

Cultural Differences Between Mainland Chinese and Malaysian Chinese

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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

Zuìjìn ne wǒ zài Dōngnányà lǚxíng,

最近呢我在东南亚旅行，

Recently, I've been traveling in Southeast Asia,

3

qījiān jiù fāxiàn yǒu xǔduō Zhōngguó rén zài zhèxiē guójiā chuàngyè.

期间就发现有许多中国人在这些国家创业。

and I noticed that there are many Chinese people doing businesses in these

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countries.

4

Zhè jiù ràng wǒ gǎndào hěn hàoqí,

这就让我感到很好奇，

This has sparked my curiosity:

5

tāmen wèishénme huì xuǎnzé zǒuchū shūshìqū,

他们为什么会选择走出舒适区，

Why would they choose to step out of their comfort zone

6

láidào zhè rénshēngdìbùshú de guójiā chuàngyè ne?

来到这人生地不熟的国家创业呢？

and start a business in a foreign land?

7

Tāmen yòu shì rúhé kèfú yīnwèi yǔyán

他们又是如何克服因为语言

How do they overcome the challenges brought about by language

8

hé wénhuà chāyì ér dàilái de tiǎozhàn ne?

和文化差异而带来的挑战呢？

and cultural differences?

9

Jīntiān wǒmen jiù yāoqǐng le yī wèi

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今天我们就邀请了一位

Today we have invited a Chinese

10

zài Mǎláixīyà shēnghuó le èrshí jǐ nián de Zhōngguó rén

在马来西亚生活了二十几年的中国人

who has been living in Malaysia for over 20 years,

11

lái fēnxiǎng tā zài zhèlǐ liúxué, qǔqī hé chuàngyè de jīnglì.

来分享他在这里留学、娶妻和创业的经历。

to share his experiences in studying, getting married, and starting a business here.

12

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

下面我们就有请他来跟大家打个招呼吧。

Let's have him to say "hello" to everyone.

13

Hālóu, dàjiā hǎo, wǒ shì Lǎo Luó.

哈喽，大家好，我是老罗。

Hello, everyone, I'm Lao Luo.

14

Wǒ shì shēnghuó zài Mǎláixīyà de Chóngqìng rén.

我是生活在马来西亚的重庆人。

I'm a Chongqing person living in Malaysia.

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Wǒ dúshū shì zài zhèr, zài zhèlǐ jié le hūn,

我读书是在这儿、在这里结了婚、

I studied, got married,

16

zài zhèlǐ zuòshēngyì, shēnghuó èrshí duō nián.

在这里做生意、生活二十多年。

have been doing business and living here for over twenty years.

17

Zěnmé huì xuǎnzé lái Mǎláixīyà shàngxué ne?

怎么会选择来马来西亚上学呢？

Why did you choose to study in Malaysia?

18

Mǎláixīyà yǒu gè zhítōngchē xiàngmù.

马来西亚有个直通车项目。

Malaysia had a direct entry program

19

Jiùshì zài Mǎláixīyà dú sān nián de dàxué,

就是在马来西亚读三年的大学，

in which you spent three years studying in a university in Malaysia,

20

zuìhòu de liǎng nián zài Yīngguó huòzhě Àodàlìyà.

最后的两年在英国或者澳大利亚。

and the next two years in England or Australia.

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21

Nà wèishénme bù zhíjiē qù ne?

那为什么不直接去呢？

Why not go (to England or Australia) directly?

22

Yīnwèi zhíjiē qù Yīngguó, nàge niándài yào jiāo wǔshí wàn de bǎozhèngjīn

因为直接去英国，那个年代要交五十万的保证金

Because going directly to the UK back then required a collateral of half a million yuan.

23

Nǐ yào qù Yīngguó nǐ yào kǎo nàge yǔyán

你要去英国你要考那个语言

If you wanted to study in the UK, you would have to take a language test.

24

Yǎsī háishi Tuōfú? | Yǎsī

雅思还是托福？ | 雅思

IELTS or TOEFL? | IELTS.

25

Měiguó tuōfú, Yīngguó yǎsī

美国托福，英国雅思

TOEFL is for the US, and IELTS is for the UK.

26

Kǎo bù guò ne jìxù kǎo, nàge fèiyòng shì fēicháng ángguì de,

考不过呢继续考，那个费用是非常昂贵的，

If you didn't pass, you could keep trying, and the cost was very high.

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27

ránhòu nǐ hái bù yīdìng nǐ néng guò

然后还不一定你能过

Still, there was no guarantee that you would pass.

28

Dànshì lái Mǎláixīyà méiyǒu yǔyán yāoqiú ma? | Méiyǒu

但是来马来西亚没有语言要求吗? | 没有

But wasn't there a language requirement to study in Malaysia? | No.

29

Dànshì nǐ yào shàng nàge, jiào yùkē bān

但是你要上那个, 叫预科班

But we had to take foundational courses.

30

Dāngshí hái xué le Mǎláixīyà lìshǐ, hái xué le Mǎláiyǔ

当时还学了马来西亚历史, 还学了马来语

At that time, we studied Malaysian history and the Malay language.

31

Yùkē xué duōjiǔ?

预科学多久?

How long did the foundational courses last?

32

Yībān shì sān gè yuè dào bànnián

一般是三个月到半年

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Usually three to six months.

33

Yùkē shì yòng Yīngwén xué de háishi Zhōngwén xué de? | Yīngwén

预科是用英文学的还是中文学的? | 英文

Were the courses taught in English or Chinese? | English.

34

Nà nǐ Yīngwén bùshì tǐnghǎo de?

那你英文不是挺好的?

Your English must have been pretty good!

35

Qíshí wǒ zhēnzhèng xuéhuì Yīngwén bùshì zài yùkē

其实我真正学会英文不是在预科

Actually, I didn't really learn English well in that course.

36

Shì chūlái jiéjiāo péngyou, chūlái shēnghuó, mànman xuéhuì de

是出来结交朋友，出来生活，慢慢学会的

It was only after I made friends and through living here that my English slowly got better.

37

Hòumian zài zhèngshì shàng dàxué de shíhou,

后面在正式上大学的时候，

So, later in the formal university lessons,

38

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kèběn dōu shì shénme yǔyán de? | Yīngwén

课本都是什么语言的? | 英文

what language was used in the textbooks? | English.

39

Nà bù hěn fèijìn a, kàn de dǒng ma?

那不很费劲啊, 看得懂吗?

Wasn't it difficult? Could you understand?

40

Kànbudǒng

看不懂

I couldn't.

41

Zěnmé xué? | Nǔlì xué, zhǐnéng shì zhèyàng le

怎么学? | 努力学, 只能是这样了

How did you study? | I had to study hard, that's all I could do.

42

Yīnwèi zhège yě shì yǒu kǎoshì de

因为这个也是有考试的

Because there were also exams.

43

Shénme zhuānyè?

什么专业?

What was your major?

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44

Wǒ shì IT hé business shuāng xiū

我是 IT 和 business 双修

I majored in IT and business.

45

Zěnmé huì xuǎn zhège zhuānyè ne?

怎么会选这个专业呢?

Why did you choose this major?

46

Wǒ xiān xuǎn le business, yīnwèi wǒ yào zuòshēngyì jiānglái

我先选了 business, 因为我要做生意将来

I first chose business because I wanted to do business in the future.

47

Ránhòu hòulái xuǎn le IT, wèishénme ne?

然后后来选了 IT, 为什么呢?

Then I chose IT, why?

48

Yīnwèi wǒ juéde wèilái de shìjiè yīdìng shì xūyào IT zhège dōngxi.

因为我觉得未来的世界一定需要 IT 这个东西。

Because I felt that the world in the future would definitely need IT.

49

Dìyīcì lái Mǎláixīyà de gǎnjué shì shénme?

第一次来马来西亚的感觉是什么?

What was your first impression of Malaysia?

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50

Dìyī tiān lái ne wǒ zhíjiē lái le Jílóngpō, wǎnshang, yòu hēi

第一天来呢我直接来了吉隆坡，晚上，又黑

On the first day, I arrived in Kuala Lumpur at night, so it was dark.

51

érqiě hái shì yīnwèi líxiāngbèijǐng,

而且还是因为离乡背井，

Also, since I was far from home,

52

dāngshí hé hěn duō rén fēnkāi le, xīnqíng hěn shāngxīn hěn dīluò

当时和很多人分开了，心情很伤心很低落

and had just separated from (my family and friends), I felt very sad and melancholy.

53

Dànshì dì'èr zǎoshang yī qīlái, wa! Yángguāngmíngmèi

但是第二早上一起来，哇！阳光明媚

But when I woke up the next morning, it was sunny and bright.

54

zhěnggè chéngshì wǒ jiù kàndào le, niǎoyǔhuāxiāng de

整个城市我就看到了，鸟语花香的

The whole city was in front of me, full of birds singing and flowers blooming.

55

Ránhòu màn màn de zhège xīnqíng jiù yuè lái yuè hǎo.

然后慢慢地这个心情就越来越好。

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And gradually, my mood got better and better.

56

Yīnwèi dāngshí de Jílóngpō, èr líng líng èr nián

因为当时的吉隆坡，2002 年

It was 2002, and Kuala Lumpur

57

shì bǐ Zhōngguó hěn duō chéngshì dōu fādá.

是比中国很多城市都发达。

was more developed than many cities in China at that time.

58

Gāosùgōnglù dōu hái méi pǔjí quánáguó ne

高速公路都还没普及全国呢

Highways were not widespread throughout China at that time.

59

Dànshì Jílóngpō de dàxíng ne shāngchǎng fēichángduō, érqǐ zhēn dà!

但是吉隆坡呢大型的商场非常多，而且真大！

But in Kuala Lumpur, there were many large shopping malls! They were really big!

60

Ránhòu yǒu yīzhǒng shǐkélàng jiàn dàxiàng de gǎnjué, nǐ zhīdào ma?

然后有一种屎壳郎见大象的感觉，你知道吗？

I felt like a dung beetle seeing an elephant, you know?

61

Ránhòu zhèbiān de rén ne jiùshì wǔyánliùsè de,

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然后这边的人呢就是五颜六色的，

And the people here were colorful.

62

ránhòu shuō Yīngwén de, shuō Mǎláiwén de

然后说英文的，说马来文的

They spoke English, Malay,

63

Guǎngdōnghuà de, Fújiàn huà de, ránhòu shuō pǔtōnghuà de yě yǒu.

广东话的，福建话的，然后说普通话的也有。

Cantonese, Fujianese, and Mandarin.

64

Dànshì tāmen shuō pǔtōnghuà dài diǎn wèir.

但是他们说普通话带点味儿。

But when they spoke Mandarin, they had a bit of an accent.

65

Wǒ de gǎnjué jiùshì wǒ hěn hàoqí, wǒ juéde hái tǐng bùcuò de

我的感觉就是我很好奇，我觉得还挺不错的

I felt curious, and thought it was quite nice.

66

Tīngdedǒng ma? | Wǒ tīngdedǒng

听得懂吗？ | 我听得懂

Could you understand (their accent)? | Yes.

67

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Dànshì yǒuyīxiē shuō de hěn zāogāo de ne,

但是有一些说得很糟糕的呢，

But to people who spoke (Mandarin) poorly,

68

wǒ jiù shuō nǐ jiǎng Guǎngdōnghuà.

我就说你讲广东话。

I would tell them to speak Cantonese.

69

Nǐ tīngdedǒng Guǎngdōnghuà?

你听得懂广东话？

Do you understand Cantonese?

70

Wǒ tīngdedǒng yīxiē Guǎngdōnghuà,

我听得懂一些广东话，

I understand a little

71

yīnwèi xiǎoshíhou tīng Guǎngdōng gē ma.

因为小时候听广东歌嘛。

because I listened to Cantonese songs when I was a child.

72

Nǐ zài Mǎláixīyà shàng le zhème duō nián xué ma,

你在马来西亚上了这么多年学嘛，

You studied in Malaysia for many years.

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73

nǐ gǎnjué zhèbiān de jiàoxué fāngshì

你感觉这边的教学方式

Do you feel that the educational system here

74

gēn zán Zhōngguó de yǒuméiyǒu shénme bùtóng?

跟咱中国的有没有什么不同?

is different than in China?

75

Yīnwèi wǒ méiyǒu zài Zhōngguó shàng dàxué, wǒ bù zhīdào.

因为我没有在中国上大学，我不知道。

Since I didn't go to university in China, I don't know (how to answer this).

76

Zhèbiān shàng dàxué shì jiāo nǐ xiàngmù

这边上大学是教你项目

Here, in universities, they teach you (using) projects.

77

Tā yǒuxiē gōngsī a, huì diū yīxiē xiàngmù gěi xuéxiào.

它有些公司啊，会丢一些项目给学校。

Some companies would give projects to schools

78

Nà xuéxiào lǎoshī ne zhāo yī qún miǎnfèi láodònglì gàn.

那学校老师呢招一群免费劳动力干。

and the teachers would recruit a group of (students) to provide free labor to work on

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them.

79

Zuò chūlai zhège xiàngmù ne, ránhòu jiù kěyǐ gěi qǐyè, jiù kěyǐ yòng.

做出来这个项目呢，然后就可以给企业，就可以用。

After the projects were completed, they would be given back to the companies to be implemented.

80

Ránhòu wǒmen ne yě kěyǐ zài nàr shíxí guānchá,

然后我们呢也可以在那儿实习观察，

Afterwards, we could also go to the company to work as interns

81

qù děng tā de jiéguǒ, zhège shì fēicháng qiáng.

去等它的结果，这个是非常强。

to get feedback on the projects. This was a really good (method for learning).

82

Nà zhège xuéxí fāngfǎ hái tǐnghǎo de a

那这个学习方法还挺好的啊

That teaching method was quite good.

83

Jiù chūlái jiù kěyǐ gōngzuò le ma qíshí, yě yǒu gōngzuò jīngyàn le. | Dui

就出来就可以工作了嘛其实， 也有工作经验了。| 对

You can work right after you graduate, and you gain work experience. | Right.

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Mǎláixīyà de huárén gēn Zhōngguó rén wénhuà fāngmiàn

马来西亚的华人跟中国人文化方面

Do Malaysian Chinese have cultural differences

85

yǒu bùtóng de dìfāng ma? Háishi dōu chàbuduō?

有不同的地方吗？还是都差不多？

from mainland Chinese, or are (the cultures) the same?

86

Wǒ zhīqián zuò shìpín, wǒ gēn dàjiā jiǎng chàbuduō.

我之前做视频，我跟大家讲差不多。

When I made a video in the past about this, I said they're about the same.

87

"Qíshí zhù zhèlǐ jiǔ le yǐhòu a, ránhòu zuòshēngyì yǐhòu,"

其实住这里久了以后啊，然后做生意以后，

But since I've been living and doing business here for a long time,

88

nǐ huì gēn hěn duō huárén qù jiāoliú,

你会跟很多华人去交流，

and I have interacted with many (Malaysian) Chinese,

89

nǐ huì fāxiàn ne lǐmiàn chābié hěn dà.

你会发现呢里面差别很大。

I have found that the differences are quite significant.

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90

Bǐrúshuō zuòshēngyì fāngmiàn yǒu shénme bùtóng ne?

比如做生意方面有什么不同呢？

For example? What is different in business practices?

91

Zài Zhōngguó zánmen hézuò nǐ yǒu shénme wèntí wǒ zhíjiē jiù zhǐ chūlai le

在中国咱们合作你有什么问题我直接就指出来了

In China, when we work (with suppliers), if we see a problem, we will point it out directly

92

Juébù gěi nǐ miànzi

绝不给你面子

and won't consider the other person's face.

93

Zuò de hǎo jiùshì hǎo, bùhǎo jiùshì bùhǎo.

做得好就是好，不好就是不好。

If it's good, we will say it's good and if it's bad, we will just point it out.

94

"Ránhòu bùhǎo nǐ gěi wǒ jiēzhe gǎi, gǎi dào hǎo wéizhǐ."

然后不好你给我接着改，改到好为止。

If it's not good, we will ask them to keep revising it until it's good.

95

Yǐfāng a nà wánquán de jiùshì bā zhe nǐ zǒu

乙方啊那完全地就是扒着你走

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The party that provides services or goods will try their best to please their customers.

96

Ránhòu nǐ yǒu gè dōngxī xūyào tāmen gǎi dehuà, hěn kuài, hěn lèyì

然后你有个东西需要他们改的话，很快，很乐意

If there's something that needs to be modified, they will gladly do it quickly.

97

yóuqíshì dàgōngsī, nǐ yào gěi tā project lái zuò dehuà, hěn lèyì

尤其是大公司，你要给他 project 来做的话，很乐意

Especially when a big company gives suppliers a project, they will be glad (to serve them)

98

Biéshuō liù qī diǎn le, biéshuō qī bā diǎn le, nǐ shí yī èr diǎn, tā méi shuì...

别说六七点了，别说七八点了，你十一二点，他没睡...

and whether it's 6, 7, 8 pm, or even 11 and 12pm, if they're still awake...

99

Jiùshì nǐ yào shénme wǒmen zuòwéi yǐfāng de dōu huì jǐnliàng qù mǎnzú kèhù.

就是你要什么我们作为乙方的都会尽量去满足客户。

Whatever the customer needs, the suppliers will try their best to satisfy them.

100

Nǐ shì yào gǎi dōngxī, háishi yào zěnmeyàng dōu kěyǐ.

你是要改东西，还是要怎么样都可以。

Whether you want to modify something or have other requirements, they will try (their best to meet your requests).

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101

Dāngrán zhège shì zài hézuò fànwéi zhīnèi de shìqíng.

当然这个是在合作范围之内的事情。

Of course, we're only talking about things within the scope of business.

102

Zài Mǎláixīyà zhèbiān ne, bùshì

在马来西亚这边呢，不是

In Malaysia, it's not the case.

103

Zài Mǎláizhèbiān ne, jiǎnghuà yào tèbié de zhùyì.

在马来这边呢，讲话要特别地注意。

In Malaysia, you have to pay attention to your words.

104

Suīrán dōu shì huárén, dàn wénhuà bù yīyàng.

虽然都是华人，但文化不一样。

Even though they are Chinese, just like us, their culture is very different.

105

Wǒ dǎ gè bǐfāngshuō a,

我打个比方说啊，

Let me give you an example.

106

wǒmen Zhōngguó rén Zhōngguó rén zhījiān liáotiān,

我们中国人中国人之间聊天，

When mainland Chinese talk to each other,

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107

kěnéng zài wàirén kàn bù lǐmào.

可能在外人看不礼貌。

we may appear to be impolite (to observers).

108

Liǎngxià jiù chēngxiōng dàodì de, shìbùshì? | Duì

两下就称兄道弟的，是不是？ | 对

We might call each other "brothers" when we had actually just met, right? | Right.

109

Dànshì wǒmen qíshí néng fēnbiàn lǐmiàn de zhēnwěi,

但是我们其实能分辨里面的真伪，

But we can distinguish how truthful the other person is.

110

dànshì zhèzhǒng shuōhuà fāngshì ràng wǒmen shūfu.

但是这种说话方式让我们舒服。

We talk (as if we're close) in order to make ourselves feel comfortable.

111

Dànshì wǒ yě huì juéde nǐ chuī niúbi

但是我也会觉得你吹牛逼

We can also tell if someone is bullshitting.

112

Wǒmen néng zhuāzhù zhège point, zhège diǎn

我们能抓住这个 point，这个点

Cultural Differences Between Mainland Chinese and Malaysian Chinese

We can pick up the nuances.

113

Nǐ ràng běndìrén zhuā zhège diǎn zhuā bùzháo.

你让本地人抓这个点抓不着。

But local Malaysian Chinese won't be able to.

114

Suǒyǐ shuō hěn duō rén... Jiùshì yī gè gōngsī

所以说很多人... 就是一个公司

That's why many people... Many companies

115

tā huì qǐng Zhōngguó rén duì Zhōngguó shìchǎng,

他会请中国人对中国市场,

hire mainland Chinese to serve Chinese market,

116

qǐng Mǎláixīyà rén duì Mǎláixīyà shìchǎng.

请马来西亚人对马来西亚市场。

and hire Malaysians to serve the Malaysian market.

117

Érqiě zhèlǐ shì yī gè duōyuán zhǒngzú de guójiā

而且这里是一个多元种族的国家

Also, this is a country that is multi-racial.

118

Shuōdào zhèr, kěnéng nǐ huì xiǎng Zhōngguó wúshí liù gè mínzú,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

说到这儿，可能你会想中国五十六个民族，

Speaking of this, you might think that China has 56 ethnic groups

119

wǒmen yě shì duōyuán

我们也是多元

and we're also a diverse country.

120

dànshì bù yīyàng | Bǐlì bù yīyàng

但是不一样 | 比例不一样

But it's different. | The ratio is different.

121

Bùshì bǐlì bù yīyàng, nà shì duōyuán mínzú

不是比例不一样，那是多元民族

It's not that. (China) has minority groups

122

Tā zuìduō jiùshì yī gè fēngsú, yī gè xí sú bù yīyàng bàle.

它最多就是一个风俗，一个习俗不一样罢了。

and we just have different customs.

123

Bǐrúshuō nǐ huímín, Zhōngguó de Hànzú rén jiù gēn Huímín zuò péngyou

比如说你回民，中国的汉族人就跟回民做朋友

For example, the Hui people (Muslims) in China. If a Han person and a Hui person are friends,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

124

nǐ kěnéng kāiwánxiào, nǐ chī bù chī zhūròu a?

你可能开玩笑，你吃不吃猪肉啊？

(the Han person) might joke with his Hui friend: "Do you eat pork?"

125

Nǐ zhēnde yīdiǎn dōu bùnéng chī?

你真的一点都不能吃？

You really don't eat any?!"

126

Nǐ zài zhèr zuìhǎo bùyào qù wèn,

你在这儿最好不要去问，

Here, it's best you don't ask.

127

jiùshì nǐ liǎojiě tā bù chī zhūròu,

就是你了解他不吃猪肉，

You just need to know that (Malays) don't eat pork

128

Yīndùrén bù chī niúròu jiù hǎo le.

印度人不吃牛肉就好了。

and Indians don't eat beef.

129

Dāngrán le nǐ wèn tā, tā yě huì lǐmào de gēn nǐ jiǎng wǒmen bù chī.

当然了，你问他，他也会礼貌地跟你讲我们不吃。

Of course, if you ask them, they might reply out of politeness.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

130

Dànshì nǐ bùnéng wèn duō, wèn duō le tèbié bù lǐmào.

但是你不能问多，问多了特别不礼貌。

But if you keep asking, that's not very polite.

131

Nǐ shì shuō zài guónèi dehuà,

你是说在国内的话，

So you're saying that in China,

132

jiǎshè gēn yī gè Huímín péngyou,

假设跟一个回民朋友，

if we have a Hui friend

133

wǒmen shì hěn hǎo de péngyou,

我们是很好的朋友，

who is very close to us,

134

háishi kěyǐ kāi kāi zhèzhǒng wánxiào de.

还是可以开开这种玩笑的。

we can make such jokes.

135

Dàn zhèbiān dehuà, jiù zuìhǎo bù yào qù shèjí dào zhège wèntí?

但这边的话，就最好不要去涉及到这个问题？

Cultural Differences Between Mainland Chinese and Malaysian Chinese

But in Malaysia, it's best not to ask, right?

136

Nǐ wúlùn shì gēn Huímín háishi gēn běndì huárén,

你无论是跟回民还是跟本地华人，

Whether it's with Muslims (Malays) or Malaysian Chinese,

137

bùyào tà guo zhège xiàn.

不要踏过这个线。

you shouldn't cross the line.

138

Běndì huárén nǐ gēn tā jiǎnghuà, jiùshì zuò de hǎo, wǒ kěyǐ kuā.

本地华人你跟他讲话，就是做得好，我可以夸。

When you talk to a Malaysian Chinese, if they do something nice, you can compliment them,

139

Zuò de bùhǎo, wǒ kě bù kěyǐ zhíjiē de pīpíng nǐ ne?

做得不好，我可不可以直接地批评你呢？

if they do something wrong, whether you can directly point it out or not,

140

Zhè shì yī gè wèntí

这是一个问题

it's a question (meaning, it's not clear how to act).

141

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Jiùshì zěnmē diǎnchū duìfāng de wèntí, hái bù yào mào fàn dào duìfāng.

就是怎么点出对方的问题，还不要冒犯到对方。

So you need to point out their mistakes without offending them.

142

Zhè shì fēicháng dà de xuéwèn.

这是非常大的学问。

This is an art.

143

Suǒyǐ nǐ shuō wénhuà yīyàng ma? | Shì yǒu qūbié ha

所以你说文化一样吗？ | 是有区别哈

So do you think the culture is the same? | There are differences.

144

Shì yǒu qūbié de, dànshì dōu shì huárén.

是有区别的，但是都是华人。

Yes, there are differences, but we're all Chinese.

145

Háiyǒu jiùshì pǔtōng chīfàn de shíhòu,

还有就是普通吃饭的时候，

Also, when Malaysian Chinese have meals together,

146

hěn duō wǎnbèi ne tā kěnéng huì shuō,

很多晚辈呢他可能会说，

the younger ones might say:

Cultural Differences Between Mainland Chinese and Malaysian Chinese

147

gēge jiějie chīfàn, bàba māma chīfàn, tā zìjǐ cái chīfàn.

哥哥姐姐吃饭，爸爸妈妈吃饭，他自己才吃饭。

"Older brother or sister, or father and mother, please eat." Then, they will start eating.

148

Fāyáng le wǒmen yǐqián de chuántǒng, zūnlǎo'àiyòu

发扬了我们以前的传统，尊老爱幼

They have carried forward our traditional virtues of respecting the elderly and caring for the young.

149

Wǒmen xiànzài hǎoxiàng hěn shǎo zhèyàngzi.

我们现在好像很少这样子。

It seems that we (mainland Chinese) rarely follow this now.

150

Wǒmen xiànzài, nà xiǎohái xiān chībǎo!

我们现在，那小孩先吃饱！

We let the kids eat first.

151

Chī ba, lái! Dōu gěi nǐ, fàng nǐ qiánbian

吃吧，来！都给你，放你前边

"Eat! Here, it's all yours!" We move the food in front of them.

152

Nà nǐ qiánmiàn yě shuōdào

那你前面也说到

Cultural Differences Between Mainland Chinese and Malaysian Chinese

You mentioned earlier that

153

zhègè jǐge zhǒngzú zhījiān de wénhuà chāyì shì hěn dà de ma.

这个几个种族之间的文化差异是很大的嘛。

there are significant cultural differences among the major ethnic groups here

154

Yě kěnéng huì yīnwèi bù lǐjiě huòzhě shuō bù liǎojiě duìfāng de wénhuà chāyì,

也可能会因为不理解或者说不了解对方的文化差异，

and that if one doesn't understand each other's culture,

155

ér chǎnshēng yīxiē wùhuì?

而产生一些误会？

it can lead to misunderstanding, right?

156

Nǐ zài xuéxiào de shíhòu gāng lái, kěnéng yě bùshì tèbié liǎojiě,

你在学校的时候刚来，可能也不是特别了解，

When you first came to study here, since you didn't know too much,

157

yǒuméiyǒu yīnwèi zhègè shìqíng ér chǎnshēng guo shénme wùhuì?

有没有因为这个事情而产生过什么误会？

were there any misunderstandings?

158

Yǒuyīcì wǒ zuò biéren chē, wǒ jiù zuò hòumian le.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

有一次我坐别人车，我就坐后面了。

Once, I took a ride in a (Malaysian Chinese friend's) car and I sat in the backseat.

159

Wǒ zhǎngdà le cái zhīdào, zuòchē zuò biéren de, bùyào zuò hòumian.

我长大了才知道，坐车坐别人的，不要坐后面。

Only afterwards did I understand that we shouldn't sit in the backseat if the driver is (a friend).

160

Yīnwèi zuò hòumian nǐ bǎ rén dāng sījī le ma

因为坐后面你把人当司机了嘛

Because if you do, you're treating the friend as a taxi driver.

161

Wǒ bù dǒng, nàge shíhou

我不懂，那个时候

But I didn't know this at that time.

162

Dànshì ne jiùshì nàge rén jiù hěn jièyì, cóngcǐ...

但是呢就是那个人就很介意，从此...

But that person was quite bothered by it, since then...

163

Nàge shì shéi ne? Shì tóngxué háishi? | Tóngxué

那个是谁呢？是同学还是？ | 同学

Who was the person? A classmate or? | A classmate.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

164

cóngcǐ méi zài liánxì guo.

从此没再联系过。

Since then, he stopped talking to me.

165

Zhèbiān dehuà, rúguǒshuō pèngdào zhèzhǒng qíngkuàng,

这边的话，如果说碰到这种情况，

In Malaysia, in this situation,

166

bùhuì zhíjiē gàosù nǐ ma?

不会直接告诉你吗？

don't people tell you directly?

167

Zhèr yǒu gè xíguàn ne, jiùshì tā hěn duō dōngxi

这儿有个习惯呢，就是他很多东西

People here have a habit where many times,

168

tā bùhuì zhíjiē gàosù nǐ de, zhíjiē jiù bù huí nǐ le.

他不会直接告诉你的，直接就不回你了。

they don't tell you what they think, they just ghost you.

169

Mǎláirén ne? Tāmen yě shì zhèyàng?

马来人呢？他们也是这样？

What about Malays? Are they like this too?

Cultural Differences Between Mainland Chinese and Malaysian Chinese

170

Wa, Mǎláirén zhège wénhuà chāyì hěn dà

哇，马来人这个文化差异很大

Wow, there are big cultural differences between them and us.

171

Nà rúguǒ nǐ shì Mǎláirén, wǒ yě shì Mǎláirén

那如果你是马来人，我也是马来人

If you and I are both Malays

172

wǒmen shì tóngyī gè xìnyǎng de, zhījiān jiāoliú jiù fēicháng shùnràng.

我们是同一个信仰的，之间交流就非常顺畅。

and we believe in the same religion, our communication will be very smooth.

173

Dànshì nǐ rúguǒ bùtóng xìnyǎng de rén ne,

但是你如果不同信仰的人呢，

But when it comes to people of different religions,

174

dàjiā nàge dù zhēnde shì yào náníe hǎo.

大家那个度真的是要拿捏好。

it's really important to handle the situation with the right balance.

175

Zhège hěn nán jiǎng, zhǐ kě yìhuì bùkě yánchuán.

这个很难讲，只可意会不可言传。

Cultural Differences Between Mainland Chinese and Malaysian Chinese

This is difficult to articulate; it can be understood but not easily expressed in words.

176

Tā dānxīn shuō cuò huà màofàn nǐ, nǐ dānxīn shuō cuò huà màofàn tā.

他担心说错话冒犯你，你担心说错话冒犯他。

They worry that they will offend you and you worry that you will offend them.

177

Suǒyǐ liǎng gè rén zài jiāowǎng de guòchéng zhōng huì xiǎoxīnyìyì.

所以两个人在交往的过程中会小心翼翼。

So when people (from different backgrounds) interact, they walk on eggshells.

178

Yě bùhuì xiǎoxīnyìyì, tāmen bùhuì xiǎng hěn duō de

也不会小心翼翼，他们不会想很多的

They don't necessarily walk on eggshells, actually they don't have to think too much.

179

Dànshì tāmen cóngxiǎo de jiàoyù shì zhèyàng,

但是他们从小的教育是这样，

Because of their upbringing,

180

zìrán'érrán de jiù zhīdào zhège jièxiàn zài nǎlǐ.

自然而然地就知道这个界限在哪里。

they naturally know where the boundaries are.

181

Suǒyǐ tāmen yě bùhuì shuō shì qù màofàn nǐ.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

所以他们也不会说是去冒犯你。

So, they won't do things that might offend others.

182

Jiù xiàng huárén yīyàng de, tā yě bùhuì qù màofàn nǐ.

就像华人一样的，他也不会去冒犯你。

The same goes with Malaysian Chinese.

183

Wǒ gěi nǐ jǔ gè lìzi, jiùshì Zhōngguó rén hé Zhōngguó rén zhījiān

我给你举个例子，就是中国人和中国人之间

For example, among mainland Chinese,

184

jiùshì wǒ kěnéng wǒ gēn nǐ bù shú,

就是可能我跟你还不熟，

even if one is not a close friend,

185

dànshì wǒ kěyǐ yāoqiú nǐ bāng wǒ yī gè máng.

但是我可以要求你帮我一个忙。

he/she might still feel comfortable asking you for a favor.

186

Nǐ huì juéde zài Zhōngguó, zhège méishénme

你会觉得在中国，这个没什么

(Usually) Chinese don't feel it's a big deal.

187

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Jiù zhè shì wǒ néng zuò jiù zuò, zuò bùliǎo lādǎo

就这事我能做就做，做不了拉倒

If they can do it, they will try, and if they can't, they will say "no".

188

Jiù biéren bāng nǐ nà shì yī gè qíngfēn, bù bāng nǐ nà jiùshì běnfēn.

就别人帮你那是一个情分，不帮你那就是本分。

(But actually) it's a kindness when others help you, and not helping you is their right.

189

Dànshì hěn duō rén bù liǎojiě zhège dōngxi, yóuqí wǒ zuò bózhǔ de,

但是很多人不了解这个东西，尤其我做博主的，

But many (mainland Chinese) don't understand this. Especially because I am a
YouTuber (and have many fans),

190

zhǎo wǒ bāngmáng de rén duōleqùle

找我帮忙的人多了去了

there's a lot of people that ask me for favors.

191

Nàme zài Mǎláixīyà běndì ne, jiùshì wǒ zuò bózhǔ zhème duō nián,

那么在马来西亚本地呢，就是我做博主这么多年，

However, in Malaysia, for as long as I've been making YouTube videos,

192

Mǎláixīyà de fěnsī hěn duō, méiyǒu yī gè ràng wǒ bāngmáng de.

马来西亚的粉丝很多，没有一个让我帮忙的。

none of my Malaysian fans has asked me for any favors.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

193

Wǒ zài wàimiàn, bǐrú yùdào rén le

我在外面，比如遇到人了

For example, when I run into people outside,

194

yǒuyīxiē rén, tā kàndào wǒ zài máng, bù dǎrǎo,

有一些人，他看到我在忙，不打扰，

some of them see that I am busy, and they won't disturb me.

195

yuǎnyuǎn dǎ gè zhāohu jiù xíng le

远远打个招呼就行了

They will simply greet me and leave.

196

Dànshì yǒuyīxiē kàndào nǐ zài máng, tā yě qù gěi nǐ dǎrǎo.

但是有一些看到你在忙，他也去给你打扰。

But some other people see that I am busy, and they still come to talk to me.

197

Nǐ shuō Zhōngguó rén ma?

你说中国人吗？

You mean mainland Chinese?

198

En, wǒ jiù yùdào yī gè tā fēiyào bǎ wǒ lā dào pángbiān,

嗯，我就遇到一个他非要把我拉到旁边，

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Yes. I met one who insisted on pulling me aside

199

dānwu nǐ liǎng fēnzhōng.

耽误你两分钟。

and wasted my time.

200

Wǒ gēn nǐ jiǎng wǒ zài kāihuì, wǒ zài kāi gōngsī de gāocéng huìyì.

我跟你讲我在开会，我在开公司的高层会议。

I already told him that I was in an important company meeting.

201

Wǒ gēn nǐ jiǎng le hěn duō biàn, nǐ zhīdào ma?

我跟你讲了很多遍，你知道吗？

I told him many times, you know?

202

Hòulái ne, hái gěi wǒ liúyán shuō, tài ràng wǒ shīwàng le.

后来呢，还给我留言说，太让我失望了。

Later, he even made a comment saying that he was disappointed with me!

203

Wǒ dāngshí kūxiàobùdé, nǐ zhīdào ma?

我当时哭笑不得，你知道吗？

At that time, I didn't know whether to laugh or cry about it, you know?

204

Dāngrán, wǒ bùshì shuō Zhōngguó rén hé Mǎláixīyà rén hǎo huòzhě huài,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

当然，我不是说中国人和马来西亚人好或者坏，

Of course, I am not saying that Chinese or Malaysians are good or bad.

205

bùshì, nǎlǐ dōu yǒu hǎorén nǎlǐ dōu yǒu huàirén.

不是，哪里都有好人哪里都有坏人。

No, there's good and bad people everywhere.

206

Nà zuótiān wǒ yě yùdào gè Zhōngguó fěnsī, tā kàn wǒ dǎdiànhuà,

那昨天我也遇到个中国粉丝，他看我打电话，

Just like yesterday, I met a fan from China who saw that I was on the phone,

207

tā jiù zài ménkǒu páiduì, wǒmen diàn ménkǒu

他就在门口排队，我们店门口

so he just lined up outside our restaurant.

208

děng wǒ dǎ wán diànhuà, děng wǒ méishì le gěi wǒ dǎ gè zhāohu.

等我打完电话，等我没事了给我打个招呼。

He waited until I had finished with my phone call and that I wasn't busy, to come over to say "hi".

209

Yě shì Zhōngguórén

也是中国人

He's also a mainland Chinese.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

210

Duì, suǒyǐ jiù hái shì kàn rén.

对，所以就还是看人。

Right, so it depends on the individual.

211

Kàn rén, yīnwèi Zhōngguó tài dà le, jiēshòu de jiàoyù cēncībùqí de.

看人，因为中国太大了，接受的教育参差不齐的。

Right. China is so big and people's educational background is very different from one another.

212

Érqiě wǒ yě yùdào guo, bāng Zhōngguórén de máng, méi bāng hǎo

而且我也遇到过，帮中国人的忙，没帮好

I have also run into (mainland) Chinese in which I helped them with something, but it didn't go well.

213

huòzhě shuō zhōngjiān nǐ gěi tā jièshào le yī gè rén,

或者说中间你给他介绍了一个人，

Or when I referred another person to help them,

214

nàgè rén méi bǎ tā de shì zuò hǎo,

那个人没把他事做好，

and that person didn't do it well,

215

huòzhě shuō tā chǎnshēng le shénme wùhuì

Cultural Differences Between Mainland Chinese and Malaysian Chinese

或者说他产生了什么误会

and there was a misunderstanding between them,

216

tā huì... nàzhǒng yǔqì jiùshì yuàn nǐ.

他会...那种语气就是怨你。

they will blame me for it.

217

Dànshì zài Mǎláixīyà zhèbiān ne,

但是在马来西亚这边呢，

But in Malaysia,

218

zhèbiān de rén nánǐ de fēicháng hǎo.

这边的人拿捏得非常好。

people understand these situations much better.

219

Bùhuì qù suíbiàn máfan biéren, shì ba? | Bùhuì

不会去随便麻烦别人，是吧？ | 不会

They don't casually ask others (for favors), right? | No, they don't.

220

Mǎláixīyà zhèbiān de rén,

马来西亚这边的人，

As for the people in Malaysia,

221

Cultural Differences Between Mainland Chinese and Malaysian Chinese

tāmen de shíjiān guānniàn gēn wǒmen yǒuméiyǒu shénme bùtóng?

他们的时间观念跟我们有没有什么不同？

do they have a different concept of time compared to us?

222

Jiù bǐrúshuō wǒmen zài Zhōngguó,

就比如说我们在中国，

For example, in China

223

yuē le jǐdiǎn jiànmiàn huòzhě zuò yī gè shénme shìqíng,

约了几点见面或者做一个什么事情，

if people agree to meet or to do something at a certain time,

224

wǒmen tōngcháng de xíguàn shì zǎo dào, duìbùduì?

我们通常的习惯是早到，对不对？

we tend to arrive early, right?

225

Hǎo wèntí!

好问题！

Good question!

226

Yīnwèi yǐqián wǒ zài Shēnzhèn,

因为以前我在深圳，

I was in Shenzhen,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

227

zài Shēnzhèn shì bù yī yàng de, Zhōngguó kě yǐ shuō zuì fā dá de chéng shì,

在深圳是不一样的，中国可以说最发达的城市，

and it's quite different because it can be seen as the most developed city in China

228

nà ge dì fāng jìng zhēng fēi cháng jī liè.

那个地方竞争非常激烈。

and the competition there is extremely fierce.

229

Yīn wèi yǐ qián wǒ shì jiǎ fāng, yuē shéi shéi dōu zǎo dào.

因为以前我是甲方，约谁谁都早到。

Since I was the customer (Party A in a contract), whoever I asked to meet me would arrive early.

230

Zǎo dào bàn ge xiǎo shí, zǎo dào yī ge xiǎo shí de.

早到半个小时，早到一个小时的。

They might arrive half an hour or even an hour earlier.

231

Dàn shì zài Mǎ láixī yà ne, wǒ tīng dào yī ge tè bié yǒu yì sī

但是在马来西亚呢，我听到一个特别有意思

But in Malaysia, I heard of something quite interesting.

232

yī ge yǐ fāng zhǎo jiǎ fāng, yǐ fāng chí dào yī ge bàn xiǎo shí.

一个乙方找甲方，乙方迟到一个半小时。

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A supplier made an appointment with their customer, and the supplier was an hour and a half late.

233

Zhè yě xíng?

这也行?

Was that acceptable?

234

Bǎ nà jiǎfāng qì de

把那甲方气的

The customer was extremely mad.

235

jiǎfāng shì gè wàiguórén, yǐfāng shì gè Xīnjiāpō rén

甲方是个外国人，乙方是个新加坡人

He was a foreigner and the supplier was from Singapore.

236

Chí dào shì jiā cháng biàn fàn.

迟到是家常便饭。

Being late is a common occurrence here.

237

Zhè biān ma? Wǒ yǐ wéi zhè biān huì bǐ jiào shǒu shí ai.

这边吗？我以为这边会比较守时哎。

Here? I thought people here would be more punctual.

238

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Dànshì nǐ kàn nǐ bùtóng de yī gè péngyouquān.

但是你看你不同的一个朋友圈。

But it will depend on the social circles.

239

Wǒ xiànzài de tuándù yěhǎo, péngyouquān yěhǎo

我现在的团队也好，朋友圈也好

Both my current co-workers and friends

240

kěyǐ shuō shì fēicháng zhuānyè de

可以说是非常专业的

are very professional.

241

Jiùshì kàn nǐ shēnbiān de rén hé tuándù.

就是看你身边的人和团队。

It depends on the people around you and your co-workers.

242

Péngyou nà... Péngyou yīdìng chídào!

朋友那... 朋友一定迟到！

As for friends, you bet they will be late.

243

Wǒ zài Chóngqìng de péngyou yě shì yīdìng chídào.

我在重庆的朋友也是一定迟到。

Same with my friends in Chongqing.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

244

Dǎ gè diànhuà, ài, jīntiān liù diǎn kāifàn a

打个电话，哎，今天六点开饭啊

If I tell them on a phone call that we will have dinner at 6,

245

xíng, liù diǎn bàn, āiyā kuài dào le

行，六点半，哎呀快到了

around 6:30, they will say that they're almost here.

246

Děngdào bā diǎn bàn le, tíngchē ne | Háishi kuài dào le

等到八点半了，停车呢 | 还是快到了

At 8:30, they'll say that they're parking their cars. | They're still almost here.

247

Qíshí tā jiā jiù zài wǒ fàndiàn gébì.

其实他家就在我饭店隔壁。

In fact, they may live right next to the restaurant.

248

Xiànzài Mǎláixīyà ne, yě shì biànde yuèláiyuè shǒushí le.

现在马来西亚呢，也是变得越来越守时了。

Nowadays, Malaysians are becoming more and more punctual.

249

Tā yǐqián huì bǐjiào lǎnsǎn.

它以前会比较懒散。

They used to be more laid back before.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

250

Wǒmen dāngshí zuò mào yì ma, wǒ yào jìn huò.

我们当时做贸易嘛，我要进货。

We were doing trade at that time and I needed to stock up on goods.

251

Wǔ diǎn dǎ (diàn huà), méi rén jiē

五点打(电话)，没人接

I called (my suppliers) at 5pm, and no one answered.

252

Yào zài Zhōngguó nǐ nǎpà shí diǎn bàn dǎ guò lái shuō yào huò, zài!

要在中国你哪怕十点半打过来说要货，在！

In China, even if you call at 10pm to make a purchase, they will answer.

253

Shì, wǒ Zhōngguó xiànzài hái yǒu hé zuò huǒ bàn ne.

是，我中国现在还有合作伙伴呢。

Right. I still do business with Chinese.

254

Nǐ xiǎng yào huò, nǐ yào jiā jí,

你想要货，你要加急，

If I want to make an urgent purchase,

255

jiǎo jìn nǎo zhī xiǎng jìn bàn fǎ qù bāng nǐ zuò zhè yī dān.

绞尽脑汁想尽办法去帮你做这一单。

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they will rack their brains and try every possible means to help me get it done.

256

Shì zhèyàng de, shì zhèyàng de

是这样的，是这样的

Yes, that's how it is.

257

Zhèbiān xiànzài màn màn de yě yǒu zhèyàng de gōngsī le.

这边现在慢慢地也有这样的公司了。

Slowly, there are companies in Malaysia that are like that now.

258

Nǐ shì qǐ le yī wèi Mǎláixīyà huárén tàitai? | Duì

你是娶了一位马来西亚华人太太？ | 对

You have a Malaysian Chinese wife, right? | Yes.

259

Nǐmen shì zěnmē rènshi de? | Tóngxué

你们是怎么认识的？ | 同学

How did you two meet? | We were classmates.

260

Zài nǐmen xiāngchǔ guòchéng zhōng yǒuméiyǒu yīnwèi wénhuà chāyì

在你们相处过程中有没有因为文化差异

During your relationship with her, have you ever had any misunderstandings or conflicts

261

Cultural Differences Between Mainland Chinese and Malaysian Chinese

ér fāshēng guo shénme wùhuì huòzhě shì chōngtū?

而发生过什么误会或者是冲突？

due to cultural differences?

262

Zhèlǐ de rén ne wúlùn zuò shénme, wúlùn shìbùshì yījiārén

这里的人呢无论做什么，无论是不是一家人

Here, no matter what you do and whether or not the person is your family,

263

xièxie, duìbuqǐ, nà shì bìxū yào shuō de.

谢谢，对不起，那是必须要说的。

saying "thank you" and "sorry", is a must.

264

Érqiě yào zhēnxī duìfāng de fùchū.

而且要珍惜对方的付出。

And, you need to appreciate what the other person has done for you.

265

Bùnéng shuō nǐ shì wǒ lǎopó jiùshì lǐsuǒdāngrán,

不能说你是我老婆就是理所当然，

You can't say that since she's your wife,

266

wǒ shì nǐ lǎogong wǒ jiùshì lǐsuǒdāngrán de.

我是你老公我就是理所当然的。

you can take her for granted, and vice versa.

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267

Yǒu shénme nǐ yào biǎodá chūlai,

有什么你要表达出来，

If you want to say something

268

nǐ de gǎnxiè yào biǎodá chūlai, bùnéng mái zài xīnlǐ.

你的感谢要表达出来，不能埋在心里。

or you want to express your gratitude, you need to articulate it and not keep it to yourself.

269

Nǐ kàn Zhōngguó rén xiāngchǔ...

你看中国人相处...

If you see how Chinese...

270

Zhōngguó rén shì bù yī yàng de | Shì ba?

中国人是不一样的 | 是吧？

Chinese are different. | Right?

271

Huì mái zài xīnlǐ

会埋在心里

We keep it to ourselves.

272

Érqiě liǎng gè rén jiù shènzhì shì yǐ chǎojià de fāngshì,

而且两个人就甚至是以吵架的方式，

Cultural Differences Between Mainland Chinese and Malaysian Chinese

(Chinese) couples might even (deal with problems) through arguments,

273

tāmen hái fēicháng kāixīn de | Shì ba?

他们还非常开心的 | 是吧？

and they're happy with it. | Right?

274

Ná qù wǔ wàn kuài qián mǎi bāo qù

拿去五万块钱买包去

(The guys might say): "Here is 50,000 yuan, take it and buy yourself a handbag!

275

Tā hái juéde hěn kāixīn, juéde wǒ lǎogong jiùshì zhèyàng de

她还觉得很开心，觉得我老公就是这样的

The woman will feel happy thinking how (nice) her husband is.

276

Shì ba shì ba?

是吧是吧？

Right?

277

Háiyǒu jiùshì tā huì qù sīkǎo nǐ de gǎnshòu,

还有就是他会去思考你的感受，

Also, they (Malaysians) will consider how other people feel

278

wǒ shuō zhè jù huà huìbùhuì tài zhòng le?

Cultural Differences Between Mainland Chinese and Malaysian Chinese

我说这句话会不会太重了？

and whether or not what they say is too harsh.

279

Jiùsuàn shì fūqī liǎ chǎojià yě shì zhèyàngzi,

就算是夫妻俩吵架也是这样子，

Even when couples are quarreling,

280

bùkěyǐ shuō hěn zhòng de huà.

不可说很重的话。

they can't use harsh words.

281

Yǒu fāshēng guo jiùshì nǐ shuō le mǒu yījùhuà,

有发生过就是你说了某一句话，

Has there been a situation when you said something harsh

282

nǐ shì wúxīn de dàn duìfāng hěn jièyì de qíngkuàng?

你是无心的但对方很介意的情况？

unintentionally, and she took it to heart?

283

Yīdìng yǒu!

一定有！

Sure!

284

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Yīnwèi wǒmen de cóngxiǎo de xíguàn zhēnde shì bù yīyàng.

因为我们的从小的习惯真的是不一样。

Because from a young age, the customs are different (between Chinese and Malaysians).

285

Nǐ xiǎng fùmǔ gēn háizi shuō huà,

你想父母跟孩子说话，

(In China), when parents talk to kids,

286

yǒushíhòu yě huì mà de hěn nántīng, shì ba?

有时候也会骂得很难听，是吧？

they use very nasty words, right?

287

Nǐ zhè hái zi, rén jiā hái zi zěn me yàng, nǐ zhè... Méi yǒu yòng! | Duì

你这孩子，人家孩子怎么样，你这...没有用！ | 对

Such as, look at that child, and you! You're useless! | Right!

288

Fèi wù | Shì de, shì zhè yàng mà de | Shì ba?

废物 | 是的，是这样骂的 | 是吧？

Trash! | Yes, we do that. | Right?

289

Wǒ zài zhèr de jiā tíng méi tīng guo,

我在这儿的家庭没听过，

I have not heard of it in (Malaysian) families.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

290

zhèbiān de fùmǔ yě shì fēicháng zūnzhòng hái'zǐ de,

这边的父母也是非常尊重孩子的，

The parents here are very respectful to their children,

291

bùhuì shuō tā shì fèiwù.

不会说他是废物。

and they won't use the word "trash" (with their kids).

292

Fūqī shēnghuó yě shì zhège yàngzi.

夫妻生活也是这个样子。

This is the same between married couples.

293

Bǐrúshuō nǐ zuò le yīxiē shìqīng, yī gè dījí cuòwù,

比如说你做了一些事情，一个低级错误，

For example, (my wife) made a silly mistake,

294

wǒ yě huì tuōkǒu'érchū, nǐ yòngnǎo qù xiǎng xiǎng ma

我也会脱口而出，你用脑去想想嘛

and without thinking too much, I said: "Use your brains!"

295

Yīnwèi nàge shíhou wǒ kěnéng zài hěn máng hěn máng de zhuàngtài,

因为那个时候我可能在很忙很忙的状态，

Cultural Differences Between Mainland Chinese and Malaysian Chinese

At that time, I might've been very busy with something.

296

zhège shìqíng nà jiùshì hěn yánzhòng de le.

这个事情那就是很严重的了。

But it was a serious matter!

297

Yào tiānshàng dìxià de hǒng cái xíng!

要天上地下地哄才行！

I had to make extreme efforts to cool her down!

298

Jiùshì zhè shì yī gè wúxīn de, dànshì bùnéng zhème shuō.

就是这是一个无心的，但是不能这么说。

Even if it's unintentional, you can't say something (like that to your partner).

299

Fūqī liǎng gè, yóuqíshì wǒ shì Zhōngguó rén,

夫妻两个，尤其是我是中国人，

Between a couple, especially when I am Chinese

300

tā shì Mǎláixīyà de rén, jiéhūn zài yìqǐ shēnghuó

她是马来西亚的人，结婚在一起生活

and she's Malaysian Chinese,

301

yī gè tèbié xūyào zhùyì de jiù zūnzhòng gèrén kōngjiān.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

一个特别需要注意的就尊重个人空间。

we need to respect each other's personal space.

302

Wǒ xiāngxìn bù zhǐshì Mǎláixīyà rén, nǐ gēn wàiguórén jiéhūn,

我相信不只是马来西亚人，你跟外国人结婚，

I believe it's not just with Malaysians, if you marry any foreigners,

303

hěn duō dìfāng dōu yào zūnzhòng gèrén kōngjiān de.

很多地方都要尊重个人空间的。

you have to respect their personal space.

304

Tāmen hěn zàihu zhège gèrényǐnsī, gèrén kōngjiān

他们很在乎这个个人隐私，个人空间

They care about this very much.

305

Péngyou zhījiān yě shì zhèyàng de, bùkěyǐ qù kuàguò zhège xiàn.

朋友之间也是这样的，不可以去跨过这个线。

Even among friends, you can't cross certain lines.

306

Wǒ kěyǐ gěi nǐ jǔ gè lìzi,

我可以给你举个例子，

I can give you an example.

307

Cultural Differences Between Mainland Chinese and Malaysian Chinese

zài Zhōngguó fùmǔ ràng nǐ chī yī gè dōngxī, bī nǐ chī yī gè dōngxī,

在中国父母让你吃一个东西，逼你吃一个东西，

In China, parents like to force kids to eat something

308

Wèi nǐ hǎo | Duì

为你好 | 对

For your own good. | Right.

309

Yīnwèi wǒ lǎopó yǒu wèisuān ma

因为我老婆有胃酸嘛

My wife suffers from (excessive) gastric acid secretion.

310

yǒushíhòu wǒ jiù juéde, nǐ wǎnshàng chī gè shuǐguǒ,

有时候我就觉得，你晚上吃个水果，

Sometimes, I would ask her to eat fruits at night.

311

wǒ gěi nǐ xiāo hǎo le, chī gè chéngzi! Tā bù chī

我给你削好了，吃个橙子！她不吃

I peeled an orange for her. But she wouldn't eat it.

312

Gāng kāishǐ wǒ juéde nǐ wèishá bù chī?

刚开始我觉得你为啥不吃？

At first I wondered, why she didn't want to eat?

Cultural Differences Between Mainland Chinese and Malaysian Chinese

313

Hòulái jiù zhīdào nǐ wèisuān, nǐ chī le yǐhòu nǐ huì hěn nánshòu.

后来就知道你胃酸，你吃了以后你会很难受。

Later I found out that she had (excessive) gastric acid secretion and if she ate it, she would feel sick.

314

Suǒyǐ màn màn màn màn de, nǐ bù chī de dōngxi bù bī nǐ,

所以慢慢慢慢地，你不吃的东西不逼你，

So slowly, I learned that if she didn't want to eat something

315

nǐ bùxiǎng zuò de shìqíng bù bī.

你不想做的事情不逼。

or didn't want to do something, I shouldn't force her.

316

Shuāngfāng dōu shì zhège yàngzi | Ērqiě yào qù gōutōng

双方都是这个样子 | 而且要去沟通

We're both like this. | And you have to communicate.

317

Yào qù gōutōng, jiù zhīdào zhège yuányīn

要去沟通，就知道这个原因

Yes, that way, you will know the reasons (behind certain behaviors).

318

Dàn gōutōng de guòchéng dāngzhōng ne | Qíshí shì hěn kùnnan de

但沟通的过程当中呢 | 其实是很困难的

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But the process of communication is... | It's actually very difficult.

319

Hěn kùnnan | Róngyì chǎojià

很困难 | 容易吵架

Yes. | It can easily lead to conflicts.

320

Duì, jiùshì rúguǒshuō nǐ rènwéi yī gè shìqíng shuō le hěn duō biàn

对，就是如果说你认为一个事情说了很多遍

Right, if you say something many times,

321

nǐ zìjǐ míngbai le,

你自己明白了，

you feel you have made it clear,

322

dànshì duìfāng méiyǒu míngbai, nǐ jiù huì zháojí a

但是对方没有明白，你就会着急啊

but the other person still doesn't understand, you will feel frustrated.

323

Zháojí kěnéng jiù kǒubùzényán le

着急可能就口不择言了

And then, you will speak without thinking.

324

Yǐqián kěnéng yǒu, xiànzài bùhuì le

Cultural Differences Between Mainland Chinese and Malaysian Chinese

以前可能有，现在不会了

This was before. Now, we are not like that.

325

Xiànzài wǒmen dōu duōshao nián le, dōu yǐjīng wánquán móhé hǎo le.

现在我们都多少年了，都已经完全磨合好了。

We have been together for so many years, and we have completely adjusted to each other.

326

Méiyǒu rènhé wèntí

没有任何问题

We don't have any problems

327

jiù xiānghù xiāngchǔ de shì fēicháng shūfu de yīzhǒng zhuàngtài le

就相互相处得是非常舒服的一种状态了

in everyday interactions and we feel comfortable with each other.

328

Nǐ zhèbiān dú le sì nián dàxué,

你这边读了四年大学，

You studied at university for four years here,

329

ránhòu bìyè le shì liú zài zhèlǐ gōngzuò le, dāngshí zuò shénme?

然后毕业了是留在这里工作了，当时做什么？

and then after graduation, you stayed and worked here. What were you doing at that time?

Cultural Differences Between Mainland Chinese and Malaysian Chinese

330

Mài bèizi | Á? Màì shénme bèizi?

卖被子 | 啊? 卖什么被子?

Selling quilts. | What kind of quilts?

331

Chuáng shang de bèizi, zhěntoutào a nàzhǒng

床上的被子, 枕头套啊那种

Bed quilts, pillowcases and such.

332

Shì zuò gōngsī de xiāoshòu háishi shuō zìjǐ kāi le gè diàn?

是做公司的销售还是说自己开了个店?

Were you doing sales for a company or did you open your own store?

333

Xiāoshòu

销售

Sales.

334

Lǎobǎn shì huárén háishi? | Lǎobǎn shì wǒ tóngxué

老板是华人还是? | 老板是我同学

Was your boss Chinese? | My boss was a classmate.

335

Qíshí wǒmen zhījiān yě xiāngdāngyú yīqǐ chuàngyè nàzhǒng gǎnjué.

其实我们之间也相当于一起创业那种感觉。

Cultural Differences Between Mainland Chinese and Malaysian Chinese

In fact, you can say that we started the business together.

336

Wǒ cóng zǎoshang máng dào wǎnshang liǎng diǎn,

我从早上忙到晚上两点，

I was busy working from morning until 2 am,

337

yīzhōu bùzěnme xiūxi de.

一周不怎么休息的。

hardly had any rest during the week.

338

Nǐ hái tǐng màimìng de ma

你还挺卖命的嘛

You really worked hard!

339

Shì a, tā shuō wǒ yī gè dǐng sā.

是啊，他说我一个顶仨。

Yes, he said I was the equivalent of three people.

340

Nàhuìr shì xiǎo gōngsī háishi hěn dà de gōngsī?

那会儿是小公司还是很大的公司？

Was it a small company or a very large one?

341

Zài zhège hángyè láijiǎng dehuà bùsuàn dà,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

在这个行业来讲的话不算大，

In that industry, it was not considered big,

342

dànshì yě shì yǒu jǐ jiā diàn de,

但是也是有几家店的，

but we had several stores

343

yuè xiāoshòu'è yě shì jǐ shí wàn.

月销售额也是几十万。

and our monthly sales were several hundred thousands (Malaysian Ringgits).

344

Zuò le duōjiǔ ne?

做了多久呢？

How long did you work there?

345

Zuò le bùdào yī nián ba

做了不到一年吧 |

Less than a year.

346

Ránhòu qù zuò shénme le?

然后去做什么了？

What did you do after that?

347

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Wǒ jiù huíguó le.

我就回国了。

I went back to China.

348

Dāngshí shì huí le Chóngqìng? | Chóngqìng

当时是回了重庆？ | 重庆

You went back back to Chongqing? | Yes.

349

Jìnrù le Zhōngguó Diànxìn

进入了中国电信

I joined China Telecom.

350

Á, nà nǐ zuò shénme de ne?

啊，那你做什么的呢？

What did you do there?

351

Wǒ shì zuò nàge hàomǎ bǎishìtōng.

我是做那个号码百事通。

I was working on the directory assistance service.

352

Tā shì nàzhǒng hūjiào píngtái,

它是那种呼叫平台，

It was a call platform

Cultural Differences Between Mainland Chinese and Malaysian Chinese

353

jiùshì nǐ yǒu shénme wèntí dǎ yāo yāo sì qù wèn.

就是你有什么问题打 114 去问。

where you could dial 114 for any inquiries.

354

Bǐrúshuō wǒ xiǎng zài zhège chéngshì zhǎo yī gè mài bèizi de gōngsī ba,

比如说我想在这个城市找一个卖被子的公司吧，

For example, if I wanted to find a company selling quilts in a city,

355

gěi wǒ gè diànhuà

给我个电话

(I could call them) to get a phone number.

356

Duì, zuìjìn de, yǒudiǎn xiàng Gǔgē dìtú nàzhǒng

对，最近的，有点像谷歌地图那种

Right, (you can ask for) the closest ones. It's like Google Map.

357

Nà nǐmen zěnmē zhuànnián?

那你们怎么赚钱？

So how did you make money?

358

Bǐrúshuō wǒ shì chǎnpǐnjīnglǐ, wǒ zuò yī gè project,

比如说我是产品经理，我做一个 project，

For example, as a product manager, I would work on a project

Cultural Differences Between Mainland Chinese and Malaysian Chinese

359

bǎ zhège huì dǎo dào yīxiē fùfèi de shānghù.

把这个会导到一些付费的商户。

that would direct traffic to paying merchants.

360

Jiùshì nǐ yī quān shí gè mài jī de, wǒ jièshào gěi shéi?

就是你一圈十个卖鸡的，我介绍给谁？

If there were ten chicken sellers close by, which one should I recommend to (the inquirers)?

361

O, wǒ zhīdào le.

哦，我知道了。

Ah, I see. (Whoever pays gets recommended.)

362

Hòumian zuòwán nàge yāo yāo sì, ránhòu qù Shēnzhèn le?

后面做完那个 114，然后去深圳了？

After working for 114, you went to Shenzhen?

363

Chuàngyè a | Zài Chóngqìng hái chuàngyè le ya?

创业 | 在重庆还创业了呀？

I started a business. | In Chongqing?

364

Chuàngyè | Wa, nǐ zuò shénme le yòu?

Cultural Differences Between Mainland Chinese and Malaysian Chinese

创业 | 哇，你做什么了又？

Yes. | What did you do?

365

Dāngshí wǒ dàilǐ de shì Diànxìn lǐmiàn de nàge měishí píndào,

当时我代理的是电信里面的那个美食频道，

At that time, I was the agent for a food channel in the Telecom company

366

bāng zhèxiē gègè gōngsī qù jièshào tāmen de měishí, zài wǎngzhàn shang.

帮这些各个公司去介绍他们的美食，在网站上。

and it was to promote food by various companies on our website.

367

Dāngshí wǒ hái zuò le yī gè měishí yīkǎtōng

当时我还做了一个美食一卡通

I also made all-in-one food cards at that time.

368

nǐ ná wǒ de měishí yīkǎtōng, dào gègè shāngchǎng dōu néng dǎzhé.

你拿我的美食一卡通，到各个商场都能打折。

With my cards, consumers could enjoy discounts in various shopping malls.

369

Ránhòu wǒ de shùjù ne, wǒ bǐ Zhāoshāng yínháng de shùjù dōu duō.

然后我的数据呢，我比招商银行的数据都多。

I was doing better than China Merchants Bank.

370

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Zhāoshāng yínháng nàge shíhòu zhǐyǒu liǎng bǎi duō hù shāngjiā,

招商银行那个时候只有两百多户商家，

At that time, China Merchants Bank only had a little over 200 merchants (collaborating with them),

371

wǒ yī gè yuè jiù qiān le sān bǎi duō hù.

我一个月就签了三百多户。

but I obtained more than 300 in a month.

372

Dāngrán Zhāoshāng Yínháng tā qiānyuē shì kàn zhìliàng de,

当然招商银行它签约是看质量的，

Of course, being China Merchants Bank, they signed contracts with quality merchants

373

nàzhǒng dà pǐnpái.

那种大品牌。

and with big brands.

374

Wǒ bùshì | Nǐ shì kàn liàng

我不是 | 你是看量

Not me. | You wanted quantity.

375

Wǒ shì kàn liàng.

我是看量。

Right, quantity.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

376

Gǎnjué hǎo lǎo de yī gè móshì a | Nàge shíhou yě lǎo a

感觉好老的一个模式啊 | 那个时候也老啊

It feels like such an old business model. | Well, it was an earlier time.

377

Shì a, nǐ zhème shuō wǒ dōu méiyǒu gàiniàn

是啊，你这么说我都没有概念

Right, I really don't have a concept

378

yīnwèi wánquán bù dǒng zěnmē nòng de

因为完全不懂怎么弄的

because I have no idea how it worked back then.

379

Duì, nàge niándài shì zhèyàng de

对，那个年代是这样的

Right, that's how things were at that time.

380

Nàge shíhou wǒ cái èrshí wǔ suì ba

那个时候我才二十五岁吧

I was around 25 years old.

381

Zuò zhège nǐ shuō chénggōng ma? Yě bùsuàn

做这个你说成功吗？也不算

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Was this venture successful? Not really.

382

Lù zǒucuò le, yīnwèi bù yīnggāi qù mài nàge měishí yīkǎtōng.

路走错了，因为不应该去卖那个美食一卡通。

I took the wrong path because I shouldn't have sold those all-in-one food cards.

383

Wèishénme bù yīnggāi?

为什么不应该？

Why not?

384

Yīnwèi wǒmen de zhège píngtái liúliàng shì fēicháng dà de,

因为我们的这个平台流量是非常大的，

Because our platform attracted a lot of traffic

385

wǒmen yīnggāi zhuāzhù dà liúliàng

我们应该抓住大流量

and we should have capitalized on that,

386

qù fāhuī nǐ de qiángxiàng, bǎ nǐ de qiángxiàng tuòzhǎn de gèng qiáng,

去发挥你的强项，把你的强项拓展得更强，

to develop our strength to become stronger

387

ér bùshì yào qù zuò yī gè hěn nán zhuànqián de yī gè xiàngmù.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

而不是要去做一个很难赚钱的一个项目。

rather than working on a project that was hard to make money from.

388

Hòumian dào Shēnzhèn le, āiyā, zhè xiàngmù tài hǎo le! Hěn duō rén shuō

后面到深圳了，哎呀，这项目太好了！很多人说

Later when I went to Shenzhen, many people said: "What a great concept!"

389

wèishénme nǐ bù qù róngzī ne?

为什么你不去融资呢？

Why didn't you seek financing?"

390

Bù dǒng, shì ba?

不懂，是吧？

You didn't understand it back then, right?

391

Méiyǒu zhège gàiniàn, dāngshí

没有这个概念，当时

Right, I didn't know about this.

392

suǒyǐ nàge xiàngmù shì fēicháng kěxī de yī gè xiàngmù.

所以那个项目是非常可惜的一个项目。

So it was a shame to have failed in that project.

393

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Ránhòu hòumian zuòwán zhège jiù qù Shēnzhèn le, shì ba? | Duì

然后后面做完这个就去深圳了，是吧？ | 对

So after this, you then went to Shenzhen? | Yes.

394

Dào le Shēnzhèn wǒ jiù fāxiàn wǒ qù wǎn le.

到了深圳我就发现我去晚了。

When I went to Shenzhen, I realized I was too late to the party.

395

Nǐ shénmeshíhou qù de?

你什么时候去的？

When did you go?

396

Wǒ shì yī yī nián.

我是 11 年。

In 2011.

397

Wǒ yě zài | Shì ba?

我也在 | 是吧？

I was there too. | Really?

398

Wǒ gānghǎo yě shì nà yī nián qù de.

我刚好也是那一年去的。

I happened to go to Shenzhen in the same year.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

399

Shēnzhèn nàge dìfang, zhēnde, nǐ yǒu duō dà nénglì jiù yǒu duō dà wǔtái.

深圳那个地方，真的，你有多大能力就有多大舞台。

Shenzhen is a place where the stage is as big as your abilities.

400

zhǐyào nǔlì jiù néng zhuànqián.

只要努力就能赚钱。

As long as you work hard, you can make money.

401

Érqiě nàbian de bólè hěn duō

而且那边的伯乐很多

And there are many mentors there.

402

Nǐ dāngshí de bólè shì shéi?

你当时的伯乐是谁？

Who was your mentor at that time?

403

Bólè shì yī nián yǐhòu cái fāxiàn de,

伯乐是一年以后才发现的，

It took me a year to find my mentor,

404

tā shì yě xiāngdāng yú shì yī gè dàgē le.

他是也相当于是一个大哥了。

who was like an older brother to me.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

405

Dàoxiànzài wǒ dōu tèbié gǎnjī tā

到现在我都特别感激他

I am still very grateful to him to this day.

406

Dāngshí shì zěnmē qù dào Shēnzhèn gōngzuò de?

当时是怎么去到深圳工作的？

How did you end up working in Shenzhen?

407

Wǒ jiù tóu le jiǎnlì, wǒ qù zhīqián jiù tóu jiǎnlì.

我就投了简历，我去之前就投简历。

I submitted my resume before I went there.

408

Ránhòu qù de shíhou jiù zhíjiē miànshì, miànshì le zhíjiē shànggǎng.

然后去的时候就直接面试，面试了直接上岗。

Then I went there for an interview, and after the interview, I started working immediately.

409

Zuò shénme? | Ràng wǒ xiǎng xiǎng

做什么？ | 让我想想

What did you do? | Let me think.

410

Wàng le ma?

Cultural Differences Between Mainland Chinese and Malaysian Chinese

忘了吗?

You forgot?

411

Zuì zǎo qù nàr zuò shá le?

最早去那儿做啥了?

What did I do when I first went there?

412

Yào!

药!

Pharmaceuticals!

413

Dāngshí zuò de yào, ránhòu màn màn hòulái zuò jīnróng

当时做的药，然后慢慢后来做金融

I was in the pharmaceutical industry, and then gradually moved to finance

414

Yīnwèi dāngshí Shēnzhèn ne, tèbié liúxíng jīnróng

因为当时深圳呢，特别流行金融

because at that time, financing industry was very popular in Shenzhen.

415

jīnróng gègè fāngmiàn dōu néng zhuàndào qián.

金融各个方面都能赚到钱。

All the related industries made money.

416

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Dāngshí gōngsī lǐ de lǎobǎn duì wǒ tèbié hǎo, jiù shuō yào péiyǎng wǒ,

当时公司里的老板对我特别好，就说要培养我，

My boss at that time was very nice to me and planned to develop me.

417

yě gěi le wǒ yīxiē kōngjiān qù fāzhǎn, tā jiùshì wǒ de bóle.

也给了我一些空间去发展，他就是我的伯乐。

He gave me the space to grow, so he was my mentor.

418

Tā de yǎnguāng shì fēicháng hǎo de

他的眼光是非常好的

He had a good vision.

419

bǐrú Wēixìn yíngxiāo, dāngshí gānggang Wēixìn cái chūlái.

比如微信营销，当时刚刚微信才出来。

For example, WeChat marketing just came out at that time.

420

Yī èr nián hǎoxiàng chàbuduō nàge shíhou cái chūlái, shì ba?

一二年好像差不多那个时候才出来，是吧？

It seems that in 2012, WeChat had just came out, right?

421

Mǎshàng jiù sòng wǒqù xuéxí,

马上就送我去学习，

He immediately sent me to study WeChat marketing,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

422

yīxiàzi jiùshì bǎ wǒ yǎnjiè dǎkāi le.

一下子就是把我眼界打开了。

and instantly broadened my horizons.

423

Dāngshí hěn duō rén shuō Wēixìn yíngxiāo shì yī gè dà hūyou,

当时很多人说微信营销是一个大忽悠，

At that time, many people said WeChat marketing was a big scam,

424

wǒ xué wán yǐhòu fāxiàn, zhè shì gè fēicháng lìhai de yī gè dōngxi.

我学完以后发现，这是个非常厉害的一个东西。

but after I learned about it, I found it to be a very powerful tool.

425

Tā de sīwéi fēicháng qiáng.

它的思维非常强。

The thinking behind it was very powerful.

426

Suíshísuǐdì de yī gè fúwù, suíshísuǐdì dōu néng bǎ shì bàn le.

随时随地的一个服务，随时随地都能把事办了。

It provided service and you could do things anytime and anywhere.

427

Suǒyǐ hòulái nàge xīn língshòu tǐxì, shì cóng nǎlǐ lái de?

所以后来那个新零售体系，是从哪里来的？

So, where did the new retail system come from?

Cultural Differences Between Mainland Chinese and Malaysian Chinese

428

Nǎge tǐxì? | Xīn língshòu tǐxì

哪个体系? | 新零售体系

What system? | The new retail system.

429

Jiùshì nǐ zài shāngchǎng lǐmiàn gòuwù, nǐ shì qù gěi qián mǎidōngxi

就是你在商场里面购物，你是去给钱买东西

Basically, when you shopped in a mall, you had to pay for things with cash.

430

hòumian shuākǎ yě kěyǐ,

后面刷卡也可以，

Later, you could use credit cards,

431

zài hòulái yòng Zhīfùbǎo yě kěyǐ, Wēixìn zhīfù yě kěyǐ.

再后来用支付宝也可以，微信支付也可以。

then use AliPay and WeChat.

432

Zài hòulái nà wǒ bùxiǎng bǎ yīfu ná huíjiā zěnmébàn?

再后来那我不想把衣服带回家怎么办?

Now, if you don't want to bring your purchase home, what can do you?

433

Wǒ zhíjiē bǎ yī gè kuàidì gōngsī fàng zài zhèr, zài shāngchǎng lǐmiàn

我直接把一个快递公司放在这儿，在商场里面

Cultural Differences Between Mainland Chinese and Malaysian Chinese

The business can set up a delivery station there, right in the shopping mall.

434

jiùshì nǐ huì kàndào, xiànzài nǐ mǎidōngxi tèbié fāngbiàn.

就是你会看到，现在你买东西特别方便。

You can see that it made shopping very convenient.

435

Shì, zài guónèi shì zhèyàngzi de.

是，在国内是这样子的。

Yes, in China it is.

436

Zhè jiùshì xīn língshòu tǐxì.

这就是新零售体系。

This is the new retail system.

437

Yīnwèi xīn língshòu tǐxì zhège dōngxi shì fēicháng zhòngshì de,

因为新零售体系这个东西是非常重视的，

At that time, the government took the new retail system

438

guójiā fēicháng zhòngshì

国家非常重视

very seriously.

439

Dāngshí wǒ shì dìyī pī de rén, wǒ wèishénme jìn de qù?

Cultural Differences Between Mainland Chinese and Malaysian Chinese

当时我是第一批的人，我为什么进得去？

I was one of the first people that went there (to study). Why was I able to go?

440

Jiùshì yīnwèi wǒ nàge lǎobǎn dàgē,

就是因为我那个老板大哥，

It was because my boss

441

dāngnián sòng wǒ qù de nàge Wēixìn yíngxiāo nàge kèchéng.

当年送我去的那个微信营销那个课程。

sent me to the WeChat marketing course (in Beijing).

442

Xué dào le zhèxiē zhīshi, ránhòu bǎ tā yùnyòng qilai.

学到了这些知识，然后把它运用起来。

I learned about it and applied it (to our business).

443

Ránhòu dāng biérén dōu měngdǒng de shíhou ne,

然后当别人都懵懂的时候呢，

While others were still oblivious about this,

444

wǒ yǐjīng yánjiū tòu le.

我已经研究透了。

I had already figured it all out.

445

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Yǒu yī duàn shíjiān zhège xīn língshòu tǐxì fāzhǎn de ràng rén fǎngǎn.

有一段时间这个新零售体系发展得让人反感。

There was a period when the new retail system, was so advanced that it was annoying some people.

446

Shénme ne? Yī jìn shāngchǎng,

什么呢？一进商场，

Why? Because when you entered a shopping mall,

447

quán shì èrwéimǎ diǎncān, méiyǒu fúwùyuán

全是二维码点餐，没有服务员

all you saw were QR codes, and there were no service people.

448

Yǒu liǎng diǎn, dìyī diǎn ne jiùshì wǎng sù màn zěnmébàn ne?

有两点，第一点呢就是网速慢怎么办呢？

First of all, what if the speed of the Internet was slow at that moment?

449

Lǎorén | En, lǎorénjiā zěnmébàn?

老人 | 嗯，老人家怎么办？

Elderly people. | Right, What about the elderly (who didn't know how to use a smartphone)?

450

Dì'èr, nǐ nà yèmiàn zuò nàme chǒu, érqǐè nàme bùfāngbiàn,

第二，你那页面做那么丑，而且那么不方便，

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Secondly, the pages were ugly and not user-friendly.

451

kàn dōu kànbudǒng, nà zì yòu xiǎo, yòu méi túpiàn

看都看不懂，那字又小，又没图片

People couldn't understand what to do, and the text was small and without pictures.

452

Xiànzài dōu yǒu túpiàn le

现在都有图片了

Now there are pictures.

453

Háishi guójiā guīdìng de, bùnéng wánquán pāoqì xiànjīn.

还是国家规定的，不能完全抛弃现金。

Our (China) government stipulated that you couldn't completely abandon cash.

454

Jiù nǐ shì wéifǎ de, yǐqián shì bù shōu xiànjīn de, hěn duō rén

就你是违法的，以前是不收现金的，很多人

If you did, it was against the law. But many people didn't accept cash at that time.

455

Duì, yǒu shàng guo xīnwén

对，有上过新闻

Yes, it was in the news.

456

Jiùshì yīxiē lǎorénjiā xiǎngyào mǎidōngxì dōu méiyǒu bànfǎ mǎi le.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

就是一些老人家想要买东西都没有办法买了。

Some elderly people wanted to buy things but couldn't.

457

Wǒ qù cā gè xié, èrwéimǎ

我去擦个鞋，二维码

I went to get my shoes polished, and there was a QR code (for payments).

458

Nǐ bùyào shuō cā xié, wǒ zài lùshang kàndào qǐgài, èrwéimǎ

你不要说擦鞋，我在路上看到乞丐，二维码

Not just shoe shining. I even saw beggars holding a QR code.

459

Shì ma? | Shì, nǐ bù zhīdào ba?

是吗？ | 是，你不知道吧？

Really? | Yes, you didn't know?

460

Wǒ dìyīcì kàndào wǒ dōu juéde hěn zhènjīng a

我第一次看到我都觉得很震惊啊

The first time I saw it, I was really shocked.

461

Suǒyǐ jiù fāzhǎn de fēicháng kuài, fēicháng zhènjīng de.

所以就发展得非常快，非常震惊的。

So it developed very quickly. It's shocking.

462

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Nǐ wèn wǒ bó lè de wèn tí, jiù shì tā gěi wǒ diǎn le yí xià,

你问我伯乐的问题，就是他给我点了一下，

So you were asking me about my mentor. It was him who provided guidance (in this)

463

yí xià zi bǎ wǒ de qián tú... | Dǎ kāi le

一下子把我的前途... | 打开了

and suddenly, my future was... | Opened up?

464

Dǎ kāi le, lù zi guǎng le

打开了，路子广了

Right, he broadened my future possibilities.

465

Zài nà biān zuò le duō jiǔ?

在那边做了多久？

How long were you (in Shenzhen)?

466

Wǒ zài Shēn zhèn zuò le sì wǔ nián de yàng zi.

我在深圳做了四五年的样子。

I worked in Shenzhen for about four or five years.

467

Tā shì gè fēi cháng gōng píng de yí gè chéng shì

它是个非常公平的一个城市

It's a city that was very fair to people.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

468

Kěnéng shì xiāngduì gōngpíng ba, bùnéng shuō fēicháng gōngpíng.

可能是相对公平吧，不能说非常公平。

I should say, it was relatively fair. I can't say that it was absolutely fair.

469

Nǐ yǒunénglì, nǐ yǒuběnsì, nǐ nǔlì nǐ jiù néng zhuànqián.

你有能力，你有本事，你努力你就能赚钱。

If you had the ability, skills, and if you worked hard, you could make money.

470

Érqiě zhè shì gè dàqián, hái bùshì xiǎoqián.

而且这是个大钱，还不是小钱。

And big money, not just a small amount.

471

Érqiě nàbian de lǎobǎn shěde gěi

而且那边的老板舍得给

Business owners there were willing to pay.

472

Bù shuō lǎobǎn le, nàbian de rén jiù shěde huāqián.

不说老板了，那边的人就舍得花钱。

Not just the bosses, but people in general were willing to spend money.

473

Suǒyǐ Shēnzhèn nàge chéngshì shì gè zhāoqìpéngbó,

所以深圳那个城市是个朝气蓬勃，

So Shenzhen was a city

Cultural Differences Between Mainland Chinese and Malaysian Chinese

474

shēngjībóbó de yī gè chéngshì.

生机勃勃的一个城市。

full of vitality.

475

Nà nǐ zài Shēnzhèn gōngzuò le wǔ nián zhīhòu,

那你在深圳工作了五年之后，

After working in Shenzhen for 5 years,

476

wèishénme juéding líkāi ne?

为什么决定离开呢？

why did you decide to leave?

477

Yǒu liǎng diǎn yuányīn,

有两点原因，

There were two reasons.

478

dìyī diǎn dāngshí Mǎláixīyà quèshí yī gè gāosù fāzhǎn,

第一点当时马来西亚确实一个高速发展，

First, Malaysia was developing rapidly at the time

479

dāngshí de diànshāng yǐjīng qǐfēi le, kāishǐ

当时的电商已经起飞了，开始

Cultural Differences Between Mainland Chinese and Malaysian Chinese

and e-commerce had already taken off.

480

Yīnwèi wǒ zhǎngwò le yītào dōngxi ma, zhǎngwò le yītào móshì

因为我掌握了一套东西嘛，掌握了一套模式

I had mastered certain things, such as the (business) model.

481

Bùshì zhǎngwò le, xué dào le

不是掌握了，学到了

Not mastered, I had learned!

482

Zhǎngwò tài nà shá le, tài bàqì le

掌握太那啥了，太霸气了

To say that I mastered it is a little too arrogant.

483

Jiù bān dào Mǎláixīyà lái yòng, yě quèshí zuòdào top one le.

就搬到马来西亚来用，也确实做到 top one 了。

I took the knowledge and applied it in Malaysia, and I actually became the top one (in my industry).

484

Dì'èr ne jiùshì niánlíng chàbudoō le, gāi chuàngyè le.

第二呢就是年龄差不多了，该创业了。

The second (reason) was that it was about time for me to start my own business.

485

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Nà dāngshí líkāi de shíhou,

那当时离开的时候，

When you left at that time,

486

nǐ de zhè liǎng gè bólè bùshì hěn shāngxīn?

你的这两个伯乐不是很伤心？

weren't your two mentors very sad? (He mentioned a second mentor off camera.)

487

Yǒu wǎnliú zhèxiē, wǒ hěn xiǎng jìxù zài nàlǐ yìqǐ qù fāzhǎn,

有挽留这些，我很想继续在那里一起去发展，

They tried to talk me into staying, and I wanted to stay.

488

dànshì wǒ juéde měi yī gè rén zài měi yī gè huánjìng dāngzhōng,

但是我觉得每一个人在每一个环境当中，

However, I felt that people in different environments,

489

nǐ suǒ fāhuī chūlai de dōngxi shì bù yíyàng de.

你所发挥出来的东西是不一样的。

could do different things.

490

Wǒ juéde wǒ zài nàr yǐjīng dàotóu le.

我觉得我在那儿已经到头了。

I felt that I had reached my limit there.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

491

Wǒ bìxū yào zàiwài miàn xuéxí,

我必须要在外面学习，

I had to go somewhere else to study more

492

bìxū yào xuéxí gèng duō de zhīshi hé jīngyàn.

必须要学习更多的知识和经验。

and gain more experience.

493

Dàoshíhòu xūyào wǒ bāngmáng, wǒ yě huì qù bāng tā.

到时候需要我帮忙，我也会去帮他。

If they need my help, I will still help them.

494

Huílai Mǎláixīyà shì zuò shénme ne?

回来马来西亚是做什么呢？

What did you do when you came back to Malaysia?

495

Yī kāishǐ shì zuò màoùyì, jiù diànzǐshāngwù ma

一开始是做贸易，就电子商务嘛

At first, I was trading in e-commerce.

496

Wǒ mài de shì diànjìng de chǎnpǐn.

我卖的是电竞的产品。

I was selling gaming products.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

497

Dāngshí yīgòng jiù liǎng jiā zài mài,

当时一共就两家在卖，

At that time, there were only two businesses selling these,

498

chǎnpǐn xiàn zuì fēngfù de jiùshì wǒ.

产品线最丰富的就是我。

and I had the most comprehensive product line.

499

Nǐ shì cóng guónèi jìn guòlai de huò?

你是从国内进过来的货？

Did you import the products from China?

500

Duì, wǒmen dàilǐ de,

对，我们代理的，

Yes, we were agents

501

dàilǐ le guónèi de xiāngdāngyú yīxiàn èr xiàn de pǐnpái,

代理了国内的相当于一线二线的品牌，

of the first and second-tier brands in China.

502

érqiě wǒ shì Dōngnányà de zǒng dàilǐ.

而且我是东南亚的总代理。

Cultural Differences Between Mainland Chinese and Malaysian Chinese

And I was the general agent for Southeast Asia.

503

Wǒ fāhuò dào Yīnní, Fēilǚbīn, Tàiguó.

我发货到印尼、菲律宾、泰国。

I sold products to Indonesia, the Philippines, and Thailand.

504

Dāngshí shìchǎng zuìhǎo de jiùshì Léishé, Léishé tā tài guì le.

当时市场最好的就是雷蛇，雷蛇它太贵了。

At that time, the best product in the market was Razer, but it was expensive.

505

Wǒmen yào zhǎo chūlai zhìliàng bù chà yú tā, shèjì yòu hǎokàn de.

我们要找出来质量不差于它，设计又好看的。

We had to find a product that was not inferior in quality and had good designs.

506

Dāngshí Zhōngguó de páizi jiùshì shèjì zhēnde bù hǎokàn,

当时中国的牌子就是设计真的不好看，

At that time, Chinese brands were really ugly in design.

507

tā zhìliàng hǎo, méiyòng a

它质量好，没用啊

They had good quality, but it was not enough.

508

Dànshì zài yī nián zhīnèi, quánbù gǎiliáng wán le.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

但是在一年之内，全部改良完了。

However, within a year, they improved.

509

Wǒmen zuòdào top one yǒu hěn duō gè yīnsù,

我们做到 top one 有很多个因素，

There were many factors why we became number one.

510

chǎngjiā shèjì de juéqǐ, zhìliàng de juéqǐ, Zhōngguó pǐnpái de juéqǐ,

厂家设计的崛起，质量的崛起，中国品牌的崛起，

The improvements of design, quality, the rise of Chinese brands,

511

háiyǒu hùliánwǎng zài zhěnggè shìchǎng de fùgàilǜ hé fùgài dù,

还有互联网在整个市场的覆盖率和覆盖度，

the coverage of the Internet in the entire market,

512

háiyǒu zhèbiān de wǎngluò, sì G wǎngluò de yī gè pǔjí.

还有这边的网络，4G 网络的一个普及。

and the popularity of 4G networks here (in Malaysia).

513

Ránhòu dāngshí huílai de shíhou ne yùdào le hěn dà de nántí

然后当时回来的时候呢遇到了很大的难题

When I just came back (to Malaysia), I encountered a big problem,

514

Cultural Differences Between Mainland Chinese and Malaysian Chinese

jiùshì wùliú, wùliú tèbié màn

就是物流，物流特别慢

which was the logistics were very slow.

515

Nǐ zhīdào wǒ shì shénmeyàng de zhíwèi huílai zuò?

你知道我是什么样的职位回来做？

Do you know what kind of position I had (in Shenzhen)?

516

Wǒ shì zǒngjīnglǐ a, wǒ huílai qù bān huò,

我是总经理啊，我回来去搬货，

I was a general manager, and I came back here to deliver goods,

517

mài gè wǔshí kuài de dōngxi, qīshí duō kuài de dōngxi.

卖个五十块的东西，七十多块的东西。

to sell something that was worth 50 or 70 (Ringgits).

518

Wèishénme nǐ zìjǐ qù bān ne?

为什么你自己去搬呢？

Why did you do it yourself?

519

Shì yīnwèi tā bù shàngmén shōu huò.

是因为他不上门收货。

Because (the delivery company) didn't come to our door to collect the packages.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

520

Nǐ bìxū yào sòng dào tā de cāngkù,

你必须要送到他的仓库，

I had to deliver it to their warehouse,

521

érqiě bùshì měi gè cāngkù dōu shōu huò

而且不是每个仓库都收货

and not every warehouse accepted packages.

522

yǒuxiē wùliú gōngsī shì bù sòng dào nàge dìfang de.

有些物流公司是不送到那个地方的。

Some companies didn't deliver to certain places.

523

Érqiě wǒmen xīqǔ le dāngnián wǒ zài Chóngqìng zuòshēngyì de jīngyàn,

而且我们吸取了当年我在重庆做生意的经验，

In addition, I learned from my experience doing business in Chongqing.

524

shēngyì hái méi duōshao, nǐ zhāo nàme duō rén gànma?

生意还没多少，你招那么多人干嘛？

Why hire so many people when the business wasn't good yet?

525

Zài zhèr ne jiùshì wǒ néng zìjǐ gàn de quánbù qīnlìqīnwéi, zìjǐ gàn

在这儿呢就是我能自己干的全部亲力亲为，自己干

So here, I did everything myself.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

526

yīnwèi dìyī ne jiùshì wǒmen yào kāiyuánjiéliú,

因为第一呢就是我们要开源节流，

First of all, I needed to reduce expenses

527

yào bǎochí gōngsī

要保持公司

to maintain the company

528

zài yī gè zhèngcháng de zhuàngtài xià liánghǎo de yùnzhuǎn.

在一个正常的状态下良好地运转。

in a normal and good condition.

529

Dì'èr ne jiùshì zhè tào liúchéng zìjǐ bìxū yào zuò yībiàn,

第二呢就是这套流程自己必须要做一遍，

Secondly, I had to go through the process myself (in order to understand it better),

530

zhōngjiān fēicháng xīnkǔ.

中间非常辛苦。

but it was really hard doing this.

531

Dāngshí xià zhe dàyǔ, wǒ jiù kāichē zǒu dào nàge wùliú de cāngkù,

当时下着大雨，我就开车走到那个物流的仓库，

Cultural Differences Between Mainland Chinese and Malaysian Chinese

(Once), it was raining heavily, and I drove to the logistics warehouse,

532

ránhòu wǒ jiù kuàisù tíngchē.

然后我就快速停车。

and I was rushing to park my car.

533

Tíngchē hòumian hái zhuàng dào yī gè Mǎláirén,

停车后面还撞到一个马来人，

As I was parking, I hit a Malay

534

qí mótuō de, jiùshì pèng le yīxià

骑摩托的，就是碰了一下

who was on a motorcycle. It was a slight touch.

535

Dāngshí wǒ tèbié bùhǎoyìsi, dāngshí wǒ shuō bùhǎoyìsi

当时我特别不好意思，当时我说不好意思

I felt very sorry and I apologized right away.

536

Tā shuō méishì méishì

他说没事没事

He said, it was okay.

537

Suǒyǐ dāngshí wǒ jiù duǒ zài chē lǐ xià zhe dàiyǔ,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

所以当时我就躲在车里下着大雨，

So at that time, I sat in the car and the rain was still heavy.

538

jiù kāishǐ fān (péngyouquān).

就开始翻(朋友圈)。

I started to go through (my WeChat moments).

539

Dāngshí wǒmen zài Shēnzhèn de nàxiē péngyou,

当时我们在深圳的那些朋友，

(I saw) my friends in Shenzhen (who posted photos)

540

xīn de bàngōngshì, róngzī le yī qiān wǔ bǎiwàn,

新的办公室，融资了一千五百万，

of their new offices, saying that they just got a 15 million yuan investment.

541

ránhòu zhīqián wǒ kàn le yī gè gēn wǒmen yīqǐ zuò nàge

然后之前我看了一个跟我们一起做那个

Also, a company doing WeChat marketing

542

Wēixìn yíngxiāo de yī gè gōngsī shàngshì le.

微信营销的一个公司上市了。

which I had worked with, was going public.

543

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Shìbùshì bítóu yī suān dōu yǒudiǎn xiǎng kū le?

是不是鼻头一酸都有点想哭了？

Did it make you cry?

544

Suān, wǒ shuō gànma ya?

酸，我说干嘛呀？

Yes. I said to myself: "What am I doing here?!"

545

Jiù zhèzhǒng rìzi wǒ guò le yī nián duō,

就这种日子我过了一年多，

That kind of life lasted over a year

546

zhěng gè rén de zhuàngtài shì shǔyú bēng de biānyuán.

整个人的状态是属于崩的边缘。

and I was on the verge of collapse.

547

Suǒyǐ hěn duō rén, bāokuò wǒ de péngyou, tā qù yìnní gōngzuò.

所以很多人，包括我的朋友，他去印尼工作。

So, to many people, including my friend, who went to work in Indonesia,

548

Wǒ zhíjiē gēn tāmen jiǎng, wǒ shuō nǐ yào zuò hǎo xīnlǐ zhǔnbèi,

我直接跟他们讲，我说你要做好心理准备，

I said that they should be mentally prepared

Cultural Differences Between Mainland Chinese and Malaysian Chinese

549

wǒ jiànyì nǐ bùyào qù.

我建议你不要去。

and I advised them not to go

550

Nàge zhémó, nàge jiān'áo, bùshì nǐ néng chéngshòu de.

那个折磨，那个煎熬，不是你能承受的。

because they would need to bear all kinds of torments and suffering.

551

Hěn duō rén yào lái Mǎláixīyà chuàngyè yě shì zhèyàng de,

很多人要来马来西亚创业也是这样的，

(I said the same thing) to people who wanted to come to Malaysia to start a business.

552

wǒ shuō nǐ zài guónèi shì shénme zhíwèi?

我说你在国内是什么职位？

I said: "What position do you hold in China?"

553

Nǐ zài zhèlǐ shì yī gè mòshēng de guójiā,

你在这里是一个陌生的国家，

Here is a foreign company

554

nǐ bùyào yǐwéi zhèlǐ de huárén hěn duō jiùshì yīyàng le.

你不要以为这里的华人很多就是一样了。

and you might feel that it's the same since there are many Malaysian Chinese.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

555

Bùyīyàng, érqǐ zhè lǐmiàn fēicháng fùzá.

不一样，而且这里面非常复杂。

But it's not the same, and it's very complicated here.

556

Duōyuán zhǒngzú guójiā, nǐ hái shì gè wàiguórén.

多元种族国家，你还是个外国人。

It's a multi-racial country, and you'll be a foreigner.

557

Ránhòu nǐ zhāorén fāxiàn, nà rén bù tīng nǐ de.

然后你招人发现，那人不听你的。

When you hire people, you might find that they don't listen to you.

558

Ránhòu nǐ zìjǐ qù zuò ba, nǐ yòu bù shúxī huánjìng

然后你自己去做吧，你又不熟悉环境

If you want to do it yourself, you are not familiar with the environment.

559

Yǔyán hái bù yīdìng tōng

语言还不一定通

Also, the language barrier.

560

Yǔyán nà shì yīdìng bùtōng!

语言那是一定不通！

Cultural Differences Between Mainland Chinese and Malaysian Chinese

For sure, the language barrier exists!

561

Zài zhāorén fāngmiàn yǒu yùdào guo shénme kùnnan ma?

在招人方面有遇到过什么困难吗？

Have you encountered any difficulties in hiring people?

562

Diànshāng fēicháng hǎo zhāo,

电商非常好招，

It was very easy to get people in E-commerce

563

érqiě dāngshí wǒmen de fěnsī yě shì zuìduō de.

而且当时我们的粉丝也是最多的。

and at that time, we had a lot of fans.

564

Wǒmen dāngshí yǒu wǔ liù wàn de fěnsī zài Facebook.

我们当时有五六万的粉丝在 Facebook。

We had about 50,000 to 60,000 fans on Facebook at that time.

565

Suǒyǐ ne fā zhāopìn, yī gè zhāopìn huá, lái le

所以呢发招聘，一个招聘哗，来了

So, when we posted a job listing, we got many people applying.

566

yīnwèi tāmen dōu shì niánqīng rén, xǐhuan wán de,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

因为他们都是年轻人，喜欢玩的，

Young people all liked to play (computer games),

567

wǒmen zhège jiù gǎnjué hěn hǎowán.

我们这个就感觉很好玩。

so they felt that our work was interesting.

568

Dào wǒ de gōngsī yī rén fā yī tái

到我的公司一人发一台

We gave each employee a device to play with.

569

yòu néng wán yòu néng zhuànrqián | Duì, nǐ xuǎn nǐ zuì xǐhuan de

又能玩又能赚钱 | 对，你选你最喜欢的

They could work and play at the same time. | Right, they could choose their favorite (devices).

570

Zhège dàgài zuò le duōshao nián? | Yīzhí zài zuò

这个大概做了多少年？ | 一直在做

How many years did you do this? | It's still in business.

571

Bùguò zhège xiànzài shì yǐjīng gěi biéren zuò le.

不过这个现在是已经给别人做了。

But now it's been handed over to someone else.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

572

Jiùshì nǐ xiànzài bù guǎnshì le, dàgài shì zhège yìsi?

就是你现在不管事了，大概是这个意思？

So, you're no longer in charge, is that what you mean?

573

Dàgài jiù bùguǎn le.

大概就不管了。

Roughly that's right.

574

Wèishénme jiù bùguǎn le ne?

为什么就不管了呢？

Why did you stop being involved?

575

Diànzǐshāngwù Mǎláixīyà zǒuxiàpōlù,

电子商务马来西亚走下坡路，

E-commerce in Malaysia was on the decline

576

yīnwèi shíwù jīngjì zhèngzài fùsū.

因为实体经济正在复苏。

because brick and mortar businesses were reviving.

577

Diànzǐshāngwù tā yī jìnlái,

电子商务它一进来，

When E-commerce first appeared,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

578

tā shì ràng rén tǐyàn dào shēnghuó de biànlì, yīzhèn fēng

它是让人体验到生活的便利，一阵风

it was a like breath of fresh air, offering the convenience of life.

579

Dànshì dāng rénmen qù chángxiān le yǐhòu,

但是当人们去尝鲜了以后，

But after people tried it out,

580

mànmàn de nǐ hái shì yào huíguī xiànréality.

慢慢地你还是要回归现实。

slowly we had to return to reality.

581

Wǒmen rén yào xiǎngshòu gòuwù guàngjiē de zhège guòchéng,

我们人要享受购物逛街的这个过程，

Human beings still want to enjoy real-life shopping experience

582

shì diànshāng gěi bùliǎo wǒmen de.

是电商给不了我们的。

and e-commerce cannot provide that.

583

Zěnmé huì xiǎngdào kāi cāntīng ne? Zhè bùshì hěn lèi ma?

怎么会想到开餐厅呢？这不是很累吗？

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Why did you want to open a restaurant? Isn't it hard?

584

Wǒ zhīqián zuò diànshāng jiù hé rén méiyǒu jiēchù de,

我之前做电商就和人没有接触的，

Before, when I was doing e-commerce, there was no contact with people.

585

jiù hěn bīnglěng, diànshāng zhège dōngxi

就很冰冷，电商这个东西

It was a very cold place to work in.

586

Dì'èr diǎn jiùshì wǒ běnrén xǐhuan chī málà.

第二点就是我本人喜欢吃麻辣。

Secondly, I personally love to eat spicy food.

587

Wǒ yǐqián yǒu yī gè cāntīng, bùshì wǒ de la,

我以前有一个餐厅，不是我的啦，

I used to have a restaurant. It wasn't my restaurant, (I just went there to eat).

588

yě shì gè chóngqìng lǎobǎn de huǒguō diàn.

也是个重庆老板的火锅店。

It was a Chongqing hotpot restaurant.

589

Tā néng ànzhào wǒ de kǒuwèi qù tiáo, hòulái dǎobì le,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

他能按照我的口味去调，后来倒闭了，

The boss adjusted the taste specifically for me, but later, it went out of business.

590

hòulái wǒ jiù xiǎng wǒ zìjǐ kāi yī jiān ba.

后来我就想我自己开一间吧。

So I thought I opened one myself

591

Yīnwèi wǒmen jiā yě shì zuò zhèxiē de ma, zuò huǒguō dǐliào de ma

因为我们家也是做这些的嘛，做火锅底料的嘛

since my family makes hotpot seasoning,

592

érqiě wǒ shēnbiān de rén dōu xǐhuan

而且我身边的人都喜欢

and the people around me all liked

593

chī wǒ tiáo de wèidao, dōu xǐhuan

吃我调的味道，都喜欢

the sauce I made (from the different seasoning provided by the restaurant).

594

Jiùshì chī huǒguō dōu gēn wǒ yīqǐ qù chī,

就是吃火锅都跟我一起去吃，

They all liked to eat hotpot with me.

595

Cultural Differences Between Mainland Chinese and Malaysian Chinese

suǒyǐ měi gè yuè wǒ huā mǎn duō qián chī huǒguō de.

所以每个月我花蛮多钱吃火锅的。

So I spent a lot of money on hotpot every month.

596

Wǒ xiànzài péngyou jùhuì, málà shítáng, jiù wǒ de huǒguō diàn.

我现在朋友聚会，麻辣食堂，就我的火锅店。

Now, my friends have parties in my hotpot restaurant - Mala Cantine.

597

Chī huǒguō de nàge huánjìng liáotiān tèbié shuǎng

吃火锅的那个环境聊天特别爽

The environment for eating hotpot and chatting is very enjoyable.

598

Ránhòu wǒ jiàngliào fèi yě shì bù shōu qián, méiyǒu fúwùfèi.

然后我酱料费也是不收钱，没有服务费。

There's no charge for the sauce and service.

599

Yīnwèi dāngshí wǒ xiǎng zuò yī gè zhèyàng de cāntīng,

因为当时我想做一个这样的餐厅，

At that time, I wanted to have a restaurant

600

jiùshì měishí bù dēngyú ángguì de dàijià.

就是美食不等于昂贵的代价。

where good food doesn't have to come with an expensive price tag.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

601

Wèishénme xiě zhè jù huà? Shì wǒ zài qīfèn de zhuàngtài xià xiě de.

为什么写这句话？是我在气愤的状态下写的。

Why did I want to do this? I did it in a state of anger.

602

Yīnwèi wǒ qù chī yī gè huǒguō,

因为我去吃一个火锅，

Once, I went to eat hotpot (with a friend)

603

dāngshí wǒmen liǎng gè rén chī le sān bǎi duō kuài qián.

当时我们两个人吃了三百多块钱。

and the two of us spent over 300 Ringgits (\$63).

604

Zài nǎlǐ a? | Zhège jiàgé wǒ jiēshòu

在哪里啊？ | 这个价格我接受

Where was it? | I am okay with the price

605

yīnwèi Mǎláixīyà de huǒguō dāngnián jiùshì zhège jià.

因为马来西亚的火锅当年就是这个价。

because hotpot in Malaysia was like this.

606

Dànshì gāng kāishǐ chī hái xíng, dàn chī dào zuìhòu méi wèi le.

但是刚开始吃还行，但吃到最后没味了。

But the taste was only good at the beginning, and slowly, it became bad.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

607

Nǐ kěyǐ shōu wǒ zhème duō qián,

你可以收我这么多钱，

It was okay they charged me a lot of money,

608

dàn wǒ yào hǎochī, suǒyǐ wǒ jiù fēicháng qìfèn,

但我要好吃，所以我就非常气愤，

but it needed to be tasty. So I was very angry.

609

wǒ shuō měishí bù děngyú ángguì de dàijià.

我说美食不等于昂贵的代价。

(Thus, I wanted to make a statement with my restaurant): "Good food doesn't have to come with an expensive price tag."

610

Wǒ yào ràng dàjiā cháng yī cháng wǒ Luó jiā de zhèzhǒng wèidao.

我要让大家尝一尝我罗家的这种味道。

I wanted everyone to taste Luo's (hotpot).

611

Kěnéng wèilái wǒ yào chūqù, wǒ ràng gèng duō wàiguórén cháng yī cháng.

可能未来我要出去，我让更多外国人尝一尝。

Maybe in the future, I'll have more foreigners try it.

612

Suǒyǐ wǒ shì xiǎngyào ràng xīfāng guójiā de rén

Cultural Differences Between Mainland Chinese and Malaysian Chinese

所以我是想要让西方国家的人

So, I want people from Western countries

613

yě cháng yī cháng zhège wèidao.

也尝一尝这个味道。

also to try my (hotpot).

614

Yīnwèi wǒ zài guówài yě cháng guo de.

因为我在国外也尝过的。

I've also tried (hotpot) in those Western countries (and they were not good).

615

Nǐ shì qù guo Fǎguó, duì ba?

你是去过法国，对吧？

You've been to France, right?

616

Qù guo Fǎguó, Àozhōu, mán duō guójiā de.

去过法国、澳洲，蛮多国家的。

I've been to France, Australia, and many other countries.

617

Qù nàbian zhǐshì lǚyóu hái shì?

去那边只是旅游还是？

Did you go there to travel or...?

618

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Wǒ qù nǎlǐ dōu shì kǎochá jiān lǚyóu, chún wán zhǐyǒu

我去哪里都是考察兼旅游，纯玩只有

Wherever I go, the purpose is always a combination of having fun and evaluating the local market. The only country I went to just for fun was...

619

Tàiguó? | Duì!

泰国? | 对!

Thailand? | Right!

620

Chún wán zhǐyǒu Tàiguó

纯玩只有泰国

Only Thailand.

621

Yīnwèi wǒ kàn guo nǐ Tàiguó de shìpín

因为我看过你泰国的视频

I've seen your Thailand videos.

622

Dìyīcì qù Fǎguó gǎnjué zěnmeyàng?

第一次去法国感觉怎么样?

How did you feel when you first went to France?

623

Nàge chéngshì zhēn piàoliang

那个城市真漂亮

It was a beautiful city!

Cultural Differences Between Mainland Chinese and Malaysian Chinese

624

Bālí? | Bālí

巴黎? | 巴黎

Paris? | Yes.

625

Jiùshì gǎnshòu dào tā de kěxī hé qīměi,

就是感受到它的可惜和凄美，

I felt a sense of shame and it had a sad beauty to it

626

yīnwèi Bālí nàlǐ fāshēng tài duō gùshi le ma.

因为巴黎那里发生太多故事了嘛。

because there are so many stories about Paris.

627

Yǐqián tā nàge chéngshì bǎifēnzhī liùshí shì bèi huǐdiào le de,

以前它那个城市百分之六十是被毁掉了的，

In the past, 60% of the city was destroyed

628

chóngjiàn de

重建的

and then rebuilt.

629

Dāng wǒ dēng dào kǎixuánmén shàng de shíhòu,

当我登到凯旋门上的时候，

Cultural Differences Between Mainland Chinese and Malaysian Chinese

When I climbed to the top of the Arc de Triomphe,

630

wǒ yī kàn zhème piàoliang de jiànzhù

我一看这么漂亮的建筑

seeing that 60% of such beautiful buildings

631

bèi huǐdiào le bǎifēnzhī liùshí, bèi zhà làn le

被毁掉了百分之六十，被炸烂了

were destroyed,

632

Dāngshí wǒ jiù juéde tǐng kěxī de

当时我就觉得挺可惜的

I felt that it was quite a pity.

633

Nàge guójiā nǐ zài nàr shēnghuó ne

那个国家你在那儿生活呢

Living in France,

634

jiùshì nǐ zài yī qún gǔjì zhōng shēnghuó, jiù xiàng huà yīyàng.

就是你在—群古迹中生活，就像画—样。

among many historical sites, is like living in a painting.

635

Nǐ zǒu liǎng bù fāxiàn yī gè jiàotáng.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

你走两步发现一个教堂。

I could see a church every few steps

636

Wa, zhè jiàotáng jǐ bǎinián le ba!

哇，这教堂几百年了吧！

and the churches were several hundred years old.

637

Hěn gǔlǎo, ràng rén jìnqù yǐhòu hěn shénqí de gǎnjué

很古老，让人进去以后很神奇的感觉

It felt magical to step in such places.

638

érqiě tā lǐmiàn dōu yǒu nàzhǒng jiào shénme qín ne

而且它里面都有那种叫什么琴呢

In (the churches) there was a kind of musical instrument...

639

Wǒ wàng le nàge jiào shénme qín le,

我忘了那个叫什么琴了，

I forgot what it was called,

640

jiùshì xīxuèguǐ xì lǐmiàn jīngcháng yǒu de

就是吸血鬼戏里面经常有的

but in vampire movies, you often hear it.

641

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Fǎguó guānzhòng zhīdào dehuà kěyǐ gàosù yīxià wǒmen.

法国观众知道的话可以告诉一下我们。

Any French viewers know about it? Please let us know!

642

Suǒyǐ wǒ jiù juéde hěn měi, hěn měimào

所以我就觉得很美，很美妙

It sounded very beautiful!

643

Wǒ kàn nǐ diàn lǐ yě yǒu zhāo Mǎláirén,

我看你店里也有招马来人，

I noticed that you also hired Malays

644

tāmen pǔbiàn dōu shì Mùsīlín? | En

他们普遍都是穆斯林？ | 嗯

and they're generally Muslims, right? | Yes.

645

Wǒ dìyīcì lái zhèbiān gěi wǒ zuì dà de yìnxiàng

我第一次来这边给我最大的印象

The first impression I had when I came here was that

646

jiùshì wǒ dāngshí zhù de jiǔdiàn shì kào jìn yī gè nàge...

就是我当时住的酒店是靠近一个那个...

the hotel I stayed at was near a...

Cultural Differences Between Mainland Chinese and Malaysian Chinese

647

Huí jiàotáng | Duì

回教堂 | 对

Mosque? | Right.

648

Ránhòu dàodiǎn jiù kāishǐ qídǎo, shìbùshì?

然后到点就开始祈祷，是不是？

And at designated times, they would start praying, right?

649

Wǒ jiù xiǎng wèn nǐmen diàn de yuángōng

我就想问你们店的员工

I was wondering if your employees

650

zài gōngzuò de shíhou yě huì chūqù qídǎo ma?

在工作的时候也会出去祈祷吗？

go out to pray while working?

651

Bùshì suǒyǒu rén

不是所有人

Not everyone.

652

Yǐqián wǒ zuò diànshāng de shíhou, tāmen dàodiǎn yǒurén jiù huì guì.

以前我做电商的时候，他们到点有人就会跪。

When I was in e-commerce, some would kneel down to pray at the designated times

Cultural Differences Between Mainland Chinese and Malaysian Chinese

653

Wǒmen zhuānmén zhǔnbèi yī gè fángjiān gěi tā de.

我们专门准备一个房间给他的。

and we prepared a special room for them.

654

Cāntīng méiyǒu ma?

餐厅没有吗?

What about in your restaurant?

655

Yībān zài wàimiàn de cāntīng shì méiyǒu de, dànshì yǒu qídǎo shì.

一般在外面的餐厅是没有的，但是有祈祷室。

Generally, there aren't (special rooms) for it in restaurants, but there are prayer rooms (in shopping centers).

656

Yǒuxiē jiùshì nǐ xīn lǐmiàn qídǎo, bǐrú nǐ zhàn zài nàlǐ zhèyàng qídǎo

有些就是你心里面祈祷，比如你站在那里这样祈祷

Some just pray in silence, and they might just do it on the spot.

657

Chàngē de shíhòu ma, yuándì zhèyàng qídǎo yě yǒu de

唱歌的时候嘛，原地这样祈祷也有的

When the singing (in mosques) starts, they will pray on the spot.

658

Dànshì zhège wénhuà wǒ bùshì hěn liǎojiě.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

但是这个文化我不是很了解。

But I'm not very familiar with this (Muslim) culture.

659

Yíqíng sān nián yǒuyǐngxiǎng ma?

疫情三年有影响吗？

Has the three-year long pandemic had an impact on you?

660

Nà fēicháng dà de yǐngxiǎng!

那非常大的影响！

It had a huge impact.

661

Zhěng gè rén dōu chàdiǎn dōu bèi yā de chuǎn bù guò qì le

整个人都差点都被压得喘不过气了

I almost couldn't catch my breath.

662

Zěnmé shuō?

怎么说？

How so?

663

Wǒmen yī jiǔ niándǐ kāi de cāntīng

我们 19 年底开的餐厅

Our restaurant opened at the end of 2019.

664

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Zhèngzhí yìqíng qījiān | Duì a

正值疫情期间 | 对啊

Right at the beginning of the pandemic. | Right!

665

Dāngshí lǚ zhe xiùzi zhǔnbèi dà zhǎn hóngtú le,

当时撸着袖子准备大展宏图了，

I was ready to make a big splash.

666

gèzhǒng jìhuà dōu zuò hǎo le, gèfāng zhǔnbèi dōu zhǔnbèihǎo le

各种计划都做好了，各方准备都准备好了

All kinds of plans were made, and everything was ready to go.

667

wǒ mǎshàng jiù yào ràng quánshìjiè... | Cháng dào nǐ Luó jiā huǒguō

我马上就要让全世界 | 尝到你罗家火锅

Very soon, I would be able to let the world... | Taste Luo's Hotpot!

668

Lǎo Luó jiā de málà, shì ba?

老罗家的麻辣，是吧？

Luo's spicy (hotpot), you know?

669

Zhège yīxiàzi èr líng èr líng niánchū de shíhou jiù gěi wǒ àn zhù le

这个一下子 2020 年初的时候就给我按住了

All of sudden, at the beginning of 2020, I was beaten down.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

670

Wǒ dāngshí nǎozi dōu shì měng de,

我当时脑子都是懵的，

At that time, I was confused.

671

wǒ yǐwéi zhège yìqíng xiàng zhīqián de SARS yīyàng, yīxiàzi guò le

我以为这个疫情像之前的 SARS 一样，一下子过了

I thought the pandemic would quickly pass like SARS.

672

Dàjiā dōu zhème yǐwéi, jǐtiān jiù guò le | Duì

大家都这么以为，几天就过了 | 对

Everyone thought it would pass in a few days. | Right.

673

Wǒ méixiǎngdào zhè wányì hái yuèlái yuè shàng jìn ne

我没想到这玩意还越来越上劲呢

I didn't expect it to get worse and worse.

674

Dāngshí sān nián yìqíng tèbié nán'áo.

当时三年疫情特别难熬。

Those three years were extremely hard.

675

Wǒ dāngzhōng yùdào yī gè gǎndòng de shì.

我当中遇到一个感动的事。

At that time, something really touching happened.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

676

Yīnwèi wǒmen shì shèqū diàn,

因为我们是社区店，

Since our restaurant was close to a residential complex,

677

tāmen chī dào yī gè tāmen xǐhuan de dōngxi,

他们吃到一个他们喜欢的东西，

when people found something they liked

678

érqiě zài zìjǐ jiā fùjìn de lóuxià,

而且在自己家附近的楼下，

and it was near their home,

679

tāmen rènwéi zhè shì yī gè hǎoshì.

他们认为这是一个好事。

they thought it was a good thing.

680

Tā jiù gēn wǒ fā xìnxi shuō, nǐ bùyào dǎobi!

他就跟我发信息说，你不要倒闭！

So they sent me messages saying: "Please don't go bankrupt!"

681

Yě méiyǒu biéde cí ér kěyǐ shuō le

也没有别的词儿可以说了

Cultural Differences Between Mainland Chinese and Malaysian Chinese

There were no other words they could use.

682

Nǐ bùyào guānmén, wǒmen huì jìxù zhīchí nǐ de

你不要关门，我们会继续支持你的

"Don't close, we will continue to support you."

683

Hǎoduō rén fā zhèyàng de xīnxi, bùshì yī liǎng gè!

好多人发这样的信息，不是一两个！

Many people sent such messages, not just one or two!

684

Wa, hěn gǎndòng ai!

哇，很感动唉！

Wow, so moving!

685

Duì a, wǒ zhuānmén hái zuò le gè shìpín

对啊，我专门还做了个视频

Yes, I even made a video about it

686

wǒ bǎ tā liúyán, kǎ kǎ quán chūlái le

我把它留言，咔咔全出来了

and displayed all the messages.

687

Nǐ de YouTube xiànzài yě yǒu qī wàn duō fēnsī le,

Cultural Differences Between Mainland Chinese and Malaysian Chinese

你的 YouTube 现在也有七万多粉丝了，

You have more than 70,000 fans on YouTube now.

688

dāngshí zěnmē xiǎng zhe yào lái zuò zhège píndào?

当时怎么想着要来做这个频道？

Why did you start this channel at the time?

689

Yīnwèi zài èr líng èr yī nián de shíhou,

因为在 2021 年的时候，

Back in 2021,

690

dì'èrcì fēngchéng, yòu fēngchéng, wǒ lù gè shìpín.

第二次封城，又封城，我录个视频。

in the city's second lockdown, I recorded a video.

691

Dāngshí wǒ lù nàge shìpín,

当时我录那个视频，

The release of this video

692

shì zhēnzhèng zhège píndào de fěnsī shàngshēng de shíhou.

是真正这个频道的粉丝上升的时候。

was when the number of fans of my channel increased.

693

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Zhīqián zuì zǎo de shíhòu, wǒ shì lù shìpín xuānchuán...

之前最早的时候，我是录视频宣传...

Before that, I was recording videos to promote...

694

Xuānchuán cāntīng, shì ba?

宣传餐厅，是吧？

Promote your restaurant?

695

Suǒyǐ shuō nǐ kàn wǒ de píndào jiào Málà shítáng

所以说你看我的频道叫麻辣食堂

That was why the name of my channel is Málà Cantine.

696

yě méi rén kàn | Nǐ shì dǎ guǎnggào shéi gěi nǐ kàn

也没人看 | 你是打广告谁给你看

No one was watching. | Who would want to watch advertisements?

697

Duì a, dǎ guǎnggào shéi kàn

对啊，打广告谁看

Right, who would?!

698

Nǐ ràng tā kànyīkàn,

你让他看一看，

If you showed them

Cultural Differences Between Mainland Chinese and Malaysian Chinese

699

zhēnde wǒmen shēnghuó de yīzhǒng zhuàngtài zhēnde shì bù róngyì

真的我们生活的一种状态真的是不容易

how difficult our lives were...

700

Dàjiā dōu bù róngyì, dāngshí wǒ xiāngxìn méiyǒu yī gè rén róngyì

大家都不容易，当时我相信没有一个人容易

It was not easy for everyone. I believe at that time, no one had it easy.

701

Zuò diànshāng, kāi chāoshì de fēicháng hǎo.

做电商、开超市的非常好。

It was very good for E-commerce and supermarkets (during the pandemic).

702

Dāngshí diànshāng hěn huǒ ya,

当时电商很火呀，

For E-commerce, it was great

703

yīnwèi nǐ zhǐnéng zài wǎngshàng mǎidōngxi!

因为你只能在网上买东西！

because people could only buy things online!

704

Dāngshí wǒ de diànshāng,

当时我的电商，

At that time, my e-commerce business

Cultural Differences Between Mainland Chinese and Malaysian Chinese

705

wǒ jiù zài yī gè yuè zuò le wǒ zhīqián liǎng gè yuè de sales

我就在一个月做了我之前两个月的 sales

made sales in one month that usually took me two months (before the pandemic).

706

suǒyǐ dāngshí nǐ kěyǐ ná cóng diànshāng zhuàn lái de qián

所以当时你可以拿从电商赚来的钱

So you could use the money earned from e-commerce

707

lái bǔ zhège cāntīng de kuīkōng, shì ba?

来补这个餐厅的亏空，是吧？

to make up for the restaurant's losses, right?

708

Bùnéng wánquán zhème jiǎng

不能完全这么讲

It wasn't completely like that.

709

yīnwèi tā dìyīcì fēngchéng de shíhou, dàjiā dōu yǒusuǒ zhǔnbèi,

因为它第一次封城的时候，大家都有所准备，

When the city got locked down the first time, everyone was prepared.

710

yào zài jiālǐ gōngzuò le, suǒyǐ tā mǎi le hěn duō hěn duō dōngxi.

要在家里工作了，所以他买了很多很多东西。

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Since they had to work from home, they bought many things.

711

Mànmàn mànmàn tā jiù dàn le.

慢慢慢慢它就淡了。

Slowly, it faded. (Less people needed to buy things online).

712

Wèishénme ne? Yīnwèi jìngzhēngzhě duō le

为什么呢？因为竞争者多了

Why? Because there were also more competitors.

713

ránhòu dì'èrcì fēngchéng de shíhou ne méiyǒu nàme duō le.

然后第二次封城的时候呢没有那么多了。

So during the second lockdown, there weren't many (sales).

714

Yīnwèi diànshāng tā shì rù... ménkǎn hěn dī, suǒyǐ shuō hěn duō rén zuò.

因为电商它是入... 门槛很低，所以说很多人做。

E-commerce has a low bar (for people to start), so there were many people that were doing it.

715

Nǐ bù xūyào yī gè ménmian, zàijiā dōu kěyǐ gǎo le | Duì a

你不需要一个门面，在家都可以搞了 | 对啊

You don't need a physical store, and it can be done at home. | Right!

716

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Nǐ shuō wǒ zhège bèihòu zījīn liǎng sān bǎiwàn de yī gè diànshāng,

你说我这个背后资金两三百万的一个电商，

I had invested 2 to 3 millions (Ringgits),

717

nà kěnéng wǒ duìshǒu zhǐyǒu jǐqiān kuài de zījīn,

那可能我对手只有几千块的资金，

yet my competitors may only have invested a couple thousands,

718

nà fēn fēnzhōng yě néng bǎ wǒ gàn sǐ.

那分分钟也能把我干死。

I could be taken down in a matter of minutes.

719

Dào hòumian shì nǎyīge jiédiǎn, nǐ de píndào kāishǐ zuò qilai le?

到后面是哪一个节点，你的频道开始做起来了？

At which point, did your channel start to take off?

720

Dìyī gè jiēduàn ne jiùshì zài yìqíng qījiān wǒ chūqù pāishè.

第一个阶段呢就是在疫情期间我出去拍摄。

The first stage was during the pandemic when I went out to shoot videos.

721

Wǒmen cānyǐn yě zhě kěyǐ kuà zhōu, kěyǐ kuà xiàn chūqù mǎi cài shénmede.

我们餐饮业者可以跨州，可以跨县出去买菜什么的。

We, in the food industry could cross states and counties to purchase vegetables, and so on.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

722

Wǒ jiù pāi pāi bei

我就拍拍呗

So, I filmed this (process).

723

Rénjiā dōu chū bùliǎo ma,

人家都出不了嘛，

Since people couldn't go out,

724

ránhòu kàndào wǒ de shìpín, jiù zhǎngfēn le.

然后看到我的视频，就涨粉了。

they started watching my videos and the number of fans went up.

725

Ránhòu dì'èr ne jiùshì cǎifǎng

然后第二呢就是采访

Secondly, I started doing interviews.

726

Shì shénmeyàng yī gè qìjī ràng nǐ zuò zhège cǎifǎng?

是什么样一个契机让你做这个采访？

What gave you the idea of doing interviews?

727

Jiù yùdào yī gè rén wǒ tèbié gǎnxìngqù,

就遇到一个人我特别感兴趣，

Cultural Differences Between Mainland Chinese and Malaysian Chinese

I met someone I was very interested in,

728

wǒ jiù fǎngwèn yīxià tā de zhège lìchéng.

我就访问一下他的这个历程。

and I interviewed him about his journey.

729

Yīnwèi wǒ xiǎng liǎojiě ma, wǒ jiù xiǎng shìshìkàn.

因为我了解嘛，我就想试试看。

Since I wanted to get to know him, I gave it a try.

730

Wǒ xiǎng dàjiā xiǎng bùxiǎng liǎojiě?

我想大家想不想了解？

I thought perhaps other people would be interested as well.

731

Méixiǎngdào dàjiā dōu tǐng xiǎng liǎojiě de!

没想到大家都挺想了解的！

It turned out everyone wanted to know!

732

Dōu tǐng sānbā de!

都挺三八的！

People are quite nosy!

733

Dōu tǐng bāguà de, zhēnde, sorry bāguà de

Cultural Differences Between Mainland Chinese and Malaysian Chinese

都挺八卦的,真的, sorry 八卦的

Sorry, I meant they like to gossip.

734

Shì, dàjiā dōu yǒu yī kē bāguà de xīn

是, 大家都有一颗八卦的心

Yes, everyone has the desire to gossip.

735

Bùrán kěnéng yě bùhuì yǒurén lái kàn wǒmen zhège cǎifǎng, shì ba?

不然可能也不会有人来看我们这个采访, 是吧?

Otherwise, maybe no one might watch our interview, right?

736

Hěn duō shìpín lǐmiàn zài zuìhòu dōu huì tí yíxià

很多视频里面在最后都会提一下

At the end of many videos, you always ask people

737

āi, lái wǒmen diàn chī málàtàng

哎, 来我们店吃麻辣烫

to go to your restaurant to eat hotpot.

738

yǒuméiyǒu yīnwèi píndào mù míng'ér lái de fēnsī gùkè? | Yǒu

有没有因为频道慕名而来的粉丝顾客? | 有

Are there any fans who went to your restaurant because of your channel? | Yes.

739

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Duō ba? | Duō

多吧? | 多

A lot? | Yes.

740

Suǒyǐ zhège píndào hái kěyǐ ma,

所以这个频道还可以嘛,

So that wasn't a bad idea to start a channel.

741

yòu nénggòu píndào běnshēn zhuàn yīdiǎn qián,

又能够频道本身赚一点钱,

The channel itself makes money

742

ránhòu hái nénggòu dàilái gùkè.

然后还能够带来顾客。

and it also brings you customers.

743

Zhè dōu shì fěnsī péngyou gěimiànzi, xièxie!

这都是粉丝朋友给面子，谢谢！

This is all because my fans gave me "face". Thank you all!

744

Rúguǒshuō nǐmen duì Mǎláixīyà de zhège wénhuà ya

如果说你们对马来西亚的这个文化呀

If you are interested in Malaysian culture

Cultural Differences Between Mainland Chinese and Malaysian Chinese

745

huòzhě shì tā de cāntīng gǎnxìngqù dehuà,

或者是他的餐厅感兴趣的话,

or his restaurant,

746

yě kěyǐ qù guānzhù yīxià Lǎo Luó de cāntīng, bùshì, Lǎo Luó de cāntīng!

也可以去关注一下老罗的餐厅,不是, 老罗的餐厅!

go follow Luo's restaurant. Wait, why did I say Luo's restaurant?!

747

Guānzhù xià Lǎo Luó de píndào, jiào shénme? | Málà shítáng

关注下老罗的频道, 叫什么? | 麻辣食堂

Follow Luo's YouTube channel. What is it called? | Málà Cantine.

748

Nǐ shì yǒu yī gè Fǎwén míng, duìbùduì?

你是有一个法文名,对不对?

Your (restaurant) has a French name, right?

749

Málà Cantine | Why?

Málà Cantine | Why?

Málà Cantine. | Why?

750

Yīnwèi wǒmen jiào shítáng ma, shítáng zhège cí ér shì cóng Fǎguó lái de.

因为我们叫食堂嘛, 食堂这个词儿是从法国来的。

Because we call it a canteen, the word canteen comes from France.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

751

Málà shítáng zhège míngzi hái tǐng tōngsúyìdǒng, yòu hǎojì de. | Dui

麻辣食堂这个名字还挺通俗易懂，又好记的。| 对

The name is quite easy to understand and easy to remember. | Yes.

752

Shì nǐ zìjǐ xiǎng de?

是你自己想的？

Did you come up with it?

753

Wǒ lǎopó xiǎng de | Yào guīgōng yú tā

我老婆想的 | 要归功于她

My wife did. | She gets the credit for that.

754

Yào wǒ zìjǐ xiǎng dehuà, wǒ jiù huì xiǎng Lǎo Luó shítáng

要我自己想的话，我就会想老罗食堂

If I were to name it, I would call it Lao Luo Cantine.

755

Tiānnā! Nǐ zěnméi méiyǒu jiào Luó Jiā shítáng?

天哪！你怎么没有叫罗家食堂？

My God! Why didn't you call it Luo's Canteen?

756

Yīnwèi shì málà

因为是麻辣

Cultural Differences Between Mainland Chinese and Malaysian Chinese

Because it's (mala) spicy.

757

Qíshí málà ne tā bùjǐn shì zhège wèidao,

其实麻辣呢它不仅仅是这个味道，

In fact, spicy is not just the taste, it also represents Chongqing

758

tā yě dài biǎo Chóngqìng hé dài biǎo xìnggé,

它也代表重庆和代表性格，

and the character of Chongqing people.

759

Chóngqìng rén xìnggé tèbié zhíshuǎng de, zhí lái zhí qù de, jiù hěn málà

重庆人性格特别直爽的，直来直去的，就很麻辣

Chongqing people are very straightforward, and have a hot temper.

760

Hǎo, nà jīntiān de cǎifǎng dào zhèlǐ yě jiù chàbùduō le.

好，那今天的采访到这里也就差不多了。

Alright, that's about it for today's interview.

761

Rúguǒshuō duì Lǎo Luó de zhège málà shítáng gǎnxìngqù de ne,

如果说对老罗的这个麻辣食堂感兴趣的呢，

If you are interested in Luo's Málà Cantine,

762

kěyǐ qù tā de shítáng cháng yīxià zhège Luó jiā de huǒguō.

Cultural Differences Between Mainland Chinese and Malaysian Chinese

可以去他的食堂尝一下这个罗家的火锅。

please go to his restaurant and give it a try.

763

Nàme xiǎngyào liǎojiě Mǎláixīyà wénhuà de děngděng de

那么想要了解马来西亚文化的等等的

If you want to understand Malaysian culture and more,

764

háiyǒu yīxiē cǎifǎng de shìpín, tā zuò de,

还有一些采访的视频，他做的

he has some interview videos (about this).

765

yě kěyǐ qù dìngyuè yīxià Lǎo Luó de zhège píndào, jiào málà shítáng

也可以去订阅一下老罗的这个频道，叫麻辣食堂

Subscribe to Lao Luo's channel - Málà Cantine!

766

Fēicháng gǎnxiè | Xièxie

非常感谢 | 谢谢

Thank you very much! | Thank you.

767

Hǎo, báibái | Báibái

好，拜拜 | 拜拜

Okay, goodbye. | Bye.

Cultural Differences Between Mainland Chinese and Malaysian Chinese