



Terra Cotta Warriors, Xi'an
8000 warriors, Qin Dynasty, 210 BCE



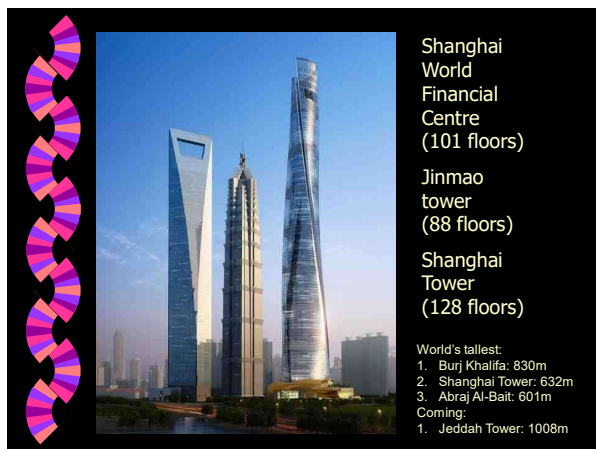
Chengdu, Sichuan Province
15 years ago



Chengdu, Sichuan Province
today

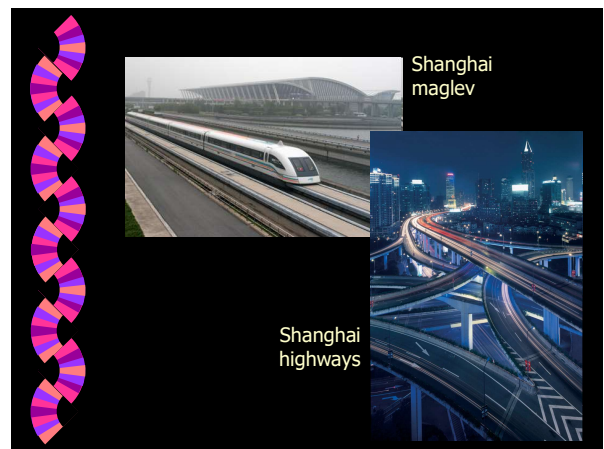


Pudong district, Shanghai



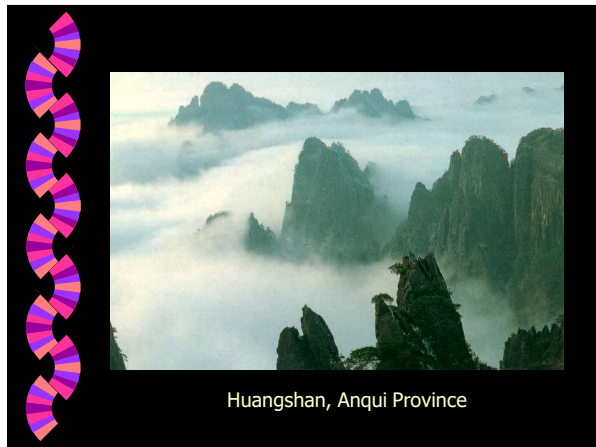
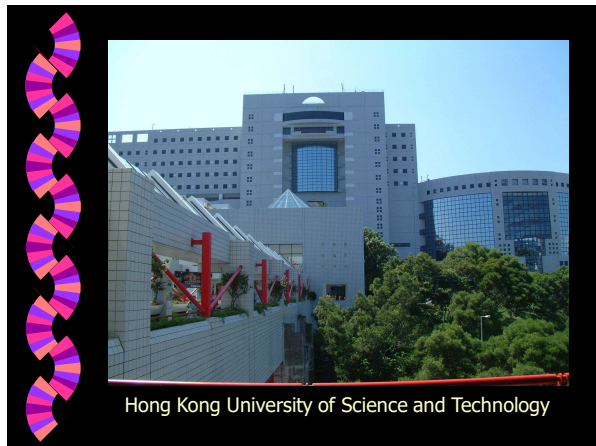
Shanghai
World
Financial
Centre
(101 floors)
Jinmao
tower
(88 floors)
Shanghai
Tower
(128 floors)

World's tallest:
1. Burj Khalifa: 830m
2. Shanghai Tower: 632m
3. Abraj Al-Bait: 601m
Coming:
1. Jeddah Tower: 1008m



Shanghai
maglev

Shanghai
highways



Economic Superpower

- China is the most populous country in the world (1.4 billion).
- GDP real growth rate is 6.8% (2019), 2-3% (2020).
 - Compare this with 2.2% for USA (2019) about -3% (2020).



The Pudong area of Shanghai was built in < 10 years

Economic Superpower

- World's largest economy (GDP) as measured by PPP.
 - China \$25.4 trillion
 - EU \$22.7 trillion
 - USA \$20.5 trillion
- IMF estimates for 2018.



Three Gorges Dam on Yantze River
World's largest hydropower dam

Economic Superpower

\$3.2 trillion in foreign exchange reserves (Dec 2020)


- Largest in the world by far.
- ...and growing



Hong Kong

Economic Superpower


- World's largest economy for most of last 1000 years.
 - Except 18th & 19th centuries.



兵 = Soldier
Mao Zedong

Economic Superpower

- Architect of prosperity: Deng Xiaoping
- Decentralized economy and reformed agriculture.
- Next 2 decades: GDP *quadrupled!*



Deng Xiaoping and Jimmy Carter


Trade

- Trade surplus
 - \$535 billion (2020)
 - U.S. **deficit** \$864 billion



Destabilizers

- Discontent of rural population.
 - Relative wealth of major cities has grown enormously.
 - Everyone wants a residence permit for one of the big cities.



Rice farming

Destabilizers


- Plans to urbanize population
 - Eventually, 80% will live in cities, government says.



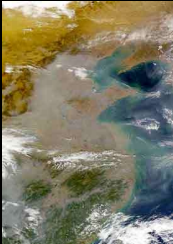
Apartment blocks under construction
Shanghai

Destabilizers

- Environment
 - Air pollution
 - Garbage
 - Climate change



Garbage dump, Guiyu



Air pollution in eastern China, seen from satellite

Destabilizers

- Corruption, especially in the military.
- *Fǎlún gōng* and other movements.
 - Compared with Boxer and Tai Ping rebellions



Fǎlún gōng

Destabilizers

- Taiwan, Tibet.
- Xinjiang Province
 - Home of Uighurs, Muslim population speaking a Turkic language
 - Hundreds of "reeducation" camps, 10% of Uighur population detained



Chinese flag in Lhasa, Tibet

Destabilizers

- Layoffs cause social unrest



Laid-off workers smash an office at toy factory in Dongguan

Destabilizers

- ❑ Military adventurism in South China Sea
- ❑ Claims sovereignty over 80% of South China Sea



China claims a large part of the South China Sea. Neighboring nations state their own claims. Sources: US, Netherlands, Canada, National Geographic, CNN, Reuters, www.southchinasea.com

Confucian worldview

- ❑ Kǒng Zǐ (Confucius).
 - 551 – 479 bce
 - One of the most influential persons in world history.
 - Midlife crisis.
 - Finally viewed himself a failure in life.



Confucian worldview

- Confucius articulated essence of Chinese culture
- Part of Axial Age (8th – 4th c bce)

					
Zoroaster ?	Isaiah 8 th c bce	Mahavira 6 th c bce	Buddha 5 th c bce	Socrates 5 th c bce	Confucius 5 th c bce

Dates are approximate


Confucian worldview

- ❑ Confucius rehabilitated by Hu Jintao, previous president
- ❑ Some Chinese concerned about materialism.
 - “The superior man seeks what is right; the inferior one, what is profitable.”




Confucian worldview


- ❑ Human beings are shaped by education.
- ❑ Mèng mǔ sān qiān (孟母三迁)
 - Mencius’ mother, three moves.
- ❑ Human beings are altruistic by nature.
 - But this must be cultivated.
 - Bad character is the result of bad training.



Mèng Zǐ (Mencius)

Confucian worldview

- ❑ Accent on education.
- ❑ Everyone has potential.
 - No excuses.
- ❑ Result: Confucian cultures have high scores on PISA test
 - Contrast with Indo-European concept of “talent”



Confucian worldview

- Society is based on **respect** for elders, husband, superiors (power distance)
- They have correlative **obligations**.
- Most effective leadership quality is good character.



Site of Confucius' home in Qufu

Confucian worldview

- Ideal leaders...
 - Duke of Zhou
 - Sun Yat-sen (Yixian)
 - Deng Xiaoping





Confucian worldview

- Key insight – Meaning in **ritual**
 - Ritual **connects** everyday life with the sacred.
 - Acknowledges the sacred in others.



Asian business card ritual


Language



- Chinese is really several languages (“dialects”).
- Official language of PRC is *Pǔtōnghuà* (Mandarin).
 - Written in Roman letters using *Pīnyīn*, practical use.
 - Chinese word for China is *Zhōngguó* (Central Kingdom).
 - Chinese word for Chinese people is *Zhōngwén*.
- Cantonese (*Yuè*) important for business.
 - Spoken in Guangzhou, Hong Kong, Guangdong Province; by many overseas Chinese.

Chinese languages

- Mandarin = *Pǔtōnghuà* = Guóyǔ = Guānhuà
- Wú = Shanghaiese
- Min (Fujianese)
- Eastern Min (Fuzhou dialect)
- Southern Min (Xiamen dialect) ≈ Taiwanese
- Yuè = Cantonese



■	830 million (worldwide)
■	77 million
■	71 million (worldwide)
■	69 million (Taiwanese)
■	45 million (includes Wu subdialect)
■	38 million (worldwide)
■	31 million
■	3.2 million (also grouped with Cantonese)

Language

- “Tones” are important.
 - There are 4 in *Pǔtōnghuà*, plus neutral tone:
 - *mā* (mother)
 - *má* (as in *má jiāng*)
 - *mǎ* (horse)
 - *mà* (to curse)
 - *ma* (used for questions)
 - Special phrases are used where English speakers use intonation.
 - There are 6 tones (many say 9) in Cantonese.

Language

- Written language is fairly standard across Chinese languages...
 - ...except that mainland China and Singapore use simplified characters, while Hong Kong and Taiwan use traditional characters.

Traditional	Simplified		
號	号	(hào)	number
門	门	(mén)	door
業	业	(yè)	industry
學	学	(xué)	study
來	来	(lái)	come
寫	写	(xiě)	write
馬	马	(mǎ)	horse
話	话	(huà)	speech
紙	纸	(zhǐ)	paper
見	见	(jiàn)	see

Language

- Nǐ hǎo* hello
 - Nǐn hǎo* same, more polite
 - Nǐ hǎo ma* how are you?
 - Hěn hǎo xiè xiè* very well thank you
 - Wǒ hěn gāoxìng jiàndào nǐ* very pleased to meet you
 - Hǎo jǐǔ bù jiàn* "Long time no see"
 - Zǎoshàng hǎo* good morning
 - Wǎnshàng hǎo* good evening
 - Zàijiàn* goodbye

Language

- Qǐng nǐ* please
 - Xiè xiè* thank you
 - Bù xiè* you're welcome
 - Duìbùqǐ* excuse me
 - Nǐ shuō Yīngyǔ ma?* Do you speak English?
 - Méiyǒu* I can't help you, get lost
- Counting nouns take the place of plurals:
 - wǔ kuài rénmínbì* 5 RMB

Ethics

- Moral sensibilities are complementary to Western norms.
 - Westerners: universal rules and justice.
 - Chinese: feelings of the people in the room.

Ethics

- Moral sensibilities are complementary to Western norms.
 - Westerners: universal rules and justice.
 - Chinese: feelings of the people in the room.
 - Westerners: duties to people on the other side of the globe.
 - Chinese: duties to family and associates.

Ethics

- Why?
 - Low-context, low-power-distance Western cultures must respect the rules.
 - Based on universal principles of reason and fairness.

Ethics

- Why?
 - Low-context, low-power-distance Western cultures must respect the rules.
 - Based on universal principles of reason and fairness.
 - High-context, high-power-distance Confucian cultures regulate behavior through relationships.

Social relations

- Westerners can speak frankly and directly.
- Iron out differences by appeal to reason and fairness (if all goes well).
- More important to be **right** than **nice**.



Social relations

- In China, no such appeal.
 - Take care not to give offense in the first place.
 - Relate to **associates** with courtesy, humility and care to save face.
 - More important to be **nice** than **right**.



Social relations

- When there is no relevant common authority...
 - Behavior regulated by *guānxì*, or accumulation of social credits.



Social relations

- This does not apply to relations between strangers.
 - Rude behavior, shoving, and shouting may occur in public.
 - Yet crime rate is low.



Government

- Chinese protest when the government does not take care of them.
 - Government must have "Mandate of Heaven."



Police break up protest against lack of government response to earthquake, Dujiangyan, Sichuan Province, 3 June 2008

Government

- Covid-19.
 - Initial effort to save face during Wuhan outbreak.



Wet market

Government

- Covid-19.
 - Prior habit of wearing masks when ill.



Masks worn out of social responsibility

Government

- Almost all of China: Near-normal for months.



Wuhan, Celebration of 2021 New Year

Forms of Address

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 - *Wáng nǚshì* Mrs. Wang
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- Chinese prefer titles:
 - *Lǎo Wáng* Old Wang
 - *Xiǎo Wáng* Young Wang
 - *Wáng jīnglǐ* Manager Wang
 - *Wáng jiǎoshòu* Professor Wang
 - *Wáng lǎoshī* Teacher Wang

Family

- Life is all about **family, family, family**.
- Respect for parents, grandparents, ancestors.
- Care for children.
- Source of security.




Family

- Everyone dotes on small children.
- But older children are strictly disciplined.
- Changing somewhat in big cities.



Family

- There is a hierarchy in the family
 - Grandfathers – 爺爺 (yé yé), 老爺 (lǎo yé) or wàifù
 - Grandmothers – 奶奶 (nǎi nǎi), 姥姥 (lǎo lǎo) or wàipó
 - Father, mother – 爸爸 (bà bà), 媽媽 (mā mā)
 - Older brother, sister – 哥哥 (gē gē), 姐姐 (jiě jie)
 - Younger brother, sister – 弟弟 (dì dì), 妹妹 (mèi mèi)



Family

- Honor ancestors at New Year's (Spring Festival).
- Feb 11-26 in 2018.
- Incense is for ancestors and good luck.



Family

- Burn fake money for ancestors.
- May also burn mobile phones, etc.



Family

- China, Taiwan, Korea are famous for cram schools.
- Children attend until late at night.
- Their success provides security and honor for the family.



Family

- Sexually conservative.
 - Except in Westernized settings.
 - Touching is inappropriate
 - But not Puritanical.



Family

- Not a good idea...



Former Chinese President
Hu Jintao
with former U.S. President
George W. Bush

Wealth

- "Cool" 20-somethings.
 - Huge new market.





Wealth

- Market for luxury goods.



\$4100 Chanel handbag



Gifts

- Don't wrap gifts in white, blue, or black paper.
 - Red signifies happiness, wedding.
- Present gift with both hands.
- Gifts are not opened when received.
- Gifts may be refused at first.



Stress Management

- Extended family.
- Superstition.
- Religion
 - Mahayana Buddhism.
 - Taoism (Lǎo Zi)
- Health regimens
- Amusement, games (*mǎ jiāng*).




yīn/yáng
symbol

Not
good vs. evil



Superstition

- Be aware of superstitions.
 - Avoid clocks, knives, or flowers as gifts.
 - Expensive watch may suggest corruption.
 - Don't give four of anything.




Superstition

- Buildings follow principles of *fēng shuǐ*.
 - For example, *baqua* mirrors.
- Lucky (or unlucky) numbers
 - 8 = wealth, 9 = longevity, 4 = death
 - Good sequences: 168, 289, 518

China - Superstition



Elevator in China

China - Superstition



Incense coils in Buddhist temple

China - Superstition



Fortune sticks in Buddhist temple
Draw one at random.
The stick costs more if the fortune is good.

Daoism



Yin/yang symbol

- *Dào* = the way, path
- Founded(?) by Lǎozǐ, author of *Dǎodéjīng*.
- Yīn/yáng
 - **Not** good vs. evil – Universe is good.
 - Dark/light, female/male, cold/hot, etc.
 - Interaction of forces. Nothing is 100%.

Health

- Exercise regimens
 - Chi gong (*qigōng*)
 - Tai chi, or tai chi chuan (*tàijíquán*)



Health


- Regimens develop a sense of equanimity, balance.



Morning tai chi chuan in park

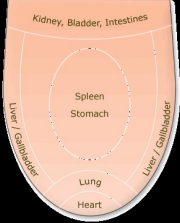
Health

- Acupuncture
 - Redirects *qi* along 365 meridians.



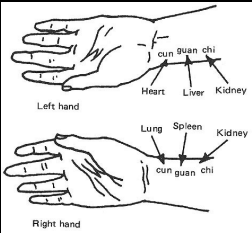

Health

- Tongue diagnosis.
 - Some meridians reach the tongue.
 - Indications: color, shape, features, moisture, coating, coat thickness, cracks, coat adhesion




Health

- Pulse diagnosis
 - Scattered, intermittent, swift, hollow, faint, surging, hidden, knotted, hurried, long, short, fine, hesitant, slippery, relaxed, moderate, tense, stringy, replete, weak, soggy, feeble, rapid, slow, sinking, floating



Diversions

- Games & puzzles.
- Sports
 - soccer, basketball, kite-flying, ping-pong



Mahjong (*mǎjiāng*) tiles

Diversions

- Street dances
- Tourism
 - Great business opportunity
- Staring at foreigners



Market stalls at Ming Tombs

Eating

- Main object: have fun.
 - Host will seat you.
 - If you're clumsy with chopsticks, no problem.
 - Wait for toast before drinking.
 - Don't fill your own teacup.



Eating

- Rather than ask for something, allow others to anticipate your request.
- Host may use his/her chopsticks to put food on your plate.
- Chinese eat "everything that flies except airplanes, everything in the ocean except ships."



Sichuan hot pot

Eating

- Sometimes it's best not to know what you're eating.
- You may be expected to ask for rice.
- Soup is generally eaten near end of meal.
- OK to slurp your noodles.



Eating

- Don't blow your nose at the table.
- Use toothpick but cover your mouth.
- Drivers, secretaries, etc., may be invited to office meals
 - High power distance, but no aristocracy.

