshì.

最近有越来越多的趋势。

This is an increasing trend recently.

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Nà xiàng zhèzhǒng lái Tàiguó kāidiàn de Táiwān rén,

那像这种来泰国开店的台湾人，

So for these Taiwanese who came to Thailand to open shops,

103

nǐ juéde tāmen xūyào huì Tàiyǔ ma?

你觉得他们需要会泰语吗？

do you think they need to know Thai?

104

Tàiyǔ xūyào xūyào, háishi tǐng zhòngyào de,

泰语需要需要，还是挺重要的，

Yes, Thai is quite important,

105

yīnwèi nǐ rìcháng shēnghuó yóuqíshì chuàngyè,

因为你日常生活尤其是创业，

because in your daily life, especially when starting a business,

106

nà nǐ gēn yuángōng de gōutōng shang, nǐ huì Tàiyǔ háishi huì hǎo yīdiǎn.

那你跟员工的沟通上，你会泰语还是会好一点。

it will be better if you can communicate with your employees in Thai.

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Nǐ zǒng bùnéng shìshì dōu kào zhe fānyì.

你总不能事事都靠着翻译。

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You can't rely on translators for everything.

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Huòzhě yào zhāo huì Zhōngwén de Tàiguórén,

或者要招会中文的泰国人，

Or you may need to hire Thai people who can speak Chinese,

109

dànshì zhège yīnggāi bǐjiào kùnnan ba?

但是这个应该比较困难吧？

but it would be difficult, right?

110

Huì Zhōngwén de Tàiguórén yuèláiyuè duō le,

会中文的泰国人越来越多了，

There are more and more Thai people who can speak Chinese now,

111

Tàiguórén mùqián hěn zhòngshì Zhōngwén zhè yīkuài.

泰国人目前很重视中文这一块。

because they currently attach great importance to Chinese.

112

Hěn duō chūzhōng, gāozhōng, dàxué dōu yǒu Zhōngwén kèchéng.

很多初中、高中、大学都有中文课程。

Many middle schools, high schools, and universities offer Chinese language courses.

113

Kěnéng xiǎohái bùjiànde huì zǒu Yīngwén nà yīkuài,

## Taiwanese Guy Talks About Starting a Language School in Thailand

可能小孩不见得会走英文那一块，

(Thai) children may not necessarily learn English,

114

fǎn'ér huì xué Zhōngwén, ránhòu zuìhòu dào Zhōngguó qù liúxué.

反而会学中文，然后最后到中国去留学。

but they might learn Chinese instead and end up studying in China.

115

Wǒ zài wǎngshàng tīng guo hěn duō lái guò Tàiguó de Zhōngguó yóukè shuō

我在网上听过很多来过泰国的中国游客说

I've heard many Chinese tourists who have visited Thailand say that

116

zài zhèbiān Zhōngwén yě kěyǐ xíngdetōng, zhège shì zhēnde ma?

在这边中文也可以行得通，这个是真的吗？

they can get by with Chinese here. Is that true?

117

Bùfen shāngdiàn shì xíngdetōng de,

部分商店是行得通的，

In some shops, it will work

118

yīnwèi Zhōngguó de guānguāngkè yuèláiyuè duō le,

因为中国的观光客越来越多了，

because there are more and more Chinese tourists,

119

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suǒyǐ hěn duō shāngjiā dōu huì jiǎndān de Zhōngwén.

所以很多商家都会简单的中文。

and many (shopkeepers) can speak simple Chinese.

120

Kāitóu de shíhou wǒmen yǒu jiǎngdào nǐ zài Tàiguó kāi le yī jiā yǔyán xuéxiào ma

开头的时候我们有讲到你在泰国开了一家语言学校嘛

Earlier, we talked about you opening a language school in Thailand.

121

néng bùnéng jiùshì dàgài de jièshào yīxià

能不能就是大概地介绍一下

Can you briefly introduce

122

nǐmen xuéxiào dōu yǒu jiāo shénme yǔyán?

你们学校都有教什么语言？

what languages your school teaches?

123

Wǒmen xuéxiào jiāo Tàiwén ma, Yīngwén hé Zhōngwén,

我们学校教泰文嘛，英文和中文，

Our school teaches Thai, English, and Chinese.

124

mùqián yǒu zhè sān gè yǔyán.

目前有这三个语言。

Currently, we have these three languages.

## Taiwanese Guy Talks About Starting a Language School in Thailand

125

Duì, nǐ shuō zài dà'èr de shíhou

对，你说在大二的时候

You mentioned that you started the school

126

jiù yǐjīng kāishǐ kāi le zhè jiā xuéxiào le. | Duì

就已经开始开了这家学校了。| 对

in your sophomore year. | Right.

127

Wèishénme hái méiyǒu bìyè jiù kāishǐ xiǎng zhe chuàngyè le ne?

为什么还没有毕业就开始想着创业了呢？

Why did you start thinking about having a business before graduating?

128

Qíshí dāngchū huì lái Tàiguó yǒu yī dàbùfen de yuányīn

其实当初会来泰国有一大部分的原因

Actually, one of the biggest reasons I came to Thailand

129

jiùshì xiǎng zài guówài zhǎojīhuì, àishàng Tàiguó yě shì yī gè yuányīn.

就是想在海外找机会，爱上泰国也是一个原因。

was to look for opportunities abroad, besides the fact that I fell in love with the country.

130

Nà lìngwài de yuányīn shì dìyī, Tàiguó bù pái huá

那另外的原因是第一，泰国不排华

The other reason is that Thailand does not discriminate against Chinese people,

## Taiwanese Guy Talks About Starting a Language School in Thailand

131

Yǒuxiē guójiā huì tèbié páichì huárén. | Lìrú ne?

有些国家会特别排斥华人。| 例如呢？

whereas some other countries do. | For example?

132

Yīnní a, Yuènnán huòshì yǒushíhou qítā ōuměi guójiā

印尼啊、越南或是有时候其他欧美国家

Indonesia, Vietnam, and some Western countries

133

kěnéng huì yǒu qíshì dēngděng de wèntí.

可能会有歧视等等的问题。

may discriminate against Chinese.

134

Dànshì Tàiguó méiyǒu pái huá de wèntí.

但是泰国没有排华的问题。

But in Thailand, this problem doesn't exist.

135

Nǐ juéde wèishénme Tàiguó méiyǒu pái huá wèntí?

你觉得为什么泰国没有排华问题？

Why do you think so?

136

Tàiguórén hěn dà yībùfen qíshí běnshēn jiùshì huárén.

泰国人很大一部分其实本身就是华人。



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Because a large part of the Thai people are actually Chinese descendants themselves.

137

Wǒmen xuéxiào de lǎoshī céngjīng gēn wǒ shuō guo,

我们学校的老师曾经跟我说过，

A teacher from my (language) school once told me that the number of Thai Chinese in Bangkok

138

Màngǔ de Tàiguó huárén rénshù qíshí zhàn dào qīshí percent yǐshàng.

曼谷的泰国华人人数其实占到 70 percent 以上。

actually accounts for more than 70%.

139

Zhēnde ma? | Duì

真的吗？ | 对

Really? | Yes.

140

Xiàng nín qù Zhōngguóchéng

像您去中国城

If you go to Chinatown,

141

kěnéng huì kàndào hěn duō Zhōngwén de zhāopai | Duì

可能会看到很多中文的招牌 | 对

you may see a lot of Chinese signs. | Right.

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142

Dàn nǐ zài Màngǔ shìqū de qítā de dìfang,

但你在曼谷市区的其他的地方，

But even if you go to other parts of downtown Bangkok,

143

qíshí shàngmiàn yě yǒu hěn duō shì Zhōngguó zhāo... Zhōngwén de zhāopai

其实上面也有很多是中国招... 中文的招牌

you will also see a lot of Chinese signs.

144

Tāmen zhèxiē huárén huì shuō Zhōngwén ma?

他们这些华人会说中文吗？

Can they speak Chinese?

145

Mùqián dào zhè yīdài huì shuō Zhōngwén de hěn shǎo.

目前到这一代会说中文的很少。

In the current generation, there are very few who can speak Chinese.

146

Kěnéng tā de yéye nǎinai huì shuō Zhōngwén,

可能他的爷爷奶奶会说中文，

Perhaps their grandparents

147

shènzhì yào zài wǎng shàng jǐ bèi cái huì shuō Zhōngwén.

甚至要再往上几辈才会说中文。

or earlier generations can speak Chinese.

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148

Nà xiǎohái zhè bèi yǐjīng shì Tàiguórén le, shuō Tàiwén

那小孩这辈已经是泰国人了，说泰文

The current generation is already Thai people, so they speak Thai.

149

Yǒu gè fāngfǎ kěyǐ biànrèn tā shì Tàiguórén háishi tā shì Tàiguó huárén.

有个方法可以辨认他是泰国人还是他是泰国华人。

There is a way to distinguish whether someone is Thai or Thai-Chinese.

150

Tàiguó huárén de xìng jiùshì Tàiwén de xìng huì hěn cháng,

泰国华人的姓就是泰文的姓会很长，

Thai-Chinese have very long Thai surnames

151

yīnwèi tāmen Tàiwén de xìng shì zìjǐ chuàng de.

因为他们泰文的姓是自己创的。

because they were created by themselves.

152

Dànshì yībān Tàiguórén de xìng méiyǒu nàme de cháng.

但是一般泰国人的姓没有那么长。

But Thai people usually don't have such long surnames.

153

Jiùshì yuánběn běnlái de Tàiguórén de xìng huì hěn duǎn? | Duì

就是原本本来的泰国人的姓会很短？ | 对

## Taiwanese Guy Talks About Starting a Language School in Thailand

So original Thai people have shorter surnames? | Right.

154

Ránhòu huárén huì bǎ tā nòng de hěn cháng | Wèishénme?

然后华人会把它弄得很长 | 为什么?

And Chinese made their surnames longer. | Why?

155

Kěnéng yǒu gāodàshàng de gǎnjué

可能有高大上的感觉

Maybe it sounds more classy.

156

Yuè duō yuè fùzá yuè hǎo, shì ba? | Duì

越多越复杂越好，是吧? | 对

The longer and more complicated, the better, right? | Right.

157

Zěnmé huì xiǎngdào kāi yǔyán xuéxiào?

怎么会想到开语言学校?

Why did you decide to open a language school?

158

Yīnwèi dàxué de shíhòu yǒu hěn duō dàlù de péngyou.

因为大学的时候有很多大陆的朋友。

When I was in university, I had many mainland Chinese friends

159

Ránhòu wǒ yǒu yī wèi dàlù de péngyou fēicháng rèxīn,

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然后我有一位大陆的朋友非常热心，  
and one of them was very friendly.

160

jiùshìshuō wǒmen bān yǒu lìngwài yī gè Táiwān rén,  
就是说我们班有另外一个台湾人，  
He said that there was another Taiwanese in our class

161

ránhòu jiù yīdìngyào wǒmen liǎng gè rènshi yīxià.  
然后就一定要我们两个认识一下。  
and he insisted on introducing us.

162

Ránhòu wǒ rènshi wán zhīhòu fāxiàn  
然后我认识完之后发现  
After getting to know this Taiwanese, I found out that

163

tā shì zài dāngdì dāi mǎn jiǔ de Táiwān rén.  
他是在当地待蛮久的台湾人。  
he had been staying here for quite a long time.

164

Ránhòu tā yòu zài bāng wǒ jièshào lìngwài yī gè péngyou,  
然后他又再帮我介绍另外一个朋友，  
He then introduced me to another (Taiwanese) friend.

165

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wǒmen yī gè lā yī gè yī gè lā yī gè, zuìhòu yī qún rén juédìng

我们一个拉一个拉一个，最后一群人决定

One by one, we formed a group and in the end, we decided that

166

āi, nà wǒmen gānghǎo yǒu rènshi yī wèi péngyou, yī gè Tàiguó péngyou

欸，那我们刚好有认识一位朋友，一个泰国朋友

since we knew a Thai friend

167

tā yǒu xiàozhǎng de zhízhào, tā yǒu xiàozhǎng de rènzhèng,

他有校长的执照，他有校长的认证，

who had a license and certification as a school principal,

168

nà dàjiā bùrú yīqǐ hézuò kāi gè yǔyán xuéxiào hǎo le.

那大家不如一起合作开个语言学校好了。

we should all collaborate and open a language school together.

169

Yào chuàngyè kěndìng yào yǒu yīxiē qǐdòng zījīn ma,

要创业肯定要有一些启动资金嘛，

Starting a business definitely requires some initial capital.

170

nà nǐ háishi xuésheng, tāmen yě háishi xuésheng, zhège zěnmē nòng?

那你还是学生，他们也还是学生，这个怎么弄？

But you were still a student, so were your partners. How did you guys deal with this?

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171

Zhǐyǒu wǒ shì xuésheng, ránhòu qítā de héhuǒrén yǒuxiē shì táishāng,

只有我是学生，然后其他的合伙人有些是台商，

Only I was a student. Some of my partners were already business people

172

yǒuxiē shì lái Tàiguó xúnzhǎo jīhuì.

有些是来泰国寻找机会。

while others came to Thailand to look for opportunities.

173

Qǐdòng zījīn, wǒ méiyǒu zhàn dào hěn duō

启动资金，我没有占到很多

I didn't contribute much to the initial capital

174

wǒ shì dào hòulái cái màn màn màn màn de zhù rù gèng duō de zījīn,

我是到后来才慢慢慢慢地注入更多的资金，

and only later, I gradually put in more,

175

yóuqí shì yìqíng de shíhòu.

尤其是疫情的时候。

especially during the pandemic.

176

O, nǐmen yǒu jīngguò yìqíng | Duì

哦，你们有经过疫情 | 对

Right, you guys went through the pandemic. | Yes.

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177

Dàgài sān nián ma, zhè sān nián zěnmeyàng? Yǒu xuésheng ma?

大概三年嘛，这三年怎么样？有学生吗？

It lasted about 3 years. How was it during those three years? Did you have students?

178

Yìqíng de shíhou, Tàiguó nàshíhou de zhuàngkuàng shì shíhǎoshíhuài.

疫情的时候，泰国那时候的状况是时好时坏。

During the pandemic, Thailand's situation was unstable.

179

Hǎo de shíhou xuéxiào huì kāimén,

好的时候学校会开门，

When it was good, schools would open

180

kāimén xuésheng huì lái xuéxiào shàngkè,

开门学生会来学校上课，

and students would come for classes.

181

bùhǎo de shíhou zhǐyào yìqíng yòu yánzhòng qilai,

不好的时候只要疫情又严重起来，

But as soon as the pandemic worsened,

182

yīnwèi shì jiàoyù, suǒyǐ huì dìyī gè guān,

因为是教育，所以会第一个关，



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schools would be the first ones to close

183

ránhòu quánbù gǎi xiànshàng shàngkè.

然后全部改线上上课。

and all classes would switch to online.

184

Wǒ jìde dāngshí yī gè yuè de shōurù wǔ liù wàn tàizhū.

我记得当时一个月的收入五六万泰铢。

I remember my monthly income was around 50,000 to 60,000 bahts (\$1404-1685)  
during that time.

185

Lǎoshī gùdìng xīnzī, zūjīn, háiyǒu guǎnggào xíngxiāo dēngdēng,

老师固定薪资、租金，还有广告行销等等，

(But) the expense of the teachers' salary, rent, advertising and marketing

186

yī gè yuè dàgài gùdìng kāixiāo shì sìshí dào wǔshí wàn

一个月大概固定开销是四十到五十万

was around 400,000 to 500,000 bahts (\$11,239-14,049) per month.

187

Á, nà nǐ shì fù de!

啊，那你是负的！

So you were in the red!

188

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Duì, wǒ měi gè yuè jiù péi jǐ shí wàn jǐ shí wàn.

对，我每个月就赔几十万几十万。

Yes, I was losing hundreds of thousands of bahts every month.

189

Wa, nà nǐ zhège qián cóng nǎlǐ lái de?

哇，你这个钱从哪里来的？

Wow, where did you get the money from?

190

Nàshíhou... yīnwèi wǒ hěn xìngyùn, wǒ jiārén yǒu bāngzhù wǒ.

那时候... 因为我很幸运，我家人有帮助我。

Back then, I was very lucky because my family helped me.

191

Suǒyǐ nà duàn shíjiān shì kào jiārén hái yǒu qítā héhuǒrén

所以那段时间是靠家人还有其他合伙人

So during that time, I relied on my family and other partners

192

wǒmen zài wǎng xuéxiào zhùrù zījīn cái chēng guo zhè duàn shíjiān.

我们在往学校注入资金才撑过这段时间。

to inject funds into the school in order to survive.

193

Měi gè yuè dōu yào kuī zhème duō qián, xīnli bùhuì hěn huāng ma?

每个月都要亏这么多钱，心里不会很慌吗？

Losing so much money every month, didn't you feel worried?

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Duì, nàshíhou yālì tèbié dà, rán hòu zhàng dōu bù gǎn kàn.

对，那时候压力特别大，然后账都不敢看。

Yes, I was very stressed and I couldn't even look at our financial ledgers.

195

Yìqíng qíshí shì wēijī la, bùguò wǒ yě bǎ tā kànchéng yī gè zhuǎnjī.

疫情其实是危机啦，不过我也把它看成一个转机。

Even though the pandemic was a crisis, I also saw it as an opportunity.

196

Yǐqián xuéxiào méiyǒu xiànshàng shàngkè,

以前学校没有线上上课，

My school didn't initially have online classes,

197

dàn yīnwèi yìqíng wǒmen yǒu le xiànshàng shàngkè.

但因为疫情我们有了线上上课。

but because of the pandemic, we developed them.

198

Yǐqián xuéxiào méiyǒu zuò tài duō de content,

以前学校没有做太多的 content，

Before, we didn't put much effort into creating content,

199

dànshì yīnwèi yìqíng de guānxi,

但是因为疫情的关系，

but because of the pandemic,

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200

wǒmen fàng gèng duō de xīnlì zài wánshàn wǒmen de jiàocái.

我们放更多的心力在完善我们的教材。

we put more energy into improving our textbooks.

201

Ránhòu yīnwèi hěn duō wǒmen de línjū dōu kāi le èrshí nián yǐshàng,

然后因为很多我们的邻居都开了二十年以上，

Our competitors next door had been open for more than 20 years,

202

nà yīnwèi yìqíng de shíhou,

那因为疫情的时候，

but during the pandemic,

203

dà xuéxiào tā de zūjīn chéngběn, tā de yuángōng shùliàng dēngděng,

大学校它的租金成本、它的员工数量等等，

the cost of rent, employees, etc.,

204

dǎozhì tā méiyǒu bànfǎ chēng xiàqu,

导致它没有办法撑下去，

made it impossible for them (big schools) to survive.

205

suǒyǐ hěn duō xuéxiào huì zài yìqíng de shíhou dǎobì.

所以很多学校会在疫情的时候倒闭。

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So, many schools closed down during this period.

206

Nà yīnwèi wǒmen xiǎo, suǒyǐ wǒmen miǎnqiǎng,

那因为我们小，所以我们勉强，

Since we were small,

207

lěijǐnkùdài hái kěyǐ huó xiàlai.

勒紧裤带还可以活下来。

we were able to survive by cutting down our cost

208

Ránhòu zài yìqíng zhīhòu wǒmen jiù shùnlì de bǎ míngqì dǎ chūqu.

然后在疫情之后我们就顺利地把名气打出去。

and gained popularity after the pandemic.

209

Wǒ kàn nǐmen yě zuò le yī gè YouTube píndào ma | Duì

我看你们也做了一个 YouTube 频道嘛 | 对

I see that you've also created a YouTube channel. | Right.

210

Shì zài yìqíng qījiān kāishǐ zuò de ma? | Duì

是在疫情期间开始做的吗？ | 对

Did you start it during the pandemic? | Yes.

211

Wǒ fāxiàn hěn duō bùlùn shì xuéxiào la hái shì gōngsī

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我发现很多不论是学校啦还是公司

I've noticed that many schools and companies

212

dōu huì zài yìqíng qījiān huì kāishǐ zuò yīxiē xiànshàng de nèiróng.

都会在疫情期间会开始做一些线上的内容。

started creating online content during the pandemic.

213

Duì, hěn hǎo de yī gè jīhuì a

对，很好的一个机会啊

Yes, it was a great opportunity

214

Dàjiā bǐjiào yǒu shíjiān le, suǒyǐ jiù zhuānzhù zài xiànshàng zhè kuài.

大家比较有时间了，所以就专注在线上这块。

because everyone had time to focus on online (content).

215

Pāi shìpín nǐ juéde nán ma? Bùshì nǐ shàngjìng ha?

拍视频你觉得难吗？不是你上镜哈？

Do you think making videos is difficult? You were not on camera, right?

216

Wǒ yě yǒu shàngjìng, ránhòu tuánduì de rén dàgài dōu yǒu shàngjìng, duì

我也有上镜，然后团队的人大概都有上镜，对

I've appeared on camera too, and so have most of the team members.

217

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Nà shéi fùzé pāi ne?

那谁负责拍呢？

Who was filming,

218

Huòzhě shì qù tiáo shèbèi shénme dēngguāng, jiǎnjí a?

或者是去调设备什么灯光、剪辑啊？

handling equipment, such as lighting, and also editing?

219

Duì, jiù shàngwǎng kàn yǐngpiàn

对，就上网看影片

We just learned from online tutorials.

220

Nà yǒushíhou wǒ gù shèyǐngjī, yǒushíhou nǐ lù, yǒushíhou jiāohuàn

那有时候我雇摄影机，有时候你录，有时候交换

Sometimes I would hire a cameraman, and sometimes we would take turns filming.

221

Hǎowán ma pāi zhège?

好玩吗拍这个？

Was it fun to shoot these videos?

222

Qíshí hěn hǎowán, qíshí xuédào le hěn duō

其实很好玩，其实学到了很多

It was actually fun and we've learned a lot.

## Taiwanese Guy Talks About Starting a Language School in Thailand

223

Ránhòu zhěnggè guòchéng shì hěn kāixīn hěn kuàilè de.

然后整个过程是很开心很快乐的。

The whole process was very enjoyable.

224

Yǒu tōngguò zhège píndào shōuhuò dào xuésheng ma?

有通过这个频道收获到学生吗？

Have you gained any students through this channel?

225

Huì yǒu xuésheng lái shuō, wǒ jiùshì kàndào nǐmen de yǐngpiàn

会有学生来说，我就是看到你们的影片

Yes, some students said that they saw our videos

226

ái, nǐ shì nàge yǐngpiàn de shéi shéi shéi

欸，你是那个影片的谁谁谁

and recognized me from them.

227

guòlái xuéxiào shàngkè, suǒyǐ shì yǒu shōuhuò de. | Nà háiǎo

过来学校上课，所以是有收获的。| 那还好

That's why they came to our school to take classes, so it has been beneficial. | That's good.

228

Nǐmen xuéxiào zuì dà de yǔyán shì Tàiyǔ ma, duì ba? | Duì

你们学校最大的语言是泰语嘛，对吧？| 对



## Taiwanese Guy Talks About Starting a Language School in Thailand

The main language at your school is Thai, right? | Yes.

229

Tōngcháng lái xuéxí Tàiyǔ de xuésheng láizì nǎ yīxiē guójiā?

通常来学习泰语的学生来自哪一些国家？

Where do students usually come from to learn Thai?

230

Wǒmen xuéxiào zuìduō de xuésheng

我们学校最多的学生

The majority

231

dāngrán shì jiǎng huáwén de xuésheng duō yīdiǎn,

当然是讲华文的学生多一点，

are Chinese-speaking students,

232

yīnwèi wǒmen yǒu Zhōngwén shòukè de Tàiyǔ kèchéng,

因为我们有中文授课的泰语课程，

because we offer Thai language courses taught in Chinese.

233

suǒyǐ gǎng ào tái, dàlù jūduō,

所以港澳台、大陆居多，

Therefore, most students are from Hong Kong, Macao, Taiwan, and mainland China,

234

nà zhè bùfen dàgài zhàn le sānshí percent.

## Taiwanese Guy Talks About Starting a Language School in Thailand

那这部分大概占了 30 percent。

and they make up about 30% of our student population.

235

Yǐ wàiguórén lái jiǎng Měiguórén zhàn... jūduō,

以外国人来讲美国人占... 居多，

Among foreigners, American students are the largest group,

236

zài lái shì ōuzhōu, zài lái shì Hánguó a, Rìběn

再来是欧洲，再来是韩国啊，日本

followed by those from Europe, South Korea, and Japan.

237

Qíshí wǒmen xuéxiào de miànxiàng hěn guǎng,

其实我们学校的面向很广，

Our school has a wide range of students,

238

suǒyǐ lái wǒmen xuéxiào shàngkè de xuésheng hángài gègè guójí.

所以来我们学校上课的学生涵盖各个国籍。

covering many nationalities.

239

Nǐ gānggang yǒu jiǎng Tàiyǔ yǒu Zhōngwén shòukè,

你刚刚有讲泰语有中文授课，

You mentioned earlier that your school offers Thai language courses taught in Chinese.

## Taiwanese Guy Talks About Starting a Language School in Thailand

240

nà jiāo Tàiyǔ de lǎoshī shì Tàiguórén ma? | Duì

那教泰语的老师是泰国人吗？ | 对

Are the teachers Thai? | Yes.

241

Tāmen huì Zhōngwén? | Duì

他们会中文？ | 对

Can they speak Chinese? | Yes, they can.

242

Nǐmen xuésheng yě shì láizì bùtóng guójiā de ma,

你们学生也是来自不同国家的嘛，

Since your students come from different countries,

243

nà nǐ yǒuméiyǒu fāxiàn zài miànduì bùtóng de xuésheng huì yǒu bùtóng de wèntí?

那你有没有发现在面对不同的学生会有不同的问题？

have you noticed any differences when dealing with them?

244

Huì, dǎ gè bǐfāng hǎo le, nín rúguǒ qù Fēilǚbīn dú yǔyán xuéxiào,

会，打个比方好了，您如果去菲律宾读语言学校，

Yes. For example, if you go to a language school in the Philippines,

245

Fēilǚbīn de yǔyán xuéxiào huì zhàogu nǐ de chī hē zhù quánbù.

菲律宾的语言学校会照顾你的吃喝住全部。

they will take care of all your needs including food, accommodation, and so on.

## Taiwanese Guy Talks About Starting a Language School in Thailand

246

Suǒyǐ tā lái de shíhou huì juéde wǒmen xuéxiào

所以他来的时候会觉得我们学校

So when they come to our school,

247

yīnggāi yào zhàogu tā quánbù de miànxiàng

应该要照顾他全部的面向

they may expect us to provide similar services.

248

Nà ōuměi xì guójiā de xuésheng xiāngduì tāmen jiù huì hěn dúlì.

那欧美系国家的学生相对他们就会很独立。

On the other hand, students from Western countries are more independent.

249

Tāmen lái de shíhou jiù xuéféi duōshao, wǒ shénmeshíhou lái shàngkè

他们来的时候就学费多少，我什么时候来上课

When they come, they only ask about tuition fees and class schedules.

250

tā yě bùhuì duō wèn, shuō wǒ zěnmē zhùsù a?

他也不会多问，说我怎么住宿啊？

They don't ask questions about accommodation,

251

Wǒ qù nǎ chīfàn na? Wǒ zhè zěnmēbàn lǐ a? Huì bǐjiào zìzhǔ yīdiǎn

我去哪儿吃饭哪？我这怎么办理啊？会比较自主一点

## Taiwanese Guy Talks About Starting a Language School in Thailand

meals, or other administrative matters. They are more self-reliant.

252

Nà wǒ xiǎng měi yī gè xuésheng

那我想每一个学生

I assume that every student's expectations

253

duìyú kèchéng háiyǒu fúwù de qīdài yě huì bù yīyàng ma,

对于课程还有服务的期待也会不一样嘛,

for courses and services will be different.

254

yǒuméiyǒu yīnwèi méiyǒu mǎnzú dào tāmen de qīdài ér tóusù nǐmen de?

有没有因为没有满足到他们的期待而投诉你们的?

Have you received complaints from students who feel that their expectations have not been met?

255

Yǒu, háishi yǒu, jiù duōshǎo háishi huì yǒuyīdiǎn

有, 还是有, 就多少还是会有一点

Yes, we have, more or less.

256

Tōngcháng dōu shì shénmeyàng de xuésheng,

通常都是什么样的学生,

What kind of students are they usually,

257

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ránhòu tāmen yǒu shénmeyàng de yìjiàn?

然后他们有什么样的意见？

and what kind of problems do they have?

258

Wǒmen xuéxiào de kèchéng shì xūyào lái xuéxiào shàngkè de,

我们学校的课程是需要来学校上课的，

Our courses require students to attend classes in school.

259

nà rúguǒ nín de chūxí lǜ bùzú,

那如果您的出席率不足，

If their attendance rate is insufficient,

260

Tàiguó de jiàoyùbù yěhǎo, yímínjú yěhǎo, huì yǒu wèntí

泰国的教育部也好，移民局也好，会有问题

both the Thai Ministry of Education and the Immigration Bureau will have issues with it.

261

Nà yǒuxiē xuésheng tā kěnéng lái zhèbiān bàn le qiānzhèng, dàn tā qíshí...

那有些学生他可能来这边办了签证，但他其实...

Some students may come here to apply for a visa, but they actually...

262

Bùshì xiǎng xuéxí yǔyán, gèng duō de shì xiǎng wán? | Duì

不是想学习语言，更多的是想玩？ | 对

They're not interested in learning the language, but in traveling? | Right.

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263

Nà jiù huì fāshēng wèntí,

那就会发生问题，

In that case, there will be a problem

264

shì tā bù tài néng lái shàngkè, nà wǒmen yě méibànfǎ,

是他不太能来上课，那我们也没办法，

in which they can't come to the class. Then, there would be nothing we can do.

265

wǒmen zhǐnéng shuō jiù nǐ chūxí lǚ dēi dào ma

我们只能说就你出席率得到嘛

We can only ask them to meet the attendance requirement.

266

Nà zuìhòu tā jiù huì shuō, bùrán tuì fèi ma, wǒ bù shàng le!

那最后他就会说，不然退费嘛，我不上了！

In the end, they may demand a refund and decide not to continue the course.

267

Ránhòu dàjiā jiù huì chǎnshēng yīxiē chōngtū, jiūfēn

然后大家就会产生一些冲突、纠纷

This can lead to conflicts and disputes.

268

Dàn rúguǒshuō tā zhōngtú tuìxué dehuà, tā de qiānzhèng zěnmébàn?

但如果说他中途退学的话，他的签证怎么办？

## Taiwanese Guy Talks About Starting a Language School in Thailand

But if they quit school halfway, what will happen to their visas?

269

Tā rúguǒ zhōngtú tuìxué dehuà, qiānzhèng jiù huì qǔxiāo diào.

他如果中途退学的话，签证就会取消掉。

If they quit school halfway, their visas will be canceled.

270

Yīngyǔ shì hòumian kāi de kèchéng, duì ba? | Duì

英语是后面开的课程，对吧？ | 对

The English course was set up later, right? | Yes.

271

Tōngcháng lái xué Yīngyǔ de shì Zhōngguó rén ma?

通常来学英语的是中国人吗？

Are most of the students who come to study English, Chinese?

272

Xuéxí Yīngyǔ zhǔyào shì Zhōngguó rén hé Éluósī rén,

学习英语主要是中国人和俄罗斯人，

The majority are Chinese and Russians,

273

zhè liǎng gè dàgài zhàn le bāshí percent.

这两个大概占了 80 percent.

and they probably make up 80% of our student population.

274

Éluósī rén zěnmé huì pǎo dào Tàiguó lái xuéxí Yīngwén?



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俄罗斯人怎么会跑到泰国来学习英文？

Why would Russians come to Thailand to study English?

275

Éluósīrén bù tài xué Tàiwén,

俄罗斯人不太学泰文，

Russians don't usually study Thai

276

tāmen juéde Tàiwén shì yī gè xiǎo yǔzhǒng, xué Tàiwén méiyǒu yòng.

他们觉得泰文是一个小语种，学泰文没有用。

because they consider it a minor language and feel that learning Thai is not useful.

277

Tā bùrú bǎ jīnglì nálái xué Yīngwén huòshì xué Zhōngwén,

他不如把精力拿来学英文或是学中文，

They prefer to focus their energy on learning English or Chinese,

278

duì tā wèilái de bāngzhù huì bǐjiào dà.

对他未来的帮助会比较大。

which they believe will be more beneficial to their future.

279

Éluósī de rén shì yīzhí dōu duō ne, háishi shuō zài jìnqī yǒu zēngjiā?

俄罗斯的人是一直都多呢，还是说在近期有增加？

Has the number of Russian students always been high, or has it only increased recently

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280

Yīnwèi nàbian yǒu hěn duō zhànzhēng fāshēng

因为那边有很多战争发生

because of the war?

281

Duì, jìnqī zēngjiā hěn duō,

对，近期增加很多，

Yes, there has been a significant increase recently.

282

yǐqián xuéxiào de Éluósī xuésheng méiyǒu nàme duō.

以前学校的俄罗斯学生没有那么多。

There weren't many Russian students before.

283

Shì yīnwèi zhànzhēng de yuányīn ma? | Shì zhànzhēng de yuányīn

是因为战争的原因吗？ | 是战争的原因

Is it because of the war? | Yes.

284

Éluósīrén, hái yǒu Wūkèlánrén dōu yǒu biàn duō.

俄罗斯人，还有乌克兰人都有变多。

There are more Russians and Ukrainians now.

285

Nà xuéxí Zhōngwén de ne? Shì dāngdì de Tàiguórén ma?

那学习中文的呢？是当地的泰国人吗？

Are those who are learning Chinese from Thailand?

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286

Nǐ gānggang yě shuō hěn duō Tàiguórén duì Zhōngwén gǎnxìngqù | Dui

你刚刚也说很多泰国人对中文感兴趣 | 对

You just said that many Thai people are interested in Chinese. | Yes.

287

Wǒmen xuéxiào de Zhōngwén kèchéng zhǔyào xuéxí de shì Tàiguórén,

我们学校的中文课程主要学习的是泰国人，

Our Chinese courses are mainly taught to Thai students,

288

háiyǒu gègè guójí de ōuměi rén.

还有各个国籍的欧美人。

as well as Europeans and Americans of various nationalities.

289

Tàiguórén kěyǐ lǐjiě a,

泰国人可以理解啊，

I can understand why Thai people are learning Chinese.

290

zěnmé huì yǒu ōuměi rén lái Tàiguó xuéxí Zhōngwén?

怎么会有欧美人来泰国学习中文？

But why would Europeans and Americans come to Thailand to learn Chinese?

291

Gǎnjué yàome shì lái Tàiguó xué Tàiyǔ la,

感觉要么是来泰国学泰语啦，

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I feel that they would either come to Thailand to learn Thai,

292

huòzhě shì qù Zhōngguó xuéxí Zhōngwén

或者是去中国学习中文

or go to China to learn Chinese.

293

Xuéxí Tàiyǔ shì xiǎo yǔzhǒng,

学习泰语是小语种,

Thai is a minor language,

294

suǒyǐ tāmen huì juéde Zhōngwén duì tā wèilái bǐjiào yǒubāngzhù.

所以他们会觉得中文对他未来比较有帮助。

so they feel that Chinese will be more helpful to their future.

295

Suǒyǐ tāmen qíshí yě shì xiǎngyào zài Tàiguó dāi yīzhènzǐ,

所以他们其实也是想要在泰国待一阵子,

But they also just want to stay in Thailand for a while

296

ránhòu shùnbìan xuéxí yīxià yǔyán. | Duì

然后顺便学习一下语言。| 对

and learn a language at the same time. | Yes.

297

Dànshì zài Tàiguó xuéxí Zhōngwén, tā méiyǒu yī gè yǔyán huánjìng ma,

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但是在泰国学习中文，他没有一个语言环境嘛，

But Thailand doesn't provide a Chinese language environment

298

tā yě bùkěnéng shuō yī chūmén jiù kěyǐ liànxí le.

他也不可能说一出门就可以练习了。

and they can't just go out and practice it.

299

Duì, bǐjiào kěxī de bùfen jiù zài zhèbiān, jiùshì huánjìng méiyǒu

对，比较可惜的部分就在这边，就是环境没有

Yes, that's the downside of it.

300

Dànshì hěn yǒuqù,

但是很有趣，

But what's interesting is that

301

wǒmen yǒu hěn duō zài wǒmen xuéxiào xué Zhōngwén de ōuměi rén

我们有很多在我们学校学中文的欧美人

many of our European and American students who are studying Chinese

302

tāmen huì lái gēn wǒmen de huì jiǎng Zhōngwén de Tàiguó kèfú liáotiān.

他们会来跟我们的会讲中文的泰国客服聊天。

will come to practice it with our Thai customer service team who can speak Chinese.

303

## Taiwanese Guy Talks About Starting a Language School in Thailand

Wǒmen de Tàiguó kèfú Zhōngwén dōu hái bùcuò.

我们的泰国客服中文都还不错。

Their Chinese is pretty good.

304

Yǒu zhège yāoqiú ma? Nǐ zài zhāogōng de shíhou?

有这个要求吗？你在招工的时候？

Is that a requirement when you recruit?

305

Yǒu, zhāopìn de shíhou huì yòng Zhōngwén miànshì ma,

有，招聘的时候会用中文面试嘛，

Yes, when recruiting, we conduct our interviews in Chinese,

306

nà Zhōngwén miànshì jiù huì miànshì chū tā de shuǐpíng rúhé.

那中文面试就会面试出他的水平如何。

so we can assess their level of proficiency.

307

Dàbùfen wǒmen de kèfú dōu yǒu zài Zhōngguó liúxué guo.

大部分我们的客服都有在中国留学过。

Most of our customer service staff has studied in China.

308

Nǐ juéde qù Zhōngguó liúxué de Tàiguórén duō ma?

你觉得去中国留学的泰国人多吗？

Do you think there are many Thais who have studied in China?

## Taiwanese Guy Talks About Starting a Language School in Thailand

309

Suàn mán duō

算蛮多

Quite a lot.

310

Tàiguórén qù Zhōngguó liúxué,

泰国人去中国留学,

Many Thai students choose to study in China

311

Zhōngguó zhèngfǔ yǒu hěn duō bǔzhù, duì

中国政府有很多补助, 对

because the Chinese government provides a lot of subsidies,

312

suǒyǐ tāmen xuéfei de bùfen kěyǐ miǎndiào,

所以他们学费的部分可以免掉,

which means they can be exempted from paying tuition fees.

313

ránhòu shènzhì kěnéng huì yǒu língyòngqián a děngděng,

然后甚至可能会有零用钱啊等等,

They may even receive pocket money

314

huì yǒu hěn duō bǔzhù

会有很多补助

and other subsidies.

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315

Suǒyǐ jiù Tàiguórén éryán,

所以就泰国人而言，

So for Thai people,

316

xué Zhōngwén qù Zhōngguó liúxué duì jiālǐ de fùdān shì bǐjiào xiǎo de.

学中文去中国留学对家里的负担是比较小的。

studying in China places a relatively small burden on their families.

317

Nà tā xuéxí le Zhōngwén huì...

那他学习了中文会...

Will learning Chinese

318

nénggòu bāngzhù tāmen zài Tàiguó zhǎo gōngzuò ma?

能够帮助他们在泰国找工作吗？

help them find jobs in Thailand?

319

Huì, zài Tàiguó, yóuqíshì Màngǔ

会，在泰国，尤其是曼谷

Yes, especially in Bangkok.

320

yīnwèi Màngǔ shì yī gè guójìhuà de dàchéngshì,

因为曼谷是一个国际化的大城市，



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Bangkok is an international city,

321

biànréng Yīngwén shì yī gè mǎn pǔbiàn de yǔyán.

变成英文是一个蛮普遍的语言。

and English is relatively commonly spoken.

322

Huì Zhōngwén de Tàiguórén huì bǐ huì Yīngwén de Tàiguórén

会中文的泰国人会比会英文的泰国人

So, Thai people who can speak Chinese will have a higher starting salary

323

qǐ xīn huì zài gāo yīdiǎn, gōngzuò jīhuì yě huì zài duō yīdiǎn.

起薪会再高一点，工作机会也会再多一点。

and more job opportunities than those who only speak English.

324

Shì yīnwèi yǒu hěn duō Zhōngguó rén zài zhèbiān zuòshēngyì ma? | Duì

是因为有很多中国人在这边做生意吗？ | 对

Is it because there are many Chinese businesses here? | Yes.

325

Jiǎrú shuō wǒ zuòwéi yī gè Zhōngguó rén,

假如说我作为一个中国人，

As a Chinese, will it be easy for me

326

wǒ lái Tàiguó zhǎo gōngzuò róngyì ma?

## Taiwanese Guy Talks About Starting a Language School in Thailand

我来泰国找工作容易吗？

to find a job in Thailand?

327

Zìjǐ chuàngyè hái hǎo, dànshì dānchún zhǎo gōngzuò yào huì Tàiyǔ.

自己创业还好，但是单纯找工作要会泰语。

It will be okay if you start your own business, but if you want to find a job, you will need to know Thai.

328

Nà jiùshì hěn nán bei, wǒ juéde Tàiyǔ hěn nán

那就是很难呗，我觉得泰语很难

That means, it will be difficult because Thai is hard to learn.

329

jiùshì nàge wénzì a kànqīlai xiàng gè mǎyǐ yīyàng de, érqǐě hěn xiǎo

就是那个文字啊看起来像个蚂蚁一样的，而且很小

The text looks like ants because it's very small.

330

Wǎngluò shàng yǒurén huì bǎ nàge pàomiàn tàiyìn zhīhòu yìn zài zhǐ shàng,

网络上有人会把那个泡面拓印之后印在纸上，

On the Internet, people throw instant noodles on a piece of paper

331

ránhòu shuō zhè shì Tàiwén, jiù xiàng kēdǒu wén yīyàng.

然后说这是泰文，就像蝌蚪文一样。

and say that it is Thai language. It's just like Tadpole script.

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332

Wǒ yě juéde xiàng nàge

我也觉得像那个

I also think it looks like (pasta).

333

Tàiwén dúxiě zhēnde nán, kěshì Tàiwén de kǒu shuō bù nán

泰文读写真的难，可是泰文的口说不难

Reading and writing Thai is really difficult, but speaking isn't.

334

Nà duìyú Tàiguórén láishuō xué Zhōngwén huì nán ma?

那对于泰国人来说学中文会难吗？

Is it difficult for Thai people to learn Chinese?

335

Fāyīn bùfen huì bǐjiào nán yīdiǎn,

发音部分会比较难一点，

The pronunciation is quite difficult,

336

dànshì yǔfǎ xiāngjiào éryán shì mán jiǎndān de.

但是语法相较而言是蛮简单的。

but grammar is relatively simple.

337

Dāngrán xiězuò yuèdú jiù tǐng nán de,

当然写作阅读就挺难的，

Of course, writing and reading are very difficult,

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338

yīnwèi wǒmen Zhōngwén zì měi gè zì dōu xiàng túpiàn yīyàng huì piān nán.

因为我们中文字每个字都像图片一样会偏难。

because each Chinese character is like a picture, so it can be quite challenging.

339

Nǐ píngcháng gēn Tàiguó yuángōng shì yòng Zhōngwén háishi yòng Tàiyǔ gōutōng?

你平常跟泰国员工是用中文还是用泰语沟通？

Do you communicate with Thai employees in Chinese or Thai?

340

Hé Zhōngwén kèfú wǒ huì yòng Zhōngwén gōutōng,

和中文客服我会用中文沟通，

With our customer service employees who deal with Chinese, I will speak Chinese

341

yīnwèi wǒmen jiǎng de gōngzuò nèiróng

因为我们讲的工作内容

because what we discuss

342

chángcháng shì zhíjiē yào hé kèrén gēn xuésheng shuō de,

常常是直接要和客人跟学生说的，

often needs to be directly communicated to customers.

343

suǒyǐ wǒ xīwàng wǒ dōu jiǎng Zhōngwén,

所以我希望我都讲中文，

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So I want to speak Chinese

344

tāmen kěyǐ zhíjiē chuándá dào gèrén shàngmiàn

他们可以直接传达到个人上面

so that they can convey my words directly.

345

Nà gēn qítā rén dàbùfen shì jiǎng Tàiwén.

那跟其他人大部分是讲泰文。

With other employees, I mostly speak Thai.

346

Bùrán fānyì yīxià kěnéng hái huì yǒuyīxiē wùjiě | Duì

不然翻译一下可能还会有一些误解 | 对

Otherwise, there may be some misunderstandings with translation. | Right.

347

Chuàngyè chūqī de shíhòu yǒuméiyǒu pèngdào shénme tiǎozhàn,

创业初期的时候有没有碰到什么挑战，

Did you encounter any challenges during the early stage of your startup,

348

chúle yìqíng qījiān?

除了疫情期间？

apart from the pandemic?

349

Gāng kāishǐ zuì dà de tiǎozhàn yīnggāi shì zhuānghuáng de shíhòu,

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刚开始最大的挑战应该是装潢的时候，

The biggest challenge at the beginning was probably when we were remodeling (our school)

350

zhǔnbèi yào qǐng gōngrén lái shuā yóuqī a děngděng zhīlèi de

准备要请工人来刷油漆啊等等之类的

and when we were preparing to hire workers to paint and do other similar tasks.

351

Tàiguórén bùdiào bǐjiào màn yīdiǎn,

泰国人步调比较慢一点，

Thai people tend to work at a slower pace,

352

suǒyǐ tāmen zuò hěn duō shìqīng dōu màn màn lái

所以他们做很多事情都慢慢来

so they do many things very slowly.

353

Jiǎshè tā shuō zhège gōngqī liǎng gè yuè huì wánchéng,

假设他说这个工期两个月会完成，

For example, if they say the construction will be completed in two months,

354

dàn zuìhòu kěnéng huì dào sān gè yuè huòshì sì gè yuè

但最后可能会到三个月或是四个月

it may end up taking three or four months.

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355

Huì tuō zhème jiǔ a? | Huì tuō, duì

会拖这么久啊? | 会拖, 对

Will they take this long? | Yes.

356

Rúguǒ dàjiā yǒu jīhuì zài Tàiguó dehuà,

如果大家有机会在泰国的话,

If you have a chance to be in Thailand,

357

yǒu chuàngyè, yǒu zhuāngxiū, yǒu qǐng gōng rén,

有创业、有装修, 有请工人,

and you want to start a business, remodel your shops or hire workers,

358

jìzhu yīdiǎn, gāng kāishǐ xiān fù sānshí percent de dìngjīn,

记住一点, 刚开始先付 30 percent 的定金,

remember this: pay 30% deposit at the beginning

359

ràng tā qù mǎi cáiliào

让他去买材料

and let them buy materials.

360

bùyào jízhē bǎ yībǎi percent fù diào

不要急着把 100 percent 付掉

Don't rush to pay 100% of the cost

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361

yě bù yào fēn wǔ shí wǔ shí, xiān fù sān shí

也不要分 50/50, 先付 30

and don't divide it into 50/50. Just pay 30%.

362

fù wán sān shí zhī hòu, tā zhōngjiān gōngchéng dào yībàn le,

付完 30 之后, 他中间工程到一半了,

After paying 30% and when the project is halfway done,

363

nǐ zài fù sān shí zài ràng tā qù mǎi shèngxià de cáiliào,

你再付 30 再让他去买剩下的材料,

you can pay another 30% and let them buy the remaining materials.

364

děng zuì hòu shōu wěi wán zài bǎ sì shí percent fù diào.

等最后收尾完再把 40 percent 付掉。

Finally, pay the remaining 40% upon completion of the project.

365

Nǐ yī kāishǐ fù le bǎi fēn zhī bǎi?

你一开始付了百分之百?

Did you pay 100% at the beginning?

366

Méi yǒu, wǒ men gāng kāishǐ yīn wèi shì Tàiguó hé huǒ rén fù zé de

没有, 我们刚开始因为是泰国合伙人负责的



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No, we didn't. Because it was our Thai partner who took care of this part,

367

suǒyǐ zhè bùfen dàoshi wèntí bùdà.

所以这部分倒是问题不大。

so there wasn't any problems.

368

Dàn wǒ tīng guo hěn duō qiánbèi kěnéng gāng kāishǐ fù le bǎifēnzhī wǔshí,

但我听过很多前辈可能刚开始付了百分之五十，

I've heard that many people paid 50% at the beginning.

369

tā mǎi wán cáiliào fàng zài nàr

他买完材料放在那儿

The workers bought the materials,

370

nǐ kàndào yǒu cáiliào le, shìbùshì zhǔnbèi yào dònggōng le?

你看到有材料了，是不是准备要动工了？

and when the (business people) saw this, they thought that the workers were ready to get started.

371

Guò jǐtiān zài qù kàn cáiliào méi le,

过几天再去看材料没了，

But a few days later, when they went to check again,

372

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tā bǎ tā ná qù mài le, rén pǎo le

他把它拿去卖了，人跑了

they found out that the workers sold the materials and ran away.

373

Á, huì yǒu zhèyàng de qíngkuàng a? | Huì yǒu zhèyàng de qíngkuàng

啊，会有这样的情况啊？ | 会有这样的情况

Really? Such things happen? | Yes.

374

érqiě hěn duō, tā yóuqí kàn nǐ shì gè wàiguórén

而且很多，他尤其看你是个外国人

And It happens often, especially when they see that you are a foreigner.

375

suǒyǐ zhǎo yī gè Tàiguó héhuǒrén huì bǐjiào hǎo.

所以找一个泰国合伙人会比较好。

So it's better to find a Thai partner.

376

Duì, zhǎo yī gè xīndeguò de Tàiguó héhuǒrén

对，找一个信得过的泰国合伙人

Yes, find a trustworthy Thai partner.

377

ránhòu jìde a! Héyuē shénme dōu yào xiě hǎo,

然后记得啊！合约什么都要写好，

Also, remember to make contracts

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378

ránhòu qián yě bù yào jí zhe gěi

然后钱也不要急着给

and don't rush to pay.

379

Dàn shì qiān hé yuē rú guǒ shuō nǐ Tàiwén bù hǎo,

但是签合约如果说你泰文不好，

But if your Thai is not very good,

380

nǐ zhǎo fānyì nǐ yě bù yīdìng néng xīn de guò tā, yě huì yǒu wèntí a

你找翻译你也不一定能信得过他，也会有问题啊

you will need to find a translator, and if you cannot trust the translator, there will still be problems.

381

Yě huì yǒu wèntí,

也会有问题，

Yes.

382

dàn shì wǎng luò shàng yīng gāi dōu yǒu gōng bǎn de Tàiguó hé yuē,

但是网络上应该都有公版的泰国合约，

But there should be Thai

383

huò shèn zhì shì Yīng wén hé yuē yě kě yǐ.

或甚至是英文合约也可以。

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or even English contract templates online.

384

Zhǔyào héyuē yào xiě hǎo, Yīngwén yě méiguānxi,

主要合约要写好，英文也没关系，

The most important thing is to write a clear contract, even English is fine.

385

ránhòu fùyìn hǎo tā de Tàiguó shēnfènzhèng děngděng a

然后复印好他的泰国身份证等等啊

Also, make copies of their Thai ID cards and so on.

386

Rúguǒ tā rén bùjiàn de shíhou, nǐ zhìshǎo zhǎo jǐngchá kěyǐ zhǎodào tā.

如果他人不见的时候，你至少找警察可以找到他。

Even if they disappear, you can at least find them through the police.

387

Nǐmen gāng kāishǐ yǒu sì gè héhuǒrén ma, duì ba?

你们刚开始有四个合伙人嘛，对吧？

At the beginning, you had four partners, right?

388

Kěndìng měigerén de xiǎngfǎ yěxǔ huì yǒuyīdiǎn bù yīyàng ma,

肯定每个人的想法也许会有一点不一样嘛，

Since everyone may have slightly different thinking,

389

yǒuméiyǒu yīnwèi yìjiàn bùtóng

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有没有因为意见不同

did you ever have arguments or conflicts

390

ér fāshēng guo shénme zhēnglùn huòzhě shì máodùn?

而发生过什么争论或者是矛盾？

due to differences in opinion?

391

Duōduōshǎoshǎo háishi yǒu la,

多多少少还是有啦，

Yes, more or less.

392

wǒ juéde zuò A bǐjiào hǎo, tā juéde B bǐjiào hǎo,

我觉得做 A 比较好，他觉得 B 比较好，

For example, I think option A is better, while he thinks option B is better,

393

ránhòu tā yòu juéde C bǐjiào hǎo, ránhòu dàjiā méiyǒu yī gè

然后他又觉得 C 比较好，然后大家没有一个

and another person thinks option C is better. We don't have a...

394

Tǒngyī de | Duì

统一的 | 对

A consensus. | Right.

395

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Ránhòu yě méiyǒu yīgèrén kěyǐ zhēnzhèng de zuò juécè huò juédìng,

然后也没有一个人可以真正地做决策或决定，

And no one could make final decisions.

396

nà chángcháng jiù huì láilái huíhuí.

那常常就会来来回回。

So we kept going back and forth.

397

Suǒyǐ, háiǎo la

所以，还好啦

But it's alright.

398

Duōduōshǎoshǎo hái shì zǒu de xiàqu,

多多少少还是走得下去，

We still made it work,

399

zhǐshì juécè shàng huì yǒuyīdiǎn yìjiàn de bùtóng

只是决策上会有一些意见的不同

even though we had some differences in opinion on decision-making.

400

Zuòwéi wàiguórén zài Tàiguó kāi gōngsī yǒu shénme yāoqiú ma?

作为外国人在泰国开公司有什么要求吗？

What are some of the requirements for foreigners to start a business in Thailand?

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401

Wàiguórén zài Tàiguó zhǔyào jǐge diǎn:

外国人在泰国主要几个点:

There are several main (requirements):

402

Dìyī, Tàiguórén de gǔfèn yào zhàn dào wǔ shí percent yǐshàng,

第一, 泰国人的股份要占到 50 percent 以上,

First, the Thai partners must hold more than 50% of the share,

403

suǒyǐ nénggòu yǒu zhǔdǎoquán zhàngmiàn shàng de yīdìng shì Tàiguórén.

所以能够有主导权账面上的一定是泰国人。

so on paper, Thai people must have the majority position in the company.

404

Dì'èr, zhège gōngsī yào qǐng sì gè Tàiguórén,

第二, 这个公司要请四个泰国人,

Secondly, if a company wants to hire a foreign employee, it needs to hire four Thai employees

405

ránhòu tóuzī le yī bǎiwàn cái kěyǐ qǐng yī wèi wàiguórén.

然后投资了一百万才可以请一位外国人。

and invests one million bahts (\$28,114).

406

Jiùshì píngjūn měi sì gè Tàiguó yuángōng

就是平均每四个泰国员工

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For every foreign employee,

407

cái kěyǐ qǐng yī gè wàijí yuángōng? | Dui

才可以请一个外籍员工? | 对

you need to hire four Thais? | Yes.

408

Nà rúguǒshuō xiàng nǐmen xuéxiào yǒu hǎo jǐge wàijí de lǎoshī,

那如果说像你们学校有好几个外籍的老师,

Your school has several foreign teachers,

409

háiyǒu Zhōngguó de lǎoshī, dōu shǔyú wàijí ma | Dui

还有中国的老师, 都属于外籍嘛 | 对

including Chinese teachers. They are all foreigners, right? | Yes.

410

Nà nǐmen bù děiyào qǐng duōshao gè Tàiguó yuángōng?

那你们不得要请多少个泰国员工?

So, how many Thai employees did you need to hire?

411

Yīnwèi wàijí lǎoshī bù zài zhège fànchóu nèi,

因为外籍老师不在这个范畴内,

Foreign teachers are not included in this requirement.

412

xiàng yǒuxiē guójì xuéxiào tā kěnéng méi shénme Tàiguó lǎoshī,



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像有些国际学校他可能没什么泰国老师，

For example, some international schools may not have many Thai teachers,

413

dàn tā wàijí lǎoshī yào... tā xūqiú liàng fēicháng duō.

但它外籍老师要... 它需求量非常多。

but they need a lot of foreign teachers.

414

Suǒyǐ wàijí lǎoshī zhǐyào tā de shēnfèn shì hégé de,

所以外籍老师只要他的身份是合格的，

Therefore, as long as they are qualified,...

415

xiàng wǒmen xuéxiào de lǎoshī

像我们学校的老师

For example, teachers in my school

416

tā dōu xūyào yǒu dàxué shì jiàoxué xiāngguān kēxì,

他都需要有大学是教学相关科系，

all studied teaching-related majors in university

417

huòshì yǒu jiàoxué xiāngguān de zhèngzhào děngděng,

或是有教学相关的证照等等，

or have teaching-related certificates, and so on.

418

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cái yǒubànfǎ chéngwéi lǎoshī.

才有办法成为老师。

Only then can they become teachers (in Thailand).

419

Shì xūyào jīngguò jiàoyùbù pīzhǔn de.

是需要经过教育部批准的。

They need to be approved by the Ministry of Education.

420

Nà qǐng wàijí yuángōng huì bǐ qǐng dāngdì de Tàiguó yuángōng gèng máfan ma?

那请外籍员工会比请当地的泰国员工更麻烦吗？

Is hiring foreign employees more troublesome than hiring local employees?

421

Huì, dìyī qiānzhèng hěn máfan, chángcháng yào qù zuò xùqiān

会，第一签证很麻烦，常常要去做续签

Yes, first of all, the visa process is very complicated and it requires frequent renewals.

422

Nà wǒ hái yǒu gōngzuò zhèng de wèntí

那我还有工作证的问题

Also, there's the issue of work permits.

423

Wǒ jīntiān gōngzuò zhèng kěnéng yīyuè dàoqī,

我今天工作证可能一月到期，

For example, my work permit expires in January,

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424

dàn wǒ gōngzuò qiānzhèng sìyuè dàoqī,

但我工作签证四月到期，

but my visa may expire in April

425

wǒ liǎng gè dōu yào qù bàn lǐ, wǒ jiù děi qǐngjià

我两个都要去办理，我就得请假

and I'll have to take off from work to deal with both.

426

Jiāshàng qù yí míng jú bàn lǐ qiānzhèng,

加上去移民局办理签证，

In addition, when you go to the immigration office to renew the visa,

427

yǒushíhòu nàgè wénjiàn bùshì yīcì jiù huì guò.

有时候那个文件不是一次就会过。

sometimes the documents don't get approved the first time.

428

Tàiguó yǒushíhòu zhèngfǔ zhēnde huì bǐjiào fǔbài yīdiǎn,

泰国有时候政府真的会比较腐败一点，

The Thai government can be quite corrupt sometimes.

429

nǐ kěnéng qián méiyǒu dào wèi dehuà,

你可能钱没有到位的话，

If you don't pay enough

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430

nǐ wénjiàn yòu yǒu wèntí, nà nǐ gétiān yòu yào zài qù.

你文件又有问题，那你隔天又要再去。

and if there's a problem with your documents, you'll have to go back the next day.

431

Nǐ yòu děi gēn lǎobǎn qǐngjià, ránhòu lǎobǎn qǐng yī gè wàiguórén,

你又得跟老板请假，然后老板请一个外国人，

You'll have to ask for leave again. Also, when you hire foreign staff,

432

tā jiǎo de shuì gēn xīnshuǐ yòu piāngāo.

他缴的税跟薪水又偏高。

you will have to pay higher taxes and salaries.

433

Suǒyǐ nǐmen xuéxiào xiāngduì lái shuō qǐng yuángōng zhè fāngmiàn yōushì bùdà,

所以你们学校相对来说请员工这方面优势不大，

So, your school doesn't have much advantage in terms of hiring employees,

434

yīnwèi nǐ qǐng de dōu shì wàijí yuángōng, duì ba? | Duì

因为你请的都是外籍员工，对吧？ | 对

because you're mostly hiring foreign employees, right? | Yes.

435

Jiǎshè wǒ lái Tàiguó kāi gōngsī,

假设我来泰国开公司，

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If I come to Thailand and set up a company,

436

wǒ zuòwéi lǎobǎn dehuà, nà wǒ yào ná shénmeyàng de qiānzhèng ne?

我作为老板的话，那我要拿什么样的签证呢？

as the boss, what kind of visa should I apply for?

437

Bùguǎn nǐ jīntiān fùzérén shì shénme qiānzhèng de dōu kěyǐ chénglì gōngsī,

不管你今天负责人是什么签证的都可以成立公司，

You can establish a company regardless of the type of visa you are holding.

438

nǐ ná zhe guānguāng qiān guòlái yě kěyǐ chénglì gōngsī.

你拿着观光签过来也可以成立公司。

Even if you have a tourist visa, you can still establish a company.

439

Chénglì wán gōngsī hòu, nǐ xiǎng zài Tàiguó dāi jiǔ yīdiǎn,

成立完公司后，你想在泰国待久一点，

After setting up the company and if you want to stay longer in Thailand,

440

nà nǐ kěnéng jiù kǎolù yào qù bàn shāngwù qiān,

那你就考虑要去办商务签，

you may consider applying for a business visa

441

bàn wán shāngwù qiān zhīhòu zhuǎn chéng gōngzuò qiān dēngděng.

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办完商务签之后转成工作签等等。

and then convert it into a work visa.

442

Bànlǐ yíngyè zhízhào shénmede huì hěn máfan ma?

办理营业执照什么的会很麻烦吗？

Is it a hassle to apply for a business license?

443

Bànlǐ yíngyè zhízhào yào zhǎodào hǎo de kuàijìshī huòshì shìwùsuǒ.

办理营业执照要找到好的会计师或是事务所。

To apply for a business license, you need to find a good accountant or firm.

444

Xiànzài huì jiǎng Zhōngwén de shìwùsuǒ huòshì Yīngwén de shìwùsuǒ hěn duō,

现在会讲中文的事务所或是英文的事务所很多，

There are many firms that (have staff) who can speak Chinese or English,

445

yóuqí zài Màngǔ, nǐ kěyǐ hěn qīngsōng de zhǎodào

尤其在曼谷，你可以很轻松地找到

especially in Bangkok. You can easily find (a company).

446

huòzhě zhǎodào Tàiguó kuàijìshī, tā yě kěyǐ bāng nǐ bàn.

或者找到泰国会计师，他也可以帮你办。

Or, you can find a Thai accountant to help you.

447

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Wǒ bù zhīdào Tàiguó shì zěnmeyàng de,

我不知道泰国是怎么样的，

I don't know how it is in Thailand,

448

xiàng zài dàlù zhèbiān rúguǒshuō yào kāi gōngsī dehuà,

像在大陆这边如果说要开公司的话，

but if you want to start a company in mainland China,

449

nǐ zhízhào shàng huì xiě yī gè zhùcè zījīn,

你执照上会写一个注册资金，

your business license will indicate a registered capital.

450

zhèbiān yǒu zhège yāoqiú ma?

这边有这个要求吗？

Is there a requirement for capital (in Thailand)?

451

Yǒu, wǒmen hái shì yǒu zīběn de yāoqiú

有，我们还是资本的要求

Yes, there is.

452

Jiù xiàng wǒ gānggang shuō sì wèi Tàiguórén jiā yī bǎiwàn de zīběn,

就像我刚刚说四位泰国人加一百万的资本，

Just like I said earlier, (for every foreign staff) you need to hire four Thai people plus invest one million bahts in capital.

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453

suǒyǐ nǐ qǐng de wàiguórén yuè duō, nǐ de zīběn jiù yào yuè wǎng shàng.

所以你请的外国人越多，你的资本就要越往上。

So the more foreigners you hire, the higher your capital investment has to be.

454

Nà wèishénme yǒuxiē xiǎo gōngsī tā bù yuànyì qǐng wàiguórén?

那为什么有些小公司他不愿意请外国人？

So, why are some small companies unwilling to hire foreigners?

455

Yīnwèi tā de zīběn é dà dào yīdìng chéngdù

因为它的资本额大到一定程度

Because when their capital investment reaches a certain level,

456

chāoguò wǔ bǎiwàn, liù bǎiwàn de shíhou,

超过五百万、六百万的时候，

exceeding five or six million bahts,

457

tā jiù bùnéng chēngwéi xiǎo de qǐyè xiǎo de gōngsī.

它就不能称为小的企业小的公司。

they can no longer be considered a small business or company.

458

Nà yī tuōlí zhège fànchóu,

那一脱离这个范畴，



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Once they exceed this threshold,

459

nǐ de shuījīn jiù huì wǎng shàng zài tiào yī gè céngjí

你的税金就会往上再跳一个层级

their taxes will jump to a higher level,

460

nà nǐ jiǎo de shuì jiù yào gèng duō,

那你缴的税就要更多，

and they will have to pay more taxes

461

yīnwèi nǐ bùshì xiǎoqǐyè le, zhèngfǔ bù xūyào qù bǔzhù.

因为你不是小企业了，政府不需要去补助。

because they are no longer a small business and the government no longer needs to  
subsidize it.

462

Nǐmen zhèzhǒng shì yǒu bǔzhù de ma?

你们这种是有补助的吗？

Do you receive subsidies?

463

Yīnwèi wǒmen shì jiàoyù hángyè,

因为我们是教育行业，

Since we are in the education industry,

464

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suǒyǐ wǒmen shuìjīn shì yǒu shāowēi bǔzhù de.

所以我们税金是有稍微补助的。

we receive some subsidies on our taxes.

465

Qiánmiàn nǐ yǒu shuōdào, rúguǒshuō yào zhùcè yī jiā gōngsī,

前面你有说到，如果说要注册一家公司，

You mentioned earlier that if we want to register a company,

466

xūyào Tàiguórén chígǔ bǎi fēn zhī wǔshíyī, duì ba? | Duì

需要泰国人持股 51%，对吧？ | 对

Thai people need to hold 51% of the shares, right? | Yes.

467

Nà zhège huibùhuì zàochéng fēngxiǎn?

那这个会不会造成风险？

Does this pose any risks?

468

Jiù bǐrúshuō zhège Tàiguórén

比如说这个泰国人

For example, the Thai person

469

nǐ kěnéng méiyǒu nàme xīndeguò

你可能没有那么信得过

may not be trustworthy.

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470

Duì, duōshǎo huì yǒu fēngxiǎn la,

对，多少会有风险啦，

Yes, there will be some risks

471

yīnwèi bìng tā zhàn le wǔshíyī, zhàngmiàn shàng zhàn le wǔshíyī

因为毕竟他占了 51，账面上占了 51

because after all, they hold 51% of the share on paper.

472

Nà hěn duō rén huì gēn nǐ jiànyì shuō,

那很多人会跟你建议说，

So, many (Thais) will suggest to you

473

méiguānxi, wǒmen sīdǐxia zài qiān yī gè héyuē,

没关系，我们私底下再签一个合约，

that it's okay, you can sign a private contract saying

474

shuō tā zhàn de zhège wǔshíyī bùsuàn na, huòshì yǒu qítā de héyuē

说他占的这个 51 不算哪，或是有其他的合约

that the 51% they hold doesn't count, or make some other type of contracts.

475

Zhège héfǎ ma? | Bù héfǎ

这个合法吗？ | 不合法

Is this legal? | No, it's not.

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476

Nádào táimiàn shàng lái jiǎng, bùguǎnzěnyàng,

拿到台面上来讲，不管怎样，

Officially, the Thai person must hold 51% of the share,

477

tā jiùshì děi zhàn dào wǔshíyī.

他就是得占到 51。

no matter what.

478

Rúguǒ tā zhēnde yào shuā liúmáng dehuà,

如果他真的要耍流氓的话，

If he really wants to cheat you,

479

nǐ yě méibànfǎ, jíshǐ yǒu zhè fèn sīdǐxia de hétong?

你也无法，即使有这份私底下的合同？

there will be nothing you can do, even if you have a private contract, right?

480

Duì, hái yǒu yī gè fāngfǎ shì Tàiguórén zhàn wǔshíyī,

对，还有一个方法是泰国人占 51，

Right. Although Thai people must hold 51% of the shares,

481

dàn nǐ jīntiān kěyǐ zhǎo shí gè èrshí gè huò shènzhì shàng bǎi gè Tàiguó rén,

但你今天可以找十个二十个或甚至上百个泰国人，

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you can find 10, 20 or even 100 different Thais

482

bǎ zhèxiē gǔfèn xīshì diào.

把这些股份稀释掉。

to dilute these shares among them.

483

Nà zhèxiē rén kěnéng hùxiāng yě bù rènshi,

那这些人可能互相也不认识，

These people may not even know each other,

484

nín jiù bǐjiào bùhuì yǒu wèntí.

您就比较不会有问题。

so you would be less likely to have any issues.

485

Bùguò zǒngguī éryán, xīndeguò de partner hěn zhòngyào.

不过总归而言，信得过的 partner 很重要。

However, ultimately, having a trustworthy partner is very important.

486

Zěnmé néng zhǎodào yī bǎi gè Tàiguórén, hái bù rènshi?

怎么能找到一百个泰国人，还不认识？

How can I find a hundred Thai people who don't know each other?

487

Tàiguó yǒuyīxiē shìwùsuǒ, lùshìshìwùsuǒ dēngdēng

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泰国有一些事务所，律师事务所等等

There are some companies in Thailand, including law firms

488

tāmen kěyǐ xiézhù nǐ bāng nǐ zhǎodào shìhé de rén.

他们可以协助你帮你找到适合的人。

that can assist you in finding the right people.

489

Zài Tàiguó jīngshāng, nǐ juéde huárén gēn ōuměi rénshì xiāngbǐ,

在泰国经商，你觉得华人跟欧美人士相比，

When doing business in Thailand, between Chinese and Westerners,

490

nǎyīge huì gèng yǒu yōushì?

哪一个会更有优势？

who do you think has more advantages?

491

Mùqián gǎnshòu xiàlai yīyàng, dōu shì wàiguórén

目前感受下来一样，都是外国人

So far, I feel that it's the same since they're all foreigners.

492

Huárén yǒu yī gè xiǎo quēdiǎn la,

华人有一个小缺点啦，

But there is a small disadvantage for Chinese people.

493

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jiùshì zhè yī liǎng nián zài Tàiguó nàole xǔduō huárén de fùmiàn xīnwén.

就是这一两年在泰国闹了许多华人的负面新闻。

In the past one or two years, there has been many negative news about Chinese people in Thailand.

494

Lìrú?

例如?

For example?

495

Qùnián niándǐ de shíhou, yǒu yī wèi dàlù rén

去年年底的时候，有一位大陆人

At the end of last year, a mainland Chinese person

496

zài Tàiguó de shìqū kāi le yī jiān dǔchǎng, fēifǎ dǔchǎng

在泰国的市区开了一间赌场，非法赌场

opened an illegal casino in downtown (Bangkok),

497

ránhòu hái bèi zhèngfǔ cháfēng.

然后还被政府查封。

which was then shut down by the government.

498

Ránhòu zhèzhǒng shìqíng yī gè yī gè bào chūlai hòu,

然后这种事情一个一个爆出来后，

After such incidents were exposed one after another,

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499

huárén zài zhèbiān shèlì gōngsī,

华人在这边设立公司，

when Chinese people set up companies here,

500

xiāngduì de zhìdù yěhǎo huòshì bànǐ de shǒuxù yěhǎo jiù huì bǐjiào fùzá

相对的制度也好或是办理的手续也好就会比较复杂

the system or procedures for handling them became more difficult.

501

Zhèngfǔ jiù huì biànde tèbié yángé,

政府就会变得特别严格，

The government became very strict with Chinese,

502

huòshì shènzhì yǒuxiē gōngsī tā jiù bù jiē huárén de shēngyì.

或是甚至有些公司他就不接华人的生意。

some companies even refused to do business with them.

503

Zhèngfǔ fāngmiàn tāmen huì qūbié duìdài huárén gēn ōuměi rén ma?

政府方面他们会区别对待华人跟欧美人吗？

Does the government treat Chinese differently than Westerners?

504

Yǒuxiē shíhòu shì huì de, xiàng yǐ bànǐ xuésheng qiānzhèng láijiǎng,

有些时候是会的，像以办理学生签证来讲，



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Sometimes they do. For example, in terms of handling student visas,

505

bùfen de guójiā shì xūyào liángmín zhèng, wú fànzui zhèngmíng

部分的国家是需要良民证、无犯罪证明

people from some countries are required to have police clearance certificates.

506

Zhōngguó rén xūyào ma? | Xūyào

中国人需要吗? | 需要

Are Chinese required? | Yes, they are.

507

Nà yǒu bùfen guójiā shuō bù xūyào bàn lǐ

那有部分国家说不需要办理

However, some countries aren't required to provide these documents.

508

Nǐ kāi de shì xuéxiào ma, nà nǐ juéde zài Tàiguó kāi xuéxiào

你开的是学校嘛，那你觉得在泰国开学校

Since you're running a school, compared to running a company or a restaurant,

509

gēn kāi gōngsī huòzhě cāntīng xiāngbǐ nǎ yī gè gèng nán?

跟开公司或者餐厅相比哪一个更难?

which one is more difficult?

510

Wǒ juéde cāntīng huì bǐjiào kùnnan.

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我觉得餐厅会比较困难。

I think running a restaurant is more difficult.

511

Yīnggāi zhèyàng shuō hǎo le, yǐ chénggōng lǜ, xuéxiào huì gāo yīdiǎn

应该这样说好了，以成功率，学校会高一点

I should say, it's more likely to succeed if you run a school.

512

Wèishénme? | Cāntīng de jìngzhēng hěn dà

为什么？ | 餐厅的竞争很大

Why? | Because it's very competitive to run a restaurant.

513

Jiāshàng nǐ zài Tàiguó kāi cāntīng,

加上你在泰国开餐厅，

Plus, when you open a restaurant in Thailand,

514

nǐ yào ràng xiàmiàn de rén zhào zhe nǐ de fāngshì qù zuò,

你要让下面的人照着你的方式去做，

and if you want your staff to follow your instructions,

515

yǒushíhòu huì yǒuyīdiǎn kùnnan, chúfēi nǐ shì zuò huǒguō.

有时候会有一点困难，除非你是做火锅。

it can be a little difficult, unless it's a hotpot restaurant.

516

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Huǒguō hái hǎo, nǐ tāng dǐ tiáo hǎo

火锅还好，你汤底调好

With hotpot, you just need to prepare the soup,

517

Duānshàng cài jiù hǎo le | Shuàn jiù hǎo le, duì

端上菜就好了 | 涮就好了，对

And serve raw vegetables. | and heat it up.

518

Nà jīntiān rúguǒ shì cài

那今天如果是菜

If you're serving regular dishes,

519

kěnéng yào bùtóng de bǐlì huòzhě shì zuòcài de bùzhòu dēngděng.

可能要不同的比例或者是做菜的步骤等等。

you might have to be specific with proportions or cooking steps.

520

Yǒushíhòu dǐxia de Tàiguó yuángōng

有时候底下的泰国员工

Sometimes, Thai employees

521

bǐjiào méiyǒu bànfǎ zhào nǐ de xiǎngfǎ qù zǒu,

比较没有办法照你的想法去走，

might not follow your instructions exactly,

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522

tāmen huì yǒu zìjǐ de xiǎngfǎ.

他们会有自己的想法。

and they might have their own ideas about how to prepare the food.

523

Bùshì zhāo Zhōngguó de chúshī ma?

不是招中国的厨师吗？

Don't they hire Chinese cooks?

524

Zhōngguó chúshī nǐ jiù yào bāng tā bàn gōngzuò zhèng ma

中国厨师你就要帮他办工作证嘛

If you hire Chinese cooks, you'll have to help them get work permits.

525

suǒyǐ hái bù rú jiāo Tàiguórén chǎo Zhōngguócài, shì ba?

所以还不如教泰国人炒中国菜，是吧？

So it's better to teach Thai people to cook Chinese food, right?

526

Duì, yǒu hěn duō cāntīng kěnéng méiyǒu bànfǎ zhēnde shèlì yī gè gōngsī,

对，有很多餐厅可能没有办法真的设立一个公司，

Right, many restaurants may not be able to set up a company

527

ránhòu cóng Zhōngguó zhǎo gè chúshī guòlái,

然后从中国找个厨师过来，

and hire cooks from China.

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528

nàge xīnzī de chéngběn dēngděng dōu bùshì hěn shìhé.

那个薪资的成本等等都不是很适合。

Also, their salary (is higher than Thai cooks). So, it's not suitable.

529

Zài zhāo yuángōng fāngmiàn yǒu pèngdào shénme wèntí ma?

在招员工方面有碰到什么问题吗？

Have you encountered any problems when recruiting employees?

530

Kěnéng yě gēn guónèi yīyàng ba,

可能也跟国内一样吧，

It may be the same as in China.

531

Tàiguó yuángōng chángcháng méiyǒu bànfǎ zuò hěn jiǔ.

泰国员工常常没有办法做很久。

Thai employees usually won't stay for a long time.

532

Kěnéng zhège zhíwèi zuò le yīxià jiù huì tiàocáo,

可能这个职位做了一下就会跳槽，

Maybe they will quit and find a different job

533

jiù huì tiào dào lìngwài yī gè zhíwèi,

就会跳到另外一个职位，

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after working for a little while.

534

ránhòu jiù děi zhǎo xīn de rén zhèyàngzi.

然后就得找新的人这样子。

We'll then have to find new people.

535

Nà nǐmen huì jiùshì zhāo bǐ zìjǐ yùqī xūyào de rénshù zài duō yīdiǎn ma?

那你们会就是招比自己预期需要的人数再多一点吗？

Do you hire more staff than you need

536

Yǐmiǎn yǒuyīxiē rén tiàocáo

以免有一些人跳槽

in case some leave the job?

537

lǎoshī bùfen shì yǒu de, yīnwèi lǎoshī bùfen rúguǒ tiàocáo dehuà,

老师部分是有的，因为老师部分如果跳槽的话，

We do hire more teachers because if they quit,

538

xuésheng de kèchéng jiù huì chūwèntí,

学生的课程就会出问题，

it will affect our classes.

539

suǒyǐ lǎoshī bùfen zǒngshì yào duō bèi gè yī gè liǎng gè.

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所以老师部分总是要多备个一个两个。

So we always have one or two more teachers than needed.

540

Kèfú bùfen dào háiǎo,

客服部分倒还好，

For customer service, it's not a big deal.

541

jīntiān rúguǒ yǒu kèfú zǒu le | Zìjǐ kěyǐ dǐngshàng

今天如果有客服走了 | 自己可以顶上

If they quit,... | You can take over.

542

Duì, píngcháng jiù zài zuò kèfú,

对，平常就在做客服，

Right, we are also handling customer service,

543

píngcháng jiù kěyǐ dǐngshàng jiù hǎo le, wèntí dào bù dà.

平常就可以顶上就好了，问题倒不大。

so we can just take over. This is not a big problem.

544

Tàiguó de yuángōng gōngzī huì gāo yīdiǎn ma?

泰国的员工工资会高一点吗？

Is the salary of Thai employees higher?

545

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Tàiguó de jīběn qǐ xīn yī tiān shì sān bǎi wǔshí tàizhū,

泰国的基本起薪一天是三百五十泰铢，

The basic salary in Thailand is 350 bahts a day,

546

yī gè yuè shì yī wàn tàizhū zuǒyòu,

一个月是一万泰铢左右，

and about 10,000 bahts a month,

547

jiù dàgài shì sān bǎi měijīn zuǒyòu yī gè yuè.

就大概是三百美金左右一个月。

which is about 300 US dollars a month.

548

Nà jīntiān rúguǒ nǐ shì dàxuéshēng, dàgài liù bǎi měijīn zuǒyòu.

那今天如果你是大学生，大概六百美金左右。

If you are a college graduate, it will be about 600 US dollars a month.

549

Nà nǐmen xuéxiào yě shì yǒu láizì... chúle Zhōngguó,

那你们学校也是有来自... 除了中国，

Besides China, your school also has teachers

550

yě yǒu láizì qítā guójiā de lǎoshī, duì ba? | Duì

也有来自其他国家的老师，对吧？ | 对

from other countries, right? | Yes.



## Taiwanese Guy Talks About Starting a Language School in Thailand

551

Nà nǐ kāi gěi tāmen de gōngzī huì gèng gāo yīdiǎn ma?

那你开给他们的工资会更高一点吗？

Do you offer higher salary to them?

552

Huì, xiāngduì láijiǎng Yīngwén lǎoshī huòzhě Zhōngwén lǎoshī de gōngzī

会，相对来讲英文老师或者中文老师的工资

Yes, the salaries of English or Chinese teachers

553

jiù huì bǐ yībān Tàiguó lǎoshī de gōngzī lái de gāo.

就会比一般泰国老师的工资来得高。

are higher than those of regular Thai teachers.

554

Yīnwèi bìjìng tāmen běnshēn jiùshì jiàoxué zhuānyè

因为毕竟他们本身就是教学专业

After all, they majored in teaching

555

jiāshàng wàiguórén ma zài guówài zhǎo de gōngzī,

加上外国人嘛在国外找的工资，

and as foreigners, their salaries

556

zǒng bùnéng bǐ tā yuánběn de guójiā hái dī.

总不能比他原本的国家还低。

cannot be lower than what they earn in their home countries.

## Taiwanese Guy Talks About Starting a Language School in Thailand

557

Érqiě tā de shēnghuó fèiyòng yě huì gāo yīdiǎn,

而且他的生活费用也会高一点，

And their living expenses are higher

558

bùshì běndìrén | Duì

不是本地人 | 对

since they're not locals. | Right.

559

Nà suǒyǐ nǐmen de yònggōng chéngběn yě bù dī o | Duì, yě bù dī

那所以你们的用工成本也不低哦 | 对，也不低

So your labor cost is not low. | Right.

560

Nǐmen xiànzài yǒu jǐge lǎoshī?

你们现在有几个老师？

How many teachers do you have now?

561

Wǒmen xiànzài jiāshàng part-time dehuà, dàgài yǒu shíwǔ wèi lǎoshī.

我们现在加上 part-time 的话，大概有十五位老师。

Including part-time teachers, we have about 15.

562

Wa, yā lì bù xiǎo o! | Yā lì bù xiǎo, duì

哇，压力不小哦！ | 压力不小，对

## Taiwanese Guy Talks About Starting a Language School in Thailand

Wow, that's a lot of pressure! | Yes, it's quite stressful.

563

Wǒ kàn nǐ zài jiàqī de shíhòu yě yǒu zài gōngzuò

我看你在假期的时候也有在工作

I see that you work even during the holidays,

564

píngcháng nǐ zìjǐ yǒu xiūxi shíjiān ma?

平常你自己有休息时间吗?

so do you have any time off?

565

Chuàngyèzhě bǐjiào nán qù pàndìng shuō shénmeshíhòu shì xiūxi shíjiān,

创业者比较难去判定什么时候是休息时间,

As a business owner, it's hard to determine when to rest.

566

bǐrú wǒ de yuángōng kèfú kěnéng

比如我的员工客服可能

For example, our customer service team may

567

zǎoshang jiǔ diǎn dào wǎnshang liù diǎn huí xùnxī,

早上九点到晚上六点回讯息,

respond to messages from 9am to 6pm,

568

huòshì shí'èr diǎn dào jiǔ diǎn huí xùnxī.

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或是十二点到九点回讯息。

or from 12pm to 9pm.

569

Nà zài zhège shíjiān yǐwài de shíjiān jiùshì wǒ lái huí xùnxī.

那在这个时间以外的时间就是我来回讯息。

So outside those times, I'll be responding to messages.

570

Rúguǒ méiyǒu rén huí dehuà, nà jiùshì wǒ huí.

如果没有人回的话，那就是我回。

If no one else responds, then I will.

571

Huòshì zhōuliù zhōurì chū le shénme wèntí huòshì děngděng zhīlèi de,

或是周六周日出了什么问题或是等等之类的，

Or, if any problems occur on weekends, I will deal with them.

572

dōu huì yǒu shìqíng ràng nǐ chǔlǐ.

都会有事情让你处理。

There's always something that I need to deal with.

573

Nǐmen zhèbiān fàngjià shì ànzhào Tàiguó dāngdì de jiéjiàrì

你们这边放假是按照泰国当地的节假日

Do your employees take vacation following Thai

574

## Taiwanese Guy Talks About Starting a Language School in Thailand

háishi ànzhào qítā guójiā de?

还是按照其他国家的？

or other countries' holidays?

575

Wǒmen shì ànzhào Tàiguó de, xiàng Tàiguó yǒu pōshuǐjié a děngděng

我们是按照泰国的，像泰国有泼水节啊等等

We follow Thai holidays, such as the Songkran Festival.

576

dōu shì ànzhào Tàiguó de guódingjià rì lái fàng.

都是按照泰国的国定假日来放。

We follow public holidays in Thailand.

577

Zhèbiān jiérì duō ma?

这边节日多吗？

Are there many holidays here?

578

Tàiguó jiérì hěn duō!

泰国节日很多！

Many!

579

Xiàng Tàiguó yǒu guówáng ma,

像泰国有国王嘛，

For example, Thailand has a king.

## Taiwanese Guy Talks About Starting a Language School in Thailand

580

jiǔ shì huáng jiùshì tāmen de shàng yī dài de guówáng.

九世皇就是他们的上一代的国王。

King Rama IX was their previous king.

581

Shàng yīdài guówáng qùshì de shíhou yě fàngjià,

上一代国王去世的时候也放假，

The day he died became a holiday.

582

shàng yīdài guówáng shēngrì de shíhou yě fàngjià.

上一代国王生日的时候也放假。

His birthday is also a holiday.

583

Nà xīn de guówáng shàngrèn, tā de shēngrì yě fàngjià

那新的国王上任，他的生日也放假

When the new king ascended to the throne, his birthday also became a holiday.

584

jiù jīnglì le měi yī rèn guówáng, Tàiguórén de jiàrì huì yuèláiyuè duō.

就经历了每一任国王，泰国人的假日会越来越多。

So with each new king, the number of holidays for Thai people increases.

585

Duì, yīnwèi měi yī gè guówáng bùshì zài tóngyī tiān chūshēng

对，因为每一个国王不是在同一天出生

Right, because each king was born on different days.

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586

Duì, cóng chūshēng la, huòshì dēngjī a

对，从出生啦，或是登基啊

Right, the days they were born, ascend to the throne

587

huòshì qùshì dēngděng dōu huì yǒu xiāngyìng de jiàrì

或是去世等等都会有相应的假日

or die, become public holidays.

588

Háiyǒu jiéhūn shénmede | Duì

还有结婚什么的 | 对

Also wedding? | Right.

589

Zìjǐ gǎnjué chuàngyè yālì dà ma?

自己感觉创业压力大吗？

Do you feel a lot of pressure in creating a business?

590

Chuàngyè yālì tǐng dà de, jiùshì...

创业压力挺大的，就是...

Yes, it is quite stressful.

591

Zhǔyào láizì nǎ yīfāngmiàn?

主要来自哪一方面？

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What creates the most stress?

592

Zhǔyào láizì qián ma, jiùshì qián de yālì hái yǒu rénshì

主要来自钱嘛，就是钱的压力还有人事

Mainly money. It's the pressure of money and personnel issues.

593

Yǒushíhòu rénshì de dōngxì bùshì nǐ zhēnde hěn néng zhǎngkòng.

有时候人事的东西不是你真的很能掌控。

Sometimes you can't really control personnel issues.

594

Ránhòu yèjì a dēngděng

然后业绩啊等等

There's also the pressure of sales performance.

595

Nǐ kěnéng zhège yuè zuò de hěn hǎo,

你可能这个月做得很好，

We may do well this month,

596

nà nǐ kěnéng xiàgèyuè zuò de hěn chà,

那你可能下个月做得很差，

but do poorly next month,

597

nà nǐ jiù huì dānxīn shì nǎlǐ chūcuò le



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那你就担心是哪里出错了

and I will start to think what went wrong.

598

Wǒ de yíngxiāo cèlüè shìbùshì nǎlǐ chūwèntí le,

我的营销策略是不是哪里出问题了，

“Did I make a mistake in marketing strategy,

599

háishi wǒ de kèchéng dìngjià děngděng yǒu wèntí

还是我的课程定价等等有问题

or is there a problem with my course pricing?” and so on.

600

Nǐ huì yīzhí qù xiǎng, ránhòu yīzhí bāng zìjǐ zhǎo gèzhǒng de yā lì.

你会一直去想，然后一直帮自己找各种的压力。

I will keep thinking about it and create all sorts of pressure on myself.

601

huì yǒu kāi bù chū gōngzī de shíhou ma?

会有开不出工资的时候吗？

Have you ever had a hard time paying your employees?

602

Yíqíng de shíhou yǒu jiējìn kuài kāi bù chū gōngzī de shíhou, duì

疫情的时候有接近快开不出工资的时候，对

During the pandemic, we were almost unable to pay them.

603

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Nà yìqíng hòu jiù hái hǎo, jiù hǎo hěnduō, duì

那疫情后就还好，就好很多，对

But it became much better after the pandemic.

604

Nǐmen xuéxiào yǒu hěn duō Tàiguó yuángōng ma,

你们学校有很多泰国员工嘛，

Since you have many Thai employees,

605

nà zài gōngzuò wénhuà fāngmiàn

那在工作文化方面

are there any differences

606

yǒuméiyǒu shénme gēn Táiwān rén bù yíyàng de dìfang?

有没有什么跟台湾人不一样的地方？

in working culture between Thailand and Taiwan?

607

Tàiguórén dì yī shì bùdiào bǐjiào màn,

泰国人第一是步调比较慢，

First, Thai people have a slower pace,

608

ránhòu lìngwài yīdiǎn shì Tàiguórén bǐjiào huì yǒu zìjǐ de xiǎngfǎ.

然后另外一点是泰国人比较会有自己的想法。

and secondly, they tend to have their own thinking.

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609

Tǐxiàn zài nǎlǐ?

体现在哪里？

How is this reflected?

610

Jiǎshè nín jīntiān gēn tā shuō,

假设您今天跟他说，

If you tell them

611

wǒ xīwàng nǐ bǎ zhè jiàn shìqíng yòng A fāngshì zuò hǎo,

我希望你把这件事情用 A 方式做好，

to do something using method A,

612

tā huì juéde B fāngshì hǎoxiàng hǎo yīdiǎn, nà tā jiù yòng B fāngshì zuò.

他会觉得 B 方式好像好一点，那他就用 B 方式做。

but if they think method B is better, they will follow method B.

613

Zhèbiān hěn duō Táiwan rén ma,

这边很多台湾人嘛，

(For example), there are many Taiwanese here

614

nà píngcháng huì xiǎngniàn jiāxiāng de shíwù,

那平常会想念家乡的食物，

and when we miss food from home,

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615

wǒmen huì diǎn yīxiē shénme jīpái a shuǐjiǎo a dēngdēng

我们会点一些什么鸡排啊水饺啊等等

we will order fried chicken, dumplings, and so on.

616

Ránhòu jiù gēn zhège lǎobǎn liáo,

然后就跟这个老板聊，

I have talked to an owner

617

lǎobǎn shuō tā qǐng tā de Tàiguó yuángōng bāng tā zhá jīpái.

老板说他请他的泰国员工帮他炸鸡排。

and he told me that he hired Thai employees to fry the chicken.

618

Nà yǒuyīcì wǒmen chī de jīpái fàn wèidao bù tài yīyàng,

那有一次我们吃的鸡排饭味道不太一样，

Once, the fried chicken rice tasted a little different.

619

jiù wèn le yīxià lǎobǎn, ránhòu tā qù quèrèn hòu fāxiàn

就问了一下老板，然后他去确认后发现

So we told the boss and after he went to check, he found that

620

píngcháng guǒ fěn kěnéng guǒ de liàng shì zhèxiē,

平常裹粉可能裹的量是这些，

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the usual amount of flour was this much,

621

dàn nàge yuángōng guǒ de fěn liàng bǐ lǎobǎn gěi tā de liàng hái yào duō.

但那个员工裹的粉量比老板给他的量还要多。

but the employee used more flour than what he instructed.

622

Yuángōng shuō zhèyàngzi bǐjiào hǎochī,

员工说这样子比较好吃，

The employee said that it tasted better this way,

623

suǒyǐ tā jiù zhào zhe zhège fāngshì zuò.

所以他就照着这个方式做。

and that was why he did it his way.

624

Tā rènwéi bǐjiào hǎochī | Duì

他认为比较好吃 | 对

He thought it'd taste better. | Right.

625

Nà nǐ zài xuéxiào yǒu fāshēng guo zhèyàng de shìqíng ma? | Xuéxiào...

那你在学校有发生过这样的事情吗? | 学校...

Has such a thing happened to you at your school? | At my school...

626

Jiǎshè xiànshàng kè hǎo le, shèbèi chūwèntí le,

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假设线上课好了，设备出问题了，

Take online classes as an example. When the equipment goes wrong,

627

tā bùhuì gēn lǎobǎn jiǎng, tā huì zìjǐ xiǎng bànfǎ jiějué

他不会跟老板讲，他会自己想办法解决

they won't tell us, instead they will try to find a solution on their own.

628

Nà děngdào zhēnde méibànfǎ jiějué de shíhou cái huì gēn wǒmen shuō.

那等到真的没办法解决的时候才会跟我们说。

They will only tell us when they cannot find a solution.

629

Duì, tā kěnéng zìjǐ juéde zhège shì kěyǐ jiějué,

对，他可能自己觉得这个是可以解决，

They feel that they can solve it

630

dàn zhège yě wèntí bùdà

但这个也问题不大

and it's not a big problem.

631

Dàn qíshí zhège wèntí yī tuō yī tuō wèntí huì yuèlǎiyuè dà

但其实这个问题一拖一拖问题会越来越大

But actually, the problem will get bigger and bigger if it's delayed.

632

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Tāmen wèishénme bùxiǎng gēn nǐmen shuō ne?

他们为什么不想跟你们说呢？

Why won't they tell you?

633

Wǒ zìjǐ juéde Tàiguórén bǐjiào àimiàanzi, bǐjiào wěiwǎn yīdiǎn

我自己觉得泰国人比较爱面子，比较委婉一点

I think that Thai people care a lot of about "face" and they are very indirect.

634

tā xīnli yǒu xiǎngfǎ, dànshì bùhuì zhíjiē shuō chūlai,

他心里有想法，但是不会直接说出来，

They may have opinions, but they won't say them directly,

635

huì yǐ gèng wěiwǎn de fāngshì shuō chūlai.

会以更委婉的方式说出来。

instead they express them in a more indirect way.

636

Dǎ gè bǐfāng hǎo le, Màngǔ hěn dǔchē ma,

打个比方好了，曼谷很堵车嘛，

For example, Bangkok is very congested.

637

jiǎshè jīntiān wǒmen kāichē zài sān xiàn dào shang

假设今天我们开车在三线道上

Let's say, we're driving on a three-lane road today.

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638

zuì yòubian zhè dào shì yòuzhuǎn, zhōngjiān zhè dào shì zhíxíng,

最右边这道是右转，中间这道是直行，

The rightmost lane is for right turns, and the middle lane is for straight driving.

639

nà yǒuxiē chēzi tā huì zài zhōngjiān zhè dào tíng zhe děng yòuzhuǎn,

那有些车子它会在中间这道停着等右转，

Sometimes, cars will stop in the middle lane waiting for a right turn,

640

nà tā jiù wéiguī le ma

那他就违规了嘛

which is illegal.

641

Rúguǒ zài guónèi hòumian de chē kěnéng lǎba jiù àn le,

如果在国内后面的车可能喇叭就按了，

If this happened in China, the driver behind might honk their horn

642

ránhòu ná bàngqiú bàng děngděng xiàlai gēn tā chǎojià lǐlùn.

然后拿棒球棒等等下来跟他吵架理论。

and even get out with a baseball bat to argue with the driver in front.

643

Dànshì zài Tàiguó bùhuì, hòumian de chē huì děng,

但是在泰国不会，后面的车会等，

However, this won't happen in Thailand. The driver behind will just wait.



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644

tā děng, děngyīděng tā fāxiàn qiánmiàn de chē tài jiǔ le

他等，等一等他发现前面的车太久了

If they wait for a long time and see that the car in front is still not moving,

645

tā kěnéng huì dǎ fāngxiàng dēng, ránhòu zìjǐ mòmò de rào guòqu.

他可能会打方向灯，然后自己默默地绕过去。

they might turn on their directional signal and quietly go around them.

646

Nà hòumian de chē yě dōu bùhuì yǒu rènhe de xiǎngfǎ,

那后面的车也都不会有任何的想法，

The driver behind won't have any negative thoughts

647

dàjiā yě bù zào, dàjiā jiù mànman de, duì

大家也不躁，大家就慢慢的，对

or become impatient. Everyone just drives slowly and calmly.

648

Nà tāmen qíshí xīnli shì shēngqì de ma?

那他们其实心里是生气的吗？

So, are they really not angry?

649

Tā xīnli yīnggāi háishi huì yǒu xiǎoxiǎo de bùmǎn,

他心里应该还是会有小小的不满，

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They might feel slightly dissatisfied,

650

dànshì tā bùhuì zhíjiē de gēn duìfāng chōngtū.

但是他不会直接地跟对方冲突。

but they won't directly confront the other driver.

651

Ránhòu jiāshàng Tàiguó bùdiào yòu màn,

然后加上泰国步调又慢，

In addition, the pace of life in Thailand is slow,

652

suǒyǐ dàjiā méiyǒushénme zhèzhǒng yālì

所以大家没有什么这种压力

so people don't have much stress.

653

tāmen dōu mànman mànman de

他们都慢慢慢慢的

They just take their time and (do things) slowly.

654

Wǒ qián liǎng tiān qù bàn le wǒ chēzi chēpái de wèntí,

我前两天去办了我车子车牌的问题，

A couple of days ago, I went to deal with my car license plate.

655

wǒ ná le hàomǎpái qù A guìtái, A guìtái ràng wǒ děng,

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我拿了号码牌去 A 柜台，A 柜台让我等，

I took a number to go to counter A and I was told to wait.

656

děng le yī gè duō xiǎoshí, wǒ dào A guìtái bànlǐ.

等了一个多小时，我到 A 柜台办理。

After waiting for more than an hour, I went to counter A to handle it.

657

Bàn lǐ wán zhī hòu tā gēn wǒ shuō wǒ zài qù ná lìng wài yī gè hào mǎ pái,

办理完之后他跟我说我再去拿另外一个号码牌，

After finishing the process, he told me to go

658

ná B guìtái de hào mǎ pái,

拿 B 柜台的号码牌，

and get another number for counter B

659

wǒ B guìtái yòu děng le yī gè duō xiǎoshí.

我 B 柜台又等了一个多小时。

and I waited for another hour.

660

Děng dào B guìtái bàn wán zhī hòu,

等到 B 柜台办完之后，

But when I finished handling the matter at counter B,

661

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tā gēn wǒ shuō jiào wǒ huíqu A guìtái!

他跟我说叫我回去 A 柜台!

he told me to go back to counter A!

662

Wǒ jiù huì juéde, nà nǐmen bùnéng yī gè guìtái bǎ shìqíng gěi bàn le ma?

我就会觉得，那你们不能一个柜台把事情给办了吗?

Why couldn't they just do everything at one counter?

663

Wèishénme wǒ děi A huò B ránhòu zài huíqu A?

为什么我得 A 或 B 然后再回去 A?

Why did I have to go from A to B and then back to A?

664

Tàiguó nǐ zài gōng bùmén bàn shìqíng chángcháng fāshēng zhèzhǒng...

泰国你在公部门办事情常常发生这种...

This kind of thing often happens in the governmental offices in Thailand.

665

Xiàolǜ bù gāo

效率不高

They're not efficient.

666

Zhèzhǒng xiàolǜ dī huì tǐxiàn zài xuéxiào lǐmiàn ma?

这种效率低会体现在学校里面吗?

Does this kind of inefficiency also happen in your school?

## Taiwanese Guy Talks About Starting a Language School in Thailand

667

Jiù bǐrúshuō Tàiguó de yuángōng huìbùhuì zuòshì xiāngduì láishuō màn yīdiǎn?

比如说泰国的员工会不会做事相对来说慢一点？

For example, do Thai employees work slower?

668

Ránhòu huì ràng nǐ hěn zháojí ma?

然后会让你很着急吗？

And does it make you feel anxious?

669

Tā huì bùdiào piān màn

他会步调偏慢

They tend to be slower.

670

Nà lǎoshī dehuà jiù hái hǎo,

那老师的话就还好，

Teachers are okay,

671

nà kèfú jiù huì kěnéng kàndào xùnxī bùhuì zhème jízhè qù huífù.

那客服就会可能看到讯息不会这么急着去回复。

but when customer service sees messages, they won't rush to reply.

672

Nà wǒmen kàndào jiù huì hěn jí, jiù huì xiǎngyào qù huífù

那我们看到就会很急，就会想要去回复

When we see this, we will feel anxious and want to respond (for them).

## Taiwanese Guy Talks About Starting a Language School in Thailand

673

Bùguò yǒushíhòu yìngduì kèrén de shíhòu,

不过有时候应对客人的时候，

But sometimes when dealing with customers,

674

tā fùzé zhège kèrén, nǐ qù zhōngtú chārù yě bùhǎo

他负责这个客人，你去中途插入也不好

if someone is already responsible for that customer, it's not good for us to interfere.

675

Jiù wǒmen zài pángbiān kàn zhe hěn zháojí, nǐ zěnmé bù huí ne?

就我们在旁边看着很着急，你怎么不回呢？

We will feel anxious watching this, thinking: "Why haven't you replied yet?"

676

Nǐ míngmíng jiù zuò zài nà! | Dàn yòu hěn wú nài

你明明就坐在那！ | 但又很无奈

You're just sitting there!" | But you are helpless.

677

Nà yòu hěn wú nài

那又很无奈

Right.

678

Xiàng wǒ céngjīng wǒmen jīnglǐ shàngbān de shíhòu

像我曾经我们经理上班的时候

## Taiwanese Guy Talks About Starting a Language School in Thailand

Once, our manager

679

kěnéng huí le suǒyǒu rén de Email,  
可能回了所有人的 Email,  
replied to all the emails,

680

dànshì Line shàngmiàn de kèfú méiyǒu huí,  
但是 Line 上面的客服没有回,  
but didn't reply to Line messages.

681

ránhòu wǒ jiù juéde nà nǚ yīnggāi xiān huí Line shàngmiàn de kèrén a  
然后我就觉得那你应该先回 Line 上面的客人啊  
But I felt that she should've replied to Line messages first,

682

yīnwèi Email de bùdiào  
因为 Email 的步调  
because the pace of emails

683

zǒngshì huì bǐ yībān de liáotiān ruǎnjiàn lái de zài màn yīdiǎn.  
总是会比一般的聊天软件来得再慢一点。  
is always slower than that of instant text messages.

684

Wǒ gēn tā shuō le yīxià, nǐ xiàng zhèzhǒng Line de bùfen xiān huí,

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我跟她说了一下，你像这种 Line 的部分先回，

I told her that she should first respond to messages on Line,

685

bùyào shuō kāimén le yīgebàn xiǎoshí le,

不要说开门了一个半小时了，

and don't keep the guest waiting for over an hour

686

hái méiyǒu rén huífù kèrén zhèyàngzi

还没有人回复客人这样子

after we've already started to work.

687

Tā jiù kū le!

她就哭了！

Then, she cried!

688

Nǚháizi shì ba? | Jiù kū le

女孩子是吧？ | 就哭了

It was a girl, right? | She just cried.

689

Ránhòu wǒ jiù... wǒ hái qù gēn lìngwài yī gè nánshēng Tàiguó yuángōng shuō,

然后我就... 我还去跟另外一个男生泰国员工说，

Then, I went to ask a Thai male employee

690



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wǒ shìbùshì shuō tài zhíjiē le?

我是不是说太直接了？

if I had been too direct.

691

Tā shuō shì yǒuyīdiǎn zhíjiē la, dànshì gōngzuò jiù zhèyàng ma, duì

他说是有一点直接啦，但是工作就这样嘛，对

He said that I had been a bit direct, but that's just how work is.

692

Ránhòu wǒ zhīhòu jiù yě huì shōuliǎn yīxià zìjǐ

然后我之后就也会收敛一下自己

After that, I tried to be more tactful

693

gēn Tàiguó yuángōng jiǎng de shíhòu

跟泰国员工讲的时候

when communicating with Thai employees,

694

yào zài gèng wěiwǎn de gēn tā jiǎng, bùnéng tài zhíjiē

要再更委婉地跟他讲，不能太直接

and I tried to be even more indirect.

695

Yǒuméiyǒu fāshēng guo yīnwèi tāmen tàiguò wěiwǎn

有没有发生过因为他们太过委婉

Have you ever failed to understand them

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696

nǐ méiyǒu lǐjiě dào tāmen de yìsi?

你没有理解到他们的意思？

because they were too indirect?

697

Gōngzuò shàng yǒu,

工作上有，

Yes, it happened at work.

698

jiùshì jīntiān de xuéxiào de shōuyínjī kěnéng yǒu wèntí,

就是今天的学校的收银机可能有问题，

There was a problem with our cash register

699

ránhòu méiyǒu bànfǎ kāi shōujù gěi kèrén.

然后没有办法开收据给客人。

and it couldn't issue a receipt to our customer.

700

Tā bù gēn wǒ shuō, wǒ děng le kěnéng bàntiān

他不跟我说，我等了可能半天

Our staff didn't tell me and I waited for half a day,

701

wǒ fāxiàn shōujù hái méiyǒu kāi.

我发现收据还没有开。

but still didn't get the receipt (for my customer).

## Taiwanese Guy Talks About Starting a Language School in Thailand

702

Wǒ shuō, zhège shōujù zěnme hái méiyǒu kāi?

我说，这个收据怎么还没有开？

I asked: "Why hasn't the receipt been issued yet?"

703

Tā shuō yīnwèi nàge shōuyínjī yǒu yī gè mìmǎ yào jìnqù,

他说因为那个收银机有一个密码要进去，

He said that he needed a password to enter the cash register,

704

tā shuō tā bù zhīdào nàge mìmǎ.

他说他不知道那个密码。

and he didn't know it.

705

Wǒ shuō Okay hǎo, nà nǐ wèn guo jīnglǐ le ma? Tā shuō hái méi.

我说 Okay 好，那你问过经理了吗？他说还没。

I said: "Okay, have you asked the manager?" He said no.

706

Wǒ guò le yīxià zhīhòu fāxiàn Email shōudào yī gè

我过了一下之后发现 Email 收到一个

A moment later, I received an email saying that

707

nǐ de POS system de mìmǎ gēnggǎi chéng xīn de mìmǎ.

你的 POS system 的密码更改成新的密码。

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the password for the POS system had been changed.

708

O, tā qù gǎi le? | Duì, tā zìjǐ qù xìtǒng yào zìjǐ jiějué gǎi zhège mìmǎ

哦，他去改了？ | 对，他自己去系统要自己解决改这个密码

He changed it? | Yes, he solved the problem by changing the password.

709

ránhòu cái yǒubànfǎ bǎ nàge shōujù kāi chūlai.

然后才有办法把那个收据开出来。

Only then was he able to issue the receipt.

710

Zhè shì shénme yī gè xīnlǐ? Wèishénme bù qù wèn yīxià jīnglǐ?

这是什么一个心理？为什么不去问一下经理？

What was he thinking? Why didn't he just ask the manager?

711

Bù jiù jiějué le ma?

不就解决了吗？

It could've been fixed, right?

712

Duì, lǎobǎn huì juéde,

对，老板会觉得，

Right. As a boss,

713

nǐ jiù wèn nǐ xiànchǎng de zhǔguǎn, tā zhíjiē bāng nǐ shūrù mìmǎ,

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你就问你现场的主管，他直接帮你输入密码，

I felt that he could just ask his supervisor to enter the password for him,

714

nǐ jìnqù jiù kěyǐ zuòdào zhè jiàn shìqíng

你进去就可以做到这件事情

then he would be able to do it.

715

Ránhòu gāng kāishǐ hái gēn wǒ shuō shōuyínjī chū le diǎn wèntí,

然后刚开始还跟我说收银机出了点问题，

But at the beginning, he told me there was a problem with the cash register.

716

shōuyínjī méiyǒu wèntí, shì nǐ bù zhīdào mìmǎ!

收银机没有问题，是你不知道密码！

There was no problem with the cash register. He just don't know the password!

717

Nà zài shíjiān guānniàn fāngmiàn,

那在时间观念方面，

In terms of time,

718

wǒ tīngshuō Tàiguórén hěn kěnéng huì chídào de bǐjiào duō, shì ma?

我听说泰国人很可能会迟到的比较多，是吗？

I've heard that Thais tend to be late more often. Is that true?

719

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Duì, Tàiguórén hěn róngyì chídào

对，泰国人很容易迟到

Yes, Thai people like to be late.

720

Xiàng wǒmen yuángōng yìqíng de shíhou, wǒmen yào pāishè,

像我们员工疫情的时候，我们要拍摄，

During the pandemic, when we were filming videos,

721

kěnéng jīntiān yuē... Wǒmen jīntiān zài zhègē gōngyuán pāishè,

可能今天约... 我们今天在这个公园拍摄，

we had arranged to film in a park

722

wǒmen jīnglǐ huì chídào yī xiǎoshí, ránhòu rén cái chūxiàn.

我们经理会迟到一小时，然后人才出现。

and our manager was an hour late.

723

Yě bùhuì shuō bùhǎoyìsi wǒ jīntiān chídào, yě bùhuì

也不会说不好意思我今天迟到，也不会

But he didn't feel embarrassed and didn't apologize when he came.

724

Jiùshì dàjiā jiù juéde hěn zhèngcháng

就是大家就觉得很正常

Everyone felt that it was normal.

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725

Shìbùshì suǒyǒu Tàiguórén dōu yǐjīng xíyǐwéicháng, dàjiā dōu kěyǐ chídào?

是不是所有泰国人都已经习以为常，大家都可以迟到？

Are all Thai people used to others being late?

726

Yǒuyīdiǎn

有一点

Yes, a little.

727

Bǐrúshuō wǒ de Tàiguó nǚpéngyou gēn tā de jiěmèi men yuē yào qù chīfàn,

比如说我的泰国女朋友跟她的姐妹们约要去吃饭，

For example, once, my Thai girlfriend made an appointment with her friends to have dinner

728

kěnéng yuē wǎnshang jiǔ diǎn,

可能约晚上九点，

at 9 pm.

729

wǒ jiù shuō: Āi! Jiǔ diǎn le, nǐ zěnméi hái zài zhèlǐ?

我就说：欸！九点了，你怎么还在这里？

I said: "It's already 9 pm. Why are you still here?"

730

Tā shuō méiyǒu rén jiǔ diǎn dào, dàjiā dōu shí diǎn dào

她说没有人九点到，大家都十点到

## Taiwanese Guy Talks About Starting a Language School in Thailand

She replied that no one would arrive at 9 pm, and they would arrive around 10.

731

Suǒyǐ tā jiǔ diǎn hái zài nàbian mànman de huàzhuāng a děngděng

所以她九点还在那边慢慢地化妆啊等等

So at 9pm, she was still slowly dressing up.

732

Ránhòu děngdào jiǔ diǎn bàn, shí diǎn zài chūmén.

然后等到九点半、十点再出门。

She waited until 9:30 or 10pm to leave.

733

Suǒyǐ zài zhèbiān rúguǒshuō nǐ xiǎngyào shí diǎn gēn biéren chīfàn,

所以在这边如果说你想要十点跟别人吃饭，

So if you want to have dinner with someone at 10pm here,

734

nǐ jiù yuē jiǔ diǎn, duìbùduì? | Duì

你就约九点，对不对？ | 对

you should make the appointment at 9pm, right? | Yes.

735

Nǐ de nǚpéngyou shì Tàiguórén? | Duì, shì Tàiguórén

你的女朋友是泰国人？ | 对，是泰国人

Your girlfriend is Thai? | Yes, she is.

736

Tā huì Zhōngwén ma? | Tā bùhuì Zhōngwén



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她会中文吗？ | 她不会中文

Does she speak Chinese? | No, she doesn't.

737

Nà nǐmen liǎ shì yòng Tàiyǔ gōutōng?

那你们俩是用泰语沟通？

So you communicate with her in Thai?

738

Duì, wǒmen píngcháng yòng Tàiyǔ gōutōng

对，我们平常用泰语沟通

Yes, we speak Thai.

739

Nǐ juéde Tàiguó nǚháizi gēn Táiwān nǚháizi yǒu bùtóng ma?

你觉得泰国女孩子跟台湾女孩子有不同吗？

Do you think there are differences between Thai and Taiwanese girls?

740

Tàiguó nǚháizi bǐjiào dàfang yīdiǎn | Zěnmě shuō?

泰国女孩子比较大方一点 | 怎么说？

Thai girls are more outgoing. | How so?

741

Táiwān nǚháizi kěnéng huì zài wěiǎn,

台湾女孩子可能会再委婉，

Taiwanese girls might be more reserved,

742

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ránhòu Tàiguó nǚshēng huì bǐjiào rèqíng.

然后泰国女生会比较热情。

while Thai girls are more warm.

743

Tā jīntiān rúguǒ xǐhuan zhège rén,

她今天如果喜欢这个人，

If a Thai girl likes someone,

744

tā huì qù hěn dàfāng de qù gēn tā jiǎnghuà huòshì qù zhuīqiú tā

她会去很大方地去跟他讲话或是去追求他

she will be very open to talk to and pursue him.

745

Hěn duō Tàiguó nǚshēng bù tài jièyì wùzhì shàng de zhuīqiú

很多泰国女生不太介意物质上的追求

Many Thai girls don't care about material things.

746

Nǐ jīntiān dài tā qù chī cāntīng,

你今天带她去餐厅，

If you want to take her to a restaurant,

747

tā kěnéng nìngyuàn gēn nǐ zài jiē biān chī gè miàntiáo dēngděng

她可能宁愿跟你在街边吃个面条等等

she might prefer to eat noodles on the street with you.

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748

Tā zhuīqiú tā xiǎng chī shénme, kāixīn jiù hǎo,

她追求她想吃什么，开心就好，

She wants to eat whatever makes her happy

749

bùshì shuō yīdìngyào guì, yīdìng yào hǎo

不是说一定要贵，一定要好

and it doesn't have to be expensive.

750

Wǒ tīngshuō guo jiùshì Tàiguó nǚshēng

我听说过就是泰国女生

I've heard that if a Thai girl

751

rúguǒshuō tā yīdàn dài nǐ qù jiàn tā fùmǔ,

如果说她一旦带你去见她父母，

offers to take you to meet her parents,

752

kěnéng jiùshì xiǎngyào gēn nǐ jiéhūn le, shì zhèyàng ma?

可能就是想要跟你结婚了，是这样吗？

it might mean that she wants to marry you. Is that true?

753

Tàiguó nǚshēng hěn xǐhuan dài nánshēng qù jiàn fùmǔ

泰国女生很喜欢带男生去见父母

Thai girls like to introduce their boyfriends to their parents.

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754

Wèishénme ne?

为什么呢?

Why?

755

Suǒyǐ wǒ bù juéde shì yào jiéhūn

所以我不觉得是要结婚

So I don't think it means marriage.

756

Xīwàng dédào tāmen de rènkě ma?

希望得到他们的认可吗?

Because they want their parents' approval?

757

Wǒ bù tài quèdìng, dànshì wǒ zhōubiān péngyou de jīngyàn,

我不太确定, 但是我周边朋友的经验,

I'm not sure, but based on my friends' experiences,

758

hěn duō Tàiguó nǚshēng tā yīdìng xǐhuan nǐ

很多泰国女生她一定喜欢你

many Thai girls only want to introduce their boyfriends to their family or friends

759

tā cái xiǎngyào bǎ nǐ dài gěi tā de jiārén huòshì tā de péngyou kàn.

她才想要把你带给她的家人或是她的朋友看。

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if they really like them.

760

Tāmen hěn xǐhuan jiùshì...

她们很喜欢就是...

If a girl likes you a lot,

761

Āi, nǐ yào bù yào gēn wǒ huí yī tàng lǎojiā a?

欸，你要不要跟我回一趟老家啊？

she will ask you to go back to her hometown.

762

Suǒyǐ nǐ huíqu guo, shì ma?

所以你回去过，是吗？

So have you been back with her?

763

Yīnwèi wǒ de nǚpéngyou shì Màngǔ rén, suǒyǐ dào hái hǎo.

因为我的女朋友是曼谷人，所以倒还好。

My girlfriend is from Bangkok, so it's okay.

764

Háiyǒu yī diǎn wénhuà chāyì,

还有一点文化差异，

There is another cultural difference.

765

Tàiguórén chī là de chéngdù bǐ Táiwān rén lái de lìhai hěn duō.

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泰国人吃辣的程度比台湾人来得厉害很多。

Thai people are much more tolerant of spicy food than Taiwanese.

766

Xiàng wǒ zài Táiwān kěyǐ chī dào zhōnglà,

像我在台湾可以吃到中辣，

For example, in Taiwan, I can eat moderately spicy food,

767

dàn wǒ lái Tàiguó xiǎo là dōu bùdào.

但我来泰国小辣都不到。

but in Thailand, even the dishes labeled "lightly spicy" are too much for me.

768

Wǒmen céngjīng gēn péngyou qù chī lùbiān de nàge qīngguā shālā,

我们曾经跟朋友去吃路边的那个青瓜沙拉，

We once had a cucumber salad with our friends on the street.

769

shànglái zhīhòu fāxiàn làjiāo hěn duō,

上来之后发现辣椒很多，

When it was served, we found there were a lot of chilies on it.

770

wǒ jiù wèn nàge āyí shuō, zhè shì wǒmen diǎn de ma?

我就问那个阿姨说，这是我们点的吗？

So we asked the boss, "Is this what we ordered?"

771

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Wǒmen diǎn de shì xiǎo là

我们点的是小辣

We ordered it to be slightly spicy."

772

Zhèyàngzi quèrèn yīxià

这样子确认一下

We wanted to confirm that.

773

Āyí shuō: Shì a! Nà shì xiǎo là, nàge wǒ fàng le shí gēn làjiāo

阿姨说：是啊！那是小辣，那个我放了十根辣椒

The boss said, "Yes! That's just a little spicy. I only put in ten red chili peppers."

774

Hóng de làjiāo nàzhǒng? Wǒ de tiān! | Duì

红的辣椒那种？我的天！| 对

The red kind? My God! | Right.

775

Ránhòu tā shuō yībān pǔtōng de là shì sānshí gēn

然后她说一般普通的辣是三十根

She said that the regular spicy level uses 30 chili peppers.

776

Zhíjiē yào chī dào lādùzi | Jiù zhēnde chī bù xiàqu

直接要吃到拉肚子 | 就真的吃不下去

People will surely get diarrhea. | I really couldn't eat it.

## Taiwanese Guy Talks About Starting a Language School in Thailand

777

Jiù hěn dà de yīdiǎn shì chángcháng chūqù

就很大的一点是常常出去

When you go out and eat,

778

yīdìngyào jìde gēn cāntīng shuō xiǎo là xiǎo là

一定要记得跟餐厅说小辣小辣

you must stress to them that you want it slightly spicy.

779

Yàome jiù bù yào là, rán hòu nǐ hòu miàn zài jiā

要么就不要辣，然后你后面再加

Or don't make it spicy, and add it later yourself.

780

Duì, dàn yǒu gè xiǎo quēdiǎn shì zài Tàiguó

对，但有个小缺点是在泰国

Right, but the problem is that in Thailand,

781

hěn duō diànjiā tā yǒu gè qiāo qīngguā shā lā de nàge zhōng,

很多店家他有个敲青瓜沙拉的那个盅，

many restaurants use the same bowl to make their cucumber salad.

782

tā qíshí qiāo dì'èr fèn dì sān fèn dì sì fèn de shíhou,

他其实敲第二份第三份第四份的时候，

When they make the second, third, or fourth,



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783

tā qíshí bù tài huì qù xǐ lǐmiàn.

他其实不太会去洗里面。

they don't usually wash the bowl.

784

Suǒyǐ tā qíshí zuò xiǎo là huòshì tā zuò bù là, hái shì huì yǒudiǎn là

所以他其实做小辣或是他做不辣，还是会有点辣

So even if you order it to be slightly spicy or non-spicy, it can still be a bit spicy

785

Duì, yīnwèi nǐ lǐmiàn huì liú diǎn làjiāo.

对，因为你里面会留点辣椒。

because there's still some chili left inside (from before).

786

Ér yǒuxiē diànjiā shì nǐ qǐng tā zuò xiǎo là, tā bù tài huì zuò.

而有些店家是你请他做小辣，他不太会做。

Sometimes, when you ask them to make it slightly spicy, they might not be able to do it.

787

Suǒyǐ tā zuò chūlai de wèidao jiù bù zhèngzōng,

所以他做出来的味道就不正宗，

So the taste won't be as authentic

788

shènzhì huì méiyǒu nàme de hǎochī.

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甚至会没有那么地好吃。

and delicious.

789

Yīnwèi là cái huì ràng nàge kǒuwèi gèngjiā zhòng | Dui

因为辣才会让那个口味更加重 | 对

Because the spiciness gives it more flavor. | Right.

790

Wǒ gǎnjué kěnéng huárén huì gèng zhòngshì zhuànnqián, duìbùduì? | Dui

我感觉可能华人会更重视赚钱，对不对？ | 对

I feel that Chinese people might be more focused on making money, right? | Yes.

791

Suǒyǐ zhuànnqián bǐjiào jījī

所以赚钱比较积极

So they are more motivated to earn money.

792

Nà tā huìbùhuì... yǒuméiyǒu kěnéng

那他会不会... 有没有可能

Could it be possible that

793

Tàiguó de yuángōng zhuànnqián méiyǒu nàme jījī,

泰国的员工赚钱没有那么积极，

Thai employees are not as motivated to earn money,

794

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suǒyǐ rúguǒ tā zuò de bù kāixīn kěnéng jiù zǒu le?

所以如果他做得不开心可能就走了？

so if they are unhappy with their work, they might just leave?

795

Duì, Tàiguórén... wǒ yǒu gēn péngyou héhuǒ kāi yī jiān cāntīng,

对，泰国人...我有跟朋友合伙开一间餐厅，

Yes, Thai people... I opened a restaurant with my friends.

796

ránhòu wǒmen cāntīng de jīnglǐ zài mǒu yī tiān zuò de bùshì hěn kāixīn,

然后我们餐厅的经理在某一天做的不是很开心，

One day, our restaurant manager was not very happy

797

tā zǎoshang lái le xiàwǔ rén jiù xiāoshī le,

他早上来了下午人就消失了，

and disappeared in the afternoon

798

jiù shuō dōu méiyǒu shuō | Wèishénme ne?

就说都没有说 | 为什么呢？

without a word. | Why?

799

Wǒmen jiù fāxiàn zěnme bùjiànle,

我们就发现怎么不见了，

We found him missing

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800

ránhòu dǎdiànhuà gěi tā yě bù jiē.

然后打电话给他也不接。

and called him, but he didn't answer.

801

Qǐng qítā yuángōng qù quèrèn cái zhīdào tā bù gàn le,

请其他员工去确认才知道他不干了，

We asked other employees to check and found out that he had quit.

802

dàn tā bù gēn lǎobǎn jiǎng, tā rén jiù zhíjiē zǒu le.

但他不跟老板讲，他人就直接走了。

But he didn't tell us and just left.

803

Ránhòu hái yǒu qián de bùfen,

然后还有钱的部分，

Also regarding money,

804

bù tài huì qù zàiyì nǐ qián yǒuméiyǒu gěi dàowèi.

不太会去在意你钱有没有给到位。

they don't care whether or not you pay them enough.

805

Tā huì juéde wǒ bù yòng zhèng nǐ zhège qián,

他会觉得我不用挣你这个钱，

They feel that they don't need your money.

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806

wǒ huàn gè gōngzuò jiù hǎo le.

我换个工作就好了。

(If they're unhappy with the job), they can just get a new one.

807

Tā shì yào shēnghuó, tā huì bǎ shēnghuó kàn de bǐ qián hái lái de zhòngyào.

他是要生活，他会把生活看得比钱还来得重要。

They value their lives more than money.

808

Suǒyǐ shuō Tàiguó yuángōng huìbùhuì bǐ Zhōngguó yuángōng gèng nán guǎnlǐ?

所以说泰国员工会不会比中国员工更难管理？

So, are Thai employees harder to manage than Chinese ones?

809

Yǐ xuéxiào éryán hái hǎo, dànshì nǐ rúguǒ zuò qítā chǎnyè,

以学校而言还好，但是你如果做其他产业，

Running a school is alright. But if you're in other industries,

810

wǒ xiāngxìn huì bǐjiào nán guǎnlǐ.

我相信会比较难管理。

I believe it would be more difficult.

811

Yīnwèi xiàng wǒmen cāntīng de bùfen,

因为像我们餐厅的部分，

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In our restaurant,

812

chúfáng de yuángōng qíshí lái lái qù qù, rén lái yī tiān rén jiù zǒu,

厨房的员工其实来来去去，人来一天人就走，

the kitchen staff comes and goes all the time. Some people leave after just one day.

813

liúdònglǜ huì hěn dà, duì

流动率会很大，对

The turnover rate is very high.

814

Háiyǒu yī diǎn shì Tàiguó rén tāmen bù cúnqián,

还有一点是泰国人他们不存钱，

Another thing is that Thai people don't save money,

815

suǒyǐ chángcháng huì yùzhī xīnshuǐ.

所以常常会预支薪水。

so they often advance their salaries.

816

Nǐmen xuéxiào kěyǐ yùzhī ma?

你们学校可以预支吗？

Can your school advance salaries?

817

Xuéxiào... wǒ xuéxiào méiyǒu yù guo, yùzhī xīnshuǐ

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学校...我学校没有预过，预支薪水

We haven't advanced any salaries.

818

Ránhòu cāntīng huì, cāntīng de yuángōng xǐhuan yùzhī xīnshuǐ

然后餐厅会，餐厅的员工喜欢预支薪水

But our restaurant employees like to advance their salaries.

819

Kěnéng zhège yuè dào yuèdǐ le jǐqiān kuài měiyuán jiù xiān yùzhī yīxià,

可能这个月到月底了几千块美元就先预支一下，

They may advance several thousand dollars (he meant bahts) at the end of a month,

820

nà zhège yuè yùzhī, yùzhī wán xià gè yuè zài bǔ shang, ránhòu zài yùzhī.

那这个月预支，预支完下个月再补上，然后再预支。

and they will make up for it the following month, and then do it again.

821

Nǐ shuō de cāntīng xiànzài hái zài kāi ma? | Xiànzài hái zài kāi

你说的餐厅现在还在开吗？ | 现在还在开

Is the restaurant you mentioned still open? | Yes.

822

Zài nǎlǐ a? | Zài Terminal 21

在哪里啊？ | 在 Terminal 21

Where is it located? | It's at Terminal 21.

823

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O, shì Zhōngguó cāntīng háishi?

哦，是中国餐厅还是？

Oh, is it a Chinese restaurant?

824

Wǒmen shì mài Táiwān de málà yā xuè dòufu,

我们是卖台湾的麻辣鸭血豆腐，

We serve Taiwanese spicy duck blood tofu,

825

ránhòu háiyǒu miàn zhīlèi de

然后还有面之类的

noodles, and so on.

826

Shēngyì zěnmeyàng? | Shēngyì hái xíng

生意怎么样？ | 生意还行

How's the business? | It's okay.

827

Nàbian yóukè hěn duō

那边游客很多

There are many tourists there.

828

Nàbian yóukè hěn duō, suǒyǐ lùguò de kèrén huì duō yīdiǎn.

那边游客很多，所以路过的客人会多一点。

Yes, so we get a lot of passing customers.



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829

Zěnmé hái huì yòu kāi yī gè... kāi yī gè cāntīng?

怎么还会又开一个... 开一个餐厅?

Why did you decide to open a restaurant?

830

Jiù yìqíng de shíhòu gānghǎo yǒu Táiwān de péngyou, tā běnshēn shì chúshī,

就疫情的时候刚好有台湾的朋友，他本身是厨师，

During the pandemic, I met a friend from Taiwan who is a chef

831

ránhòu xiǎngyào zài Tàiguó chuàngyè,

然后想要在泰国创业，

and he wanted to start a business in Thailand,

832

jiù yǒu yīqǐ zuò zhèyàngzi, dàn wǒ gǔfèn zhàn de hěn shǎo.

就有一起做这样子，但我股份占得很少。

so we decided to do this together. But I only have a small share of it.

833

Zhōngguó yuángōng gēn Tàiguó yuángōng yǒuméiyǒu shénme qūbié?

中国员工跟泰国员工有没有什么区别?

Are there any differences between Chinese and Thai employees

834

Zài gōngzuò fāngmiàn?

在工作方面?

in terms of work ethics?

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835

Zhōngguó yuángōng bǐjiào qínfèn,

中国员工比较勤奋，

Chinese employees are more diligent

836

ránhòu lǎobǎn shuō shénme, wǒ kěyǐ zuò jiù zuòdào.

然后老板说什么，我可以做就做到。

and they try to do whatever their bosses ask them to.

837

Lǎobǎn shuō yī jiùshì yī, lǎobǎn shuō èr jiùshì èr.

老板说一就是一，老板说二就是二。

Whatever the boss says, they will do it without question.

838

Bǐjiào tīnghuà ma? | Bǐjiào tīnghuà

比较听话吗？ | 比较听话

They're more obedient? | Yes.

839

Nà nǐmen yě yǒu xīfāng de yuángōng ma,

那你们也有西方的员工嘛，

You also have Western employees,

840

nà xiāngbǐ tāmen láishuō yǒuméiyǒu shénme qūbié?

那相比他们来说有没有什么区别？

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so is there any difference between them and Thai people?

841

Xīfāng de yuángōng bǐjiào zhíjiē.

西方的员工比较直接。

Western employees are more direct.

842

Jīntiān kèchéng shàng chū shénme wèntí,

今天课程上出什么问题，

If there is a problem in today's class,

843

nǎ wèi xuésheng yǒu shénme wèntí,

哪位学生有什么问题，

or with students,

844

qiāndào, zuòyè děngděng yǒu shénme wèntí,

签到、作业等等有什么问题，

and with homework,

845

tā huì hěn zhíjiē de gēn nǐ shuō, duì

他会很直接地跟你说，对

they will tell you directly.

846

Dànshì xiāngjiào éryán, Tàiguórén zhè fāngmiàn jiù huì bǐjiào quēfá,

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但是相较而言，泰国人这方面就会比较缺乏，

But in comparison, Thai people

847

jiù bǐjiào méiyǒu nàme zhíjiē.

就比较没有那么直接。

are less direct in this regard.

848

Nà zuòwéi lǎobǎn dehuà,

那作为老板的话，

As a boss,

849

nǐ gèng xǐhuan zhíjiē yīdiǎn de háishi bù zhíjiē de?

你更喜欢直接一点的还是不直接的？

do you prefer direct or indirect communication?

850

Dāngrán jiù huì xuǎnzé zhíjiē yīdiǎn de,

当然就会选择直接一点的，

Of course, I prefer direct communication

851

chūwèntí wǒmen jiù jiějué tā ma,

出问题我们就解决它嘛，

because if there are problems, we need to solve them.

852

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shìqíng bù jiějué fàng zài nà jiùshì huì yuèláiyuè dà,

事情不解决放在那就是会越来越大，

If we don't deal with them, they will just get bigger and bigger,

853

huòshì huì chū gèng dà de wèntí.

或是会出更大的问题。

or even lead to bigger problems.

854

Nǐ yǒu qù guó dàlù ma?

你有去过大陆吗？

Have you ever been to mainland China?

855

Qù guó Běijīng gēn Xiàmén

去过北京跟厦门

I've been to Beijing and Xiamen.

856

Dìyī yìnxiàng shì shénme?

第一印象是什么？

What was your first impression?

857

Dìyī yìnxiàng shì hěn gānjìng hěn zhěngqí,

第一印象是很干净很整齐，

My first impression was that it was very clean and tidy,

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858

yóuqíshì jiēdào fēicháng de zhěngqí

尤其是街道非常的整齐

especially the streets.

859

Wǒ nàshíhou qù Běijīng,

我那时候去北京，

When I went to Beijing, (I saw that)

860

měi gè dàlóu de cóng gāo dào dī dào shèjì dōu fēicháng de zhěngqí.

每个大楼的从高到低到设计都非常的整齐。

every building was designed very neatly from tall to short.

861

Dànshì Táiwān bùshì, Táiwān jiēdào hěn luàn | Shì ma?

但是台湾不是，台湾街道很乱 | 是吗？

But it's not like that in Taiwan. The streets in Taiwan are very messy. | Really?

862

Ránhòu zhāopai shénme hěn zá, hěn luàn, hěn chǒu

然后招牌什么很杂、很乱、很丑

And the signs are very messy and ugly.

863

Ránhòu diànzǐ zhīfù, nàshíhou wǒ qù shì yī wǔ nián de shíhou,

然后电子支付，那时候我去是 15 年的时候，

Also regarding E-payments. I went there in 2015.

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864

dàjiā jiùshì... | Gāng kāishǐ yǐjīng yǒu le

大家就是... | 刚开始已经有了

Everyone was... | We already had (E-payments).

865

Yǐjīng zài yòng shǒujī zài zhīfù le

已经在用手机在支付了

People were already using their phones to pay.

866

Wa, nà dōngxī, Táiwān gēnběn méiyǒu!

哇，那东西，台湾根本没有！

Wow, that thing! Taiwan didn't have that at all!

867

Shì ma? Yīdiǎn dōu méiyǒu ma?

是吗？一点都没有吗？

Really? Not even a little bit?

868

Táiwān dàgài shì yìqíng de shíhòu,

台湾大概是疫情的时候，

It only became popular in Taiwan during the pandemic

869

huòshì shènzhì yìqíng qián yī liǎng nián diànzǐ zhīfù cái kāishǐ liúxíng.

或是甚至疫情前一两年电子支付才开始流行。

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or even one or two years after.

870

Nàshíhou wánquán méiyǒu,

那时候完全没有，

We didn't have it (in Taiwan) at that time.

871

jiù gǎnjué qù dào yī gè bùtóng de shìjiè yīyàng.

就感觉去到一个不同的世界一样。

It was like stepping into a different world (in China).

872

Wǒ Tàiguó nǚpéngyou tā chángcháng yào qù Shànghǎi chūchāi.

我泰国女朋友她常常要去上海出差。

My Thai girlfriend often goes to Shanghai for business trips.

873

Tā shuō tā qù dàlù chūchāi de shíhou, tāmen bù shōu xiànjīn,

她说她去大陆出差的时候，他们不收现金，

She said that when she went to the mainland, people didn't accept cash,

874

ránhòu yǒuxiē diàn xìnyòngkǎ yě bù shōu. | Duì

然后有些店信用卡也不收。| 对

and some stores didn't even accept credit cards. | Right.

875

Suǒyǐ biàncéng wàiguórén zhīfù shang huì yǒuyīdiǎn wèntí | Hěn máfan



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所以变成外国人支付上会有一点问题 | 很麻烦

So foreigners may have some problems with payments. | It's a hassle.

876

Duì, yǒu rén bù shōu

对，有人不收

Right, some people don't take (cash).

877

Rúguǒshuō yī gè wàiguórén lái nǐmen xuéxiào xuéxí Tàiyǔ

如果说一个外国人来你们学校学习泰语

If a foreigner wants to come to your school to learn Thai

878

huòzhě shì qítā de yǔyán, qiānzhèng máfan ma?

或者是其他的语言，签证麻烦吗？

or other languages, will it be difficult to get a visa?

879

Bànlǐ qiānzhèng de bùfen zhǔyào yǒu liǎng gè fāngfǎ,

办理签证的部分主要有两个方法，

There are mainly two ways to apply for a visa.

880

yī gè shì nǐ kěyǐ zài nǐ de guójiā shēnqǐng Tàiguó de xuésheng qiānzhèng,

一个是你可以在你的国家申请泰国的学生签证，

One is to apply for a Thai student visa in your country,

881

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nà gēn xuéxiào yòng jì jiàn de fāngshì kěyǐ bànlǐ.

那跟学校用寄件的方式可以办理。

which can be handled by mail.

882

Dì'èr gè fāngfǎ shì mùqián shì

第二个方法是目前是

The second way is

883

kěyǐ chíyǒu liùshí tiān de lǚyóu qiān rùjìng Tàiguó,

可以持有六十天的旅游签入境泰国，

to enter Thailand with a 60-day tourist visa

884

ránhòu zài Tàiguó jìngnèi zài zhuǎn chéng xuésheng qiānzhèng.

然后在泰国境内再转成学生签证。

and then convert it to a student visa while in Thailand.

885

Nà chíyǒu xuésheng qiānzhèng de qījiān nèi,

那持有学生签证的期间内，

During the period of holding a student visa,

886

měi liǎng gè yuè yào qù yímínjú zuò xùqiān de dòngzuò.

每两个月要去移民局做续签的动作。

you need to renew it every two months at the immigration office.

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887

Hǎoxiàng hěn máfan o | Huì piān máfan yīdiǎn

好像很麻烦哦 | 会偏麻烦一点

It seems like a hassle. | Yes, a little bit.

888

Xiàng nǐ kěnéng chíyǒu bā gè yuè de qiānzhèng,

像你可能持有八个月的签证，

You may only a visa for eight months,

889

dàn měi liǎng gè yuè jiù yào pǎo yī tàng yíminjú.

但每两个月就要跑一趟移民局。

but you have to go to the immigration office every two months.

890

Gǎnjué Tàiguó bànlǐ xuésheng qiānzhèng huì bǐ qítā guójiā gèng máfan yīdiǎn.

感觉泰国办理学生签证会比其他国家更麻烦一点。

It feels like getting a student visa in Thailand is more difficult than in other countries.

891

Duì, qítā guójiā xuésheng qiānzhèng kěnéng yī cì huì gěi nǐ dào...

对，其他国家学生签证可能一次会给你到...

Yes, in other countries, you might get a student visa for...

892

Bàn nián huòzhě shì yī nián | Duì

半年或者是一年 | 对

Half a years or a year. | Right.

## Taiwanese Guy Talks About Starting a Language School in Thailand

893

Zhīsuǒyǐ huì zhèyàng shì yīnwèi Tàiguó de qiānzhèng bùfen,

之所以会这样是因为泰国的签证部分，

It's because in Thailand,

894

yǔyán xuéxiào de qiānzhèng suànshì zuì róngyì bànlǐ de.

语言学校的签证算是最容易办理的。

language visa is the easiest to get.

895

Suǒyǐ rènhe rén dōu kěyǐ bànlǐ,

所以任何人都可以办理，

Anyone can apply for it,

896

tā xiāngduì huì xiǎng bǎ zhège bùzhòu biànde bǐjiào fùzá.

它相对会想把这个步骤变得比较复杂。

so they made the process more complicated.

897

Jiàoyù qiānzhèng chúle yǔyán,

教育签证除了语言，

In addition to language visas,

898

tā hái yǒu qítā de zhǒnglèi de qiānzhèng, duìbùduì?

它还有其他的种类的签证，对不对？

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there are other types of education visas, right?

899

Jiù bǐrúshuō tàiquán ya yě kěyǐ bànlǐ xuésheng qiān, duì ma? | Duì

就比如说泰拳呀也可以办理学生签，对吗？ | 对

For example, student visas for Muay Thai, right? | Yes.

900

Zhè lèixíng de xuésheng qiānzhèng hái bāokuò

这类型的学生签证还包括

This type of student visa also includes

901

tàiquán, qiánshuǐ, háiyǒu yǔmáoqiú, ànmó dēngděng.

泰拳、潜水，还有羽毛球、按摩等等。

Muay Thai, diving, badminton, massage, etc.

902

Yǔmáoqiú yě kěyǐ? | Duì, yǔmáoqiú yě kěyǐ

羽毛球也可以？ | 对，羽毛球也可以

Badminton is also included? | Yes.

903

Zěnmé huì yǒurén lái xué yǔmáoqiú a?

怎么会有人来学羽毛球啊？

But why would anyone come to Thailand to learn badminton?

904

Jiù dōu zài zhège lèibíe nèi,

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就都在这个类别内，

It's all included in this category.

905

zhǐyào nǐ zài xuéxí dōu kěyǐ chíyǒu xuésheng qiānzhèng

只要你在学习都可以持有学生签证

As long as you're studying something here, you can apply for a student visa.

906

Dāngrán Tàiguó hái yǒu dàdàxiǎoxiǎo bù yīyàng de qiānzhèng,

当然泰国还有大大小小不一样的签证，

Thailand also has many other types of visas,

907

xiàng yǒu gè qiānzhèng jiào fóxué qiān.

像有个签证叫佛学签。

such as Buddhist Studies Visa.

908

Xiàng Táiwān hěn duō zài sìmiào de héshang dēngděng

像台湾很多在寺庙的和尚等等

Many monks from Taiwan, for example,

909

tāmen kěyǐ bàn zhè lèixíng de zōngjiào qiānzhèng

他们可以办这类型的宗教签证

can apply for this type of religious visa

910

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lái Tàiguó de sìmiào zuò jiāoliú hé xuéxí.

来泰国的寺庙做交流和学习。

to come to Thai temples for exchange and study.

911

Nǐ xiànzài zài zhèbiān yǐjīng dāi le bā nián le, duì ba? | Duì

你现在在这边已经待了八年了，对吧？ | 对

You've been here for eight years now, right? | Yes.

912

Nà nǐ zìjǐ ná de shì gōngzuò qiānzhèng ma? | Duì

那你自己拿的是工作签证吗？ | 对

Do you have a work visa? | Yes, I do.

913

Wǒ ná de shì wǒmen xuéxiào de gōngzuò qiānzhèng.

我拿的是我们学校的工作签证。

I have a work visa from my school.

914

Nà rúguǒshuō nǐ hòuxù dǎsuàn chángqī zài zhèbiān kāi xuéxiào dehuà,

那如果说你后续打算长期在这边开学校的话，

If you plan to open a school here for a long time in the future,

915

nǐ kěyǐ shēnqǐng rù Tàiguó jí ma?

你可以申请入泰国籍吗？

can you apply for Thai citizenship?

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916

Tàiguó de guójí xiāngduì'éryán bǐjiào nán qǔdé,

泰国的国籍相对而言比较难取得，

Thai citizenship is relatively difficult to obtain

917

yīnwèi Tàiguó yǒu huángshì, shì yī gè Tàì wángguó,

因为泰国有皇室，是一个泰王国，

because Thailand is a kingdom with a royal family,

918

suǒyǐ rèn hé rù Tàiguó de guójí dōu xūyào Tàiguó de guówáng qiānshǔ.

所以任何入泰国的国籍都需要泰国的国王签署。

and any application for Thai citizenship requires the signature of the king.

919

Suǒyǐ míng'é yǒuxiàn, rán hòu huòqǔ de guǎndào yòu bù róngyì,

所以名额有限，然后获取的管道又不容易，

So the quota is limited, and the way to get it is not easy.

920

nǐ rúguǒ zhào zhe guānfāng de guǎndào qù shēnqǐng,

你如果照着官方的管道去申请，

If you apply for it through the official channel,

921

kěnéng páiduì pái gè shí nián èrshí nián dōu bùhuì děngdào nǐ.

可能排队排个十年二十年都不会等到你。

you might wait for 10 to 20 years and still won't get it.



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922

Suǒyǐ nǐ xūyào zhǎo yī gè yǒulì rénshì,

所以你需要找一个有利人士，

So you need to find someone influential

923

huòshì zhǎo yī gè bǐjiào tèbié de bàn zhèzhǒng fúwù de zhōngjiè,

或是找一个比较特别的办这种服务的中介，

or find a special agent

924

tā kěyǐ bāng nǐ qǔdé míng'é.

他可以帮你取得名额。

who can help you get the quota.

925

Nà zhège míng'é měinián měi gè guójiā yǒu xiàné,

那这个名额每年每个国家有限额，

The quota is limited for each country every year.

926

rúguǒ zhèxiē míng'é mǎn le, nǐ jiù zài děng xià yī nián.

如果这些名额满了，你就再等下一年。

If the quota is full this year, you'll have to wait for the next year.

927

Ránhòu Tàiyǔ yào huì tīngshuōdúxiě, ránhòu gōngzuò yǒu yāoqiú.

然后泰语要会听说读写，然后工作有要求。

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You also need to be able to read, write, speak, and understand Thai. There are also requirements regarding work.

928

Yǒu yī gè jīběn ménkǎn shì nǐ gōngzuò zhèng zhìshǎo yào chíyǒu sān nián,

有一个基本门槛是你工作证至少要持有三年，

A basic requirement is that you must have held a work permit for at least three years.

929

ránhòu zhè sān nián gōngzuò zhèng nǐ jiǎo de shuì hái yào gòu.

然后这三年工作证你缴的税还要够。

During these three years, you must have paid taxes.

930

Xiàng xīnzī zhìshǎo yào... rúguǒ nǐ xīnzī zài bā wàn yǐshàng dehuà,

像薪资至少要...如果你薪资在八万以上的的话，

If your salary is above 80,000 bahts,

931

nǐ de fēnshù huì bǐjiào gāo.

你的分数会比较高。

your score will be higher.

932

Ránhòu měinián hái yào juānzèng yī bǐ qián

然后每年还要捐赠一笔钱

Additionally, you need to donate a sum of money

933

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gěi Tàiguó de sìmiào gēn gōngjiājīguān,  
给泰国的寺庙跟公家机关,  
to Thai temples and public institutions every year,

934

duì, ránhòu juān sān nián  
对, 然后捐三年  
for three years.

935

Juān de shù'é duō ma? | Jǐ wàn tàizhū, bùshì tèbié duō, duì  
捐的数额多吗? | 几万泰铢, 不是特别多, 对  
Is the amount high? | A few hundred thousand bahts, not very high.

936

Jiù xiāngjiào zhěnggè process éryán qíshí bùshì tèbié duō.  
就相较整个 process 而言其实不是特别多。  
Compared to the entire process, it's not really a large amount.

937

Wǒ zhǐ zài tāmen de zhǐbì shàng kàn guo guówáng,  
我只在他们的纸币上看过国王,  
I have only seen the king on their currency.

938

nàge shì guówáng ba?  
那个是国王吧?  
Is that the king?

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939

Yǒu liǎng zhǒng, yī gè shì xiànzài de guówáng shí shì huáng,

有两种，一个是现在的国王十世皇，

There are two kings (on Thai currency). One is the current king, King Rama X,

940

ránhòu lìngwài yīzhǒng shì lǎo guówáng jiǔ shì huáng.

然后另外一种是老国王九世皇。

and the other is the older king, King Rama IX.

941

Tàiguórén hěn jìngzhòng lǎo guówáng, hěn jìngzhòng jiǔ shì huáng.

泰国人很敬重老国王，很敬重九世皇。

Thai people respect the older king very much.

942

Xiàng Tàiguó de fùqīnjié shì jiǔ shì huáng de shēngrì, duì

像泰国的父亲节是九世皇的生日，对

For example, in Thailand, Father's Day is on his birthday.

943

Wèishénme tāmen huì bǐjiào jìngzhòng lǎo guówáng?

为什么他们会比较敬重老国王？

Why do they respect the older king that much?

944

Yīnwèi lǎo guówáng zài de nà duàn shíjiān,

因为老国王在的那段时间，

Because when he was alive,

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945

lǎo guówáng hěn bāngzhù Tàiguó de rénmin.

老国王很帮助泰国的人民。

he helped Thai people a lot.

946

Yīnwèi huángjiā hěn yǒuqián,

因为皇家很有钱，

Although the royal family is very wealthy,

947

dàn huángjiā de qián bùshì rénmin de qián.

但皇家的钱不是人民的钱。

their money doesn't belong to the people.

948

Nà lǎo guówáng yòng huángjiā de qián qù fāzhǎn le hěn duō nóngyè jìshù,

那老国王用皇家的钱去发展了很多农业技术，

But the older king used the royal money to develop agricultural technologies,

949

ránhòu jiāng zhèxiē jìshù gěi Tàiguó nóngmín,

然后将这些技术给泰国农民，

and then gave these technologies to Thai farmers,

950

ràng Tàiguó nóngmín yǒu yījìzhīcháng, huòshì yǒubànfǎ zìjǐzìzú.

让泰国农民有一技之长，或是有办法自给自足。

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allowing them to have a skill or a way to be self-sufficient.

951

Pǔtōngrén yǒu jīhuì jiàndào guówáng ma? | Shǎo, hěn shǎo, duì  
普通人有机会见到国王吗? | 少, 很少, 对

Do ordinary people have a chance to meet the king? | Very rarely.

952

Tàiguórén jiàn Tàiguó guówáng shì huì gǎndòng dào luòlèi,  
泰国人见泰国国王是会感动到落泪,

When Thai people see their king, they can burst into tears

953

ránhòu xiàguì nàzhǒng gǎnjué  
然后下跪那种感觉

and kneel down in respect.

954

Pǔtōngrén hěn shǎo huì jiàndào Tàiguó guówáng.

普通人很少会见到泰国国王。

Ordinary Thai people seldom have the chance to see their king.

955

Guówáng jūzhù zài nǎlǐ ya?

国王居住在哪里呀?

Where does he live?

956

Wǒ gǎnjué shì yī gè shén... shì yī gè shénhuà yīyàng de.

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我感觉是一个神... 是一个神话一样的。

He feels like a mythical figure.

957

Guówáng yǒu hěnn duō dìfang, tā zhù hěnn duō dìfang, duì

国王有很多地方，他住很多地方，对

The king has many residences.

958

Dàn mùqián Tàiguó xiànzài de shí shì huáng

但目前泰国现在的十世皇

But currently, King Rama X,

959

bǐjiào cháng shíjiān huì dāi zài hǎiwài

比较长时间会待在海外

spends quite a long time overseas.

960

Wèishénme bù zài běnguó ne?

为什么不在本国呢？

Why not in his own country?

961

Yīnwèi tā mǎn xǐhuan hǎiwài de shēnghuó,

因为他蛮喜欢海外的生活，

Because he enjoys living overseas,

962

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suǒyǐ tā cháng shíjiān shì dāi zài Déguó de.

所以他长时间是待在德国的。

so he has been staying in Germany.

963

Zhège hěn yǒuyìsi o

这个很有意思哦

This is interesting.

964

Duì, ránhòu Tàiguó yǒu dà dà xiǎo xiǎo de jiérì děngděng,

对，然后泰国有大大小小的节日等等，

During Thailand's various festivals,

965

tā jiù huílai zhèyàngzi, duì

他就回来这样子，对

he will come back.

966

suǒyǐ shì yī gè bǐjiào xǐhuan màoxiǎn,

所以是一个比较喜欢冒险、

So he is a king who likes adventures

967

xǐhuan qù wán de guówáng | Duì

喜欢去玩的国王 | 对

and fun. | Yes.



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968

Mǎshàng jiù yào guò nián le, jiù yào dào èr líng èr sì nián le,

马上就要过年了，就要到 2024 年了，

It's almost the new year, and it's going to be 2024 soon.

969

míng nián yǒu méi yǒu shén me xīn de dǎ suàn?

明年有没有什么新的打算？

Do you have any new plans for next year?

970

Míng nián jiù huì huí jiā la, míng nián jiù dǎ suàn huí Tái wān le.

明年就会回家啦，明年就打算回台湾了。

I'm going home next year. I plan to go back to Taiwan.

971

Huí Tái wān shì gōng zuò ne hái shì shén me qí tā de yuán yīn?

回台湾是工作呢还是什么其他的原因？

Are you going back to Taiwan for work or for some other reason?

972

Wǒ huí Tái wān zhǔ yào péi bàn jiā rén ma, duì

我回台湾主要陪伴家人嘛，对

I'll go back to Taiwan mainly to be with my family.

973

Yīn wèi wǒ cóng shí bā suì kāi shǐ dú dà xué, dào xiàn zài shí nián le.

因为我从十八岁开始读大学，到现在十年了。

Since I (left home) to go to university when I was 18, it's been 10 years now.

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974

Érqiě shì wéibèi tāmen de yìyuàn

而且是违背他们的意愿

And against their wishes.

975

Dōu bù zài jiā, xiǎng shuō,

都不在家，想说，

I have not been home. So I thought

976

chàbuduō shì shíhou yào huíjiā péibàn yīxià jiārén.

差不多是时候要回家陪伴一下家人。

it's time to go back to be with my family.

977

Rìhòu yǒu xiǎng guo zài Táiwān fāzhǎn ma?

日后有想过在台湾发展吗？

Have you thought about working in Taiwan?

978

Mùqián jìhuà kěnéng shì huì zài Táiwān fāzhǎn,

目前计划可能是会在台湾发展，

Currently, my plan is to work in Taiwan.

979

yīnwèi xiǎoshíhou hái niánqīng,

因为小时候还年轻，

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When I was younger,

980

zài dúshū nàshíhòu juéde wǒ cái bù yào dāi zài Táiwān liè,

在读书那时候觉得我才不要待在台湾咧，

I didn't want to stay in Taiwan,

981

wǒ xiǎng qù hǎiwài fāzhǎn,

我想去海外发展，

instead I wanted to go overseas.

982

wǒ xiǎng chūqù chuǎng yī chuǎng, xiǎng tǐyàn yīxià hǎiwài de shēnghuó,

我想出去闯一闯，想体验一下海外的生活，

I wanted to go abroad and experience living there.

983

guówài de yuèliang bǐjiào yuán, wǒmen chángcháng zhèyàng jiǎng | Duì

国外的月亮比较圆，我们常常这样讲 | 对

As we often say, the moon is rounder abroad. | Right.

984

Děngdào zhēnde chūqù, ránhòu dāi le zhè yī duàn shíjiān hòu,

等到真的出去，然后待了这一段时间后，

But after I've been out for so long,

985

jiù juéde háishi jiǎlǐ hǎo yīdiǎn,

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就觉得还是家里好一点，

I feel that it's better to be home.

986

bìjìng chī de dōngxi hái yǒu rén nǎ děngděng dōu shì zìjǐ bǐjiào xíguàn de.

毕竟吃的东西还有人哪等等都是自己比较习惯的。

After all, I am more used to the food and people (back home).

987

Jīntiān fēicháng de gǎnxiè nǐ jiēshòu wǒmen de yāoqǐng,

今天非常的感谢你接受我们的邀请，

Thank you for accepting our invitation today

988

ránhòu yǔ wǒmen fēnxiǎng le nǐ de chuàngyè zhī lù

然后与我们分享了你的创业之路

and for sharing with us your entrepreneurial journey

989

yǐjī zhège guòchéng zhōng pèngdào de gèzhǒnggèyàng de wèntí.

以及这个过程中碰到的各种各样的问题。

and the various challenges you faced along the way.

990

Xiǎngyào liǎojiě Allen de yǔyán xuéxiào kèchéng de xuésheng ne,

想要了解 Allen 的语言学校课程的学生呢，

For anyone who's interested in Allen's language school courses,

991

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yě kěyǐ qù tā de guānfāng wǎngzhàn huòzhě shì Email liánxì nǐmen

也可以去他的官方网站或者是 Email 联系你们

you can visit their official website or contact them via email.

992

En, kěyǐ kěyǐ | Kěyǐ zīxún yīxià

嗯，可以可以 | 可以咨询一下

Yes. | You can make an inquiry.

993

Nà hǎo, nà jiù zhù nǐ zài zhīhòu de chuàngyè lùshang yuèláiyuè shùnlì!

那好，那就祝你在之后的创业路上越来越顺利！

Alright, wish you all the success on your entrepreneurial journeys!

994

Zhège xuéxiào nǐ hái shì huì cānyù de, duì ba?

这个学校你还是会参与的，对吧？

You still will be involved in the school, right?

995

Yǒu, xuéxiào hái shì huì cānyù, kèfú děngděng hái shì huì cānyù.

有，学校还是会参与，客服等等还是会参与。

Yes, I will still do customer service and other things.

996

Hái shì kěyǐ liánxì tā | Duì

还是可以联系他 | 对

You can still contact him. | Right.

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997

Hǎo de hǎo de, nà jiù yǒu jīhuì zàijiàn!

好的好的，那就有机会再见！

Alright, hope to see you in the future!

998

Hǎo, zàijiàn! | Báibái!

好，再见！ | 拜拜！

Okay, goodbye! | Bye!