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Overview

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DATE: 03-26-2012
CLASSIFIED BY 65179 DMH/CLS
REASON: 1.4 (1)
DECLASSIFY ON: 03-26-2037

ALL INFORMATION CONTAINED
HEREIN IS UNCLASSIFIED EXCEPT
WHERE SHOWN OTHERWISE

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FBI054117

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What does

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mean to you?

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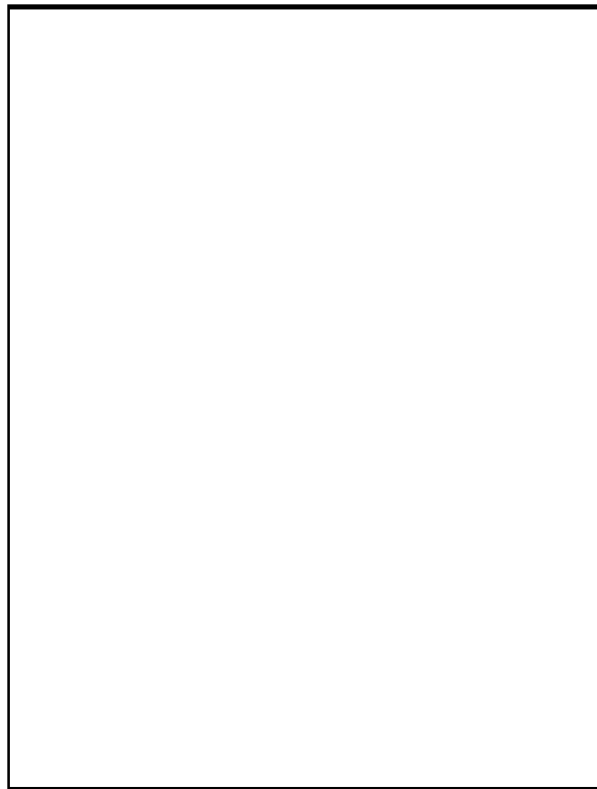
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Calculating



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Presence In the United States

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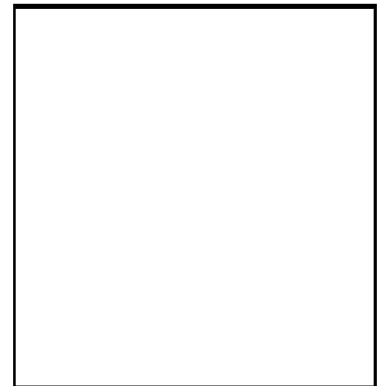


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- Media 
- Delegations 
- Commercial Corporations 
- Students 
- Visitors (????)

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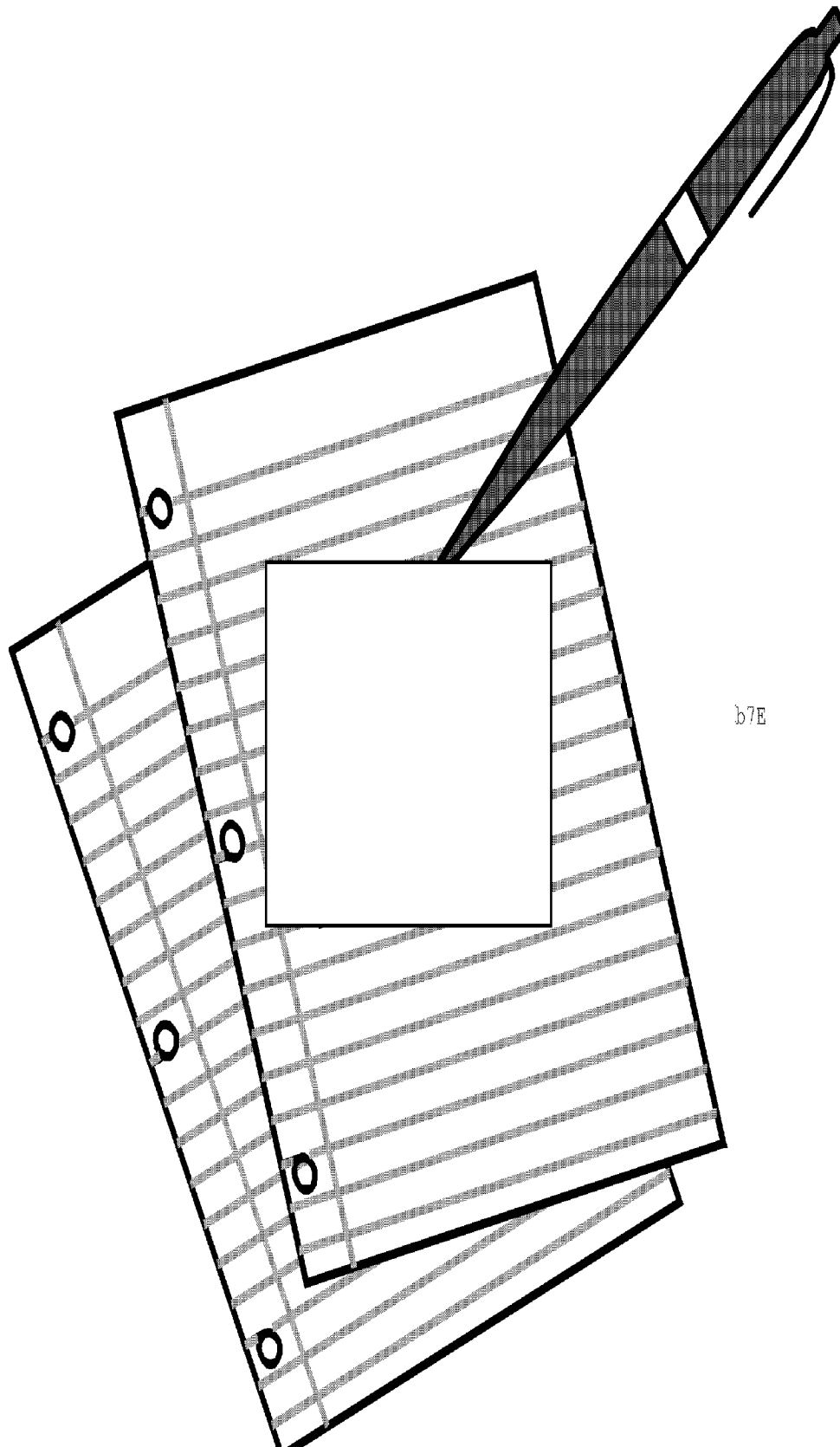


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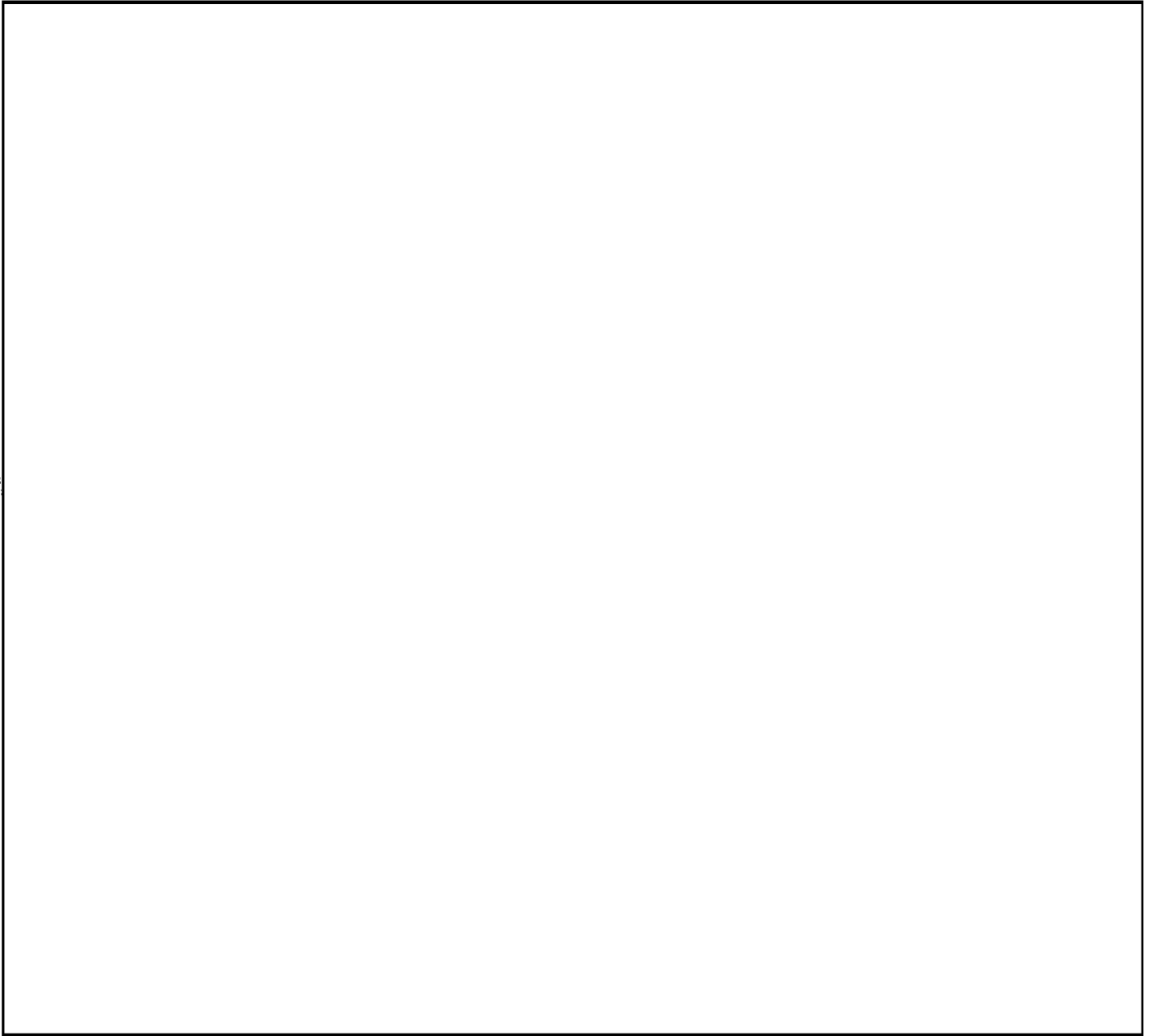
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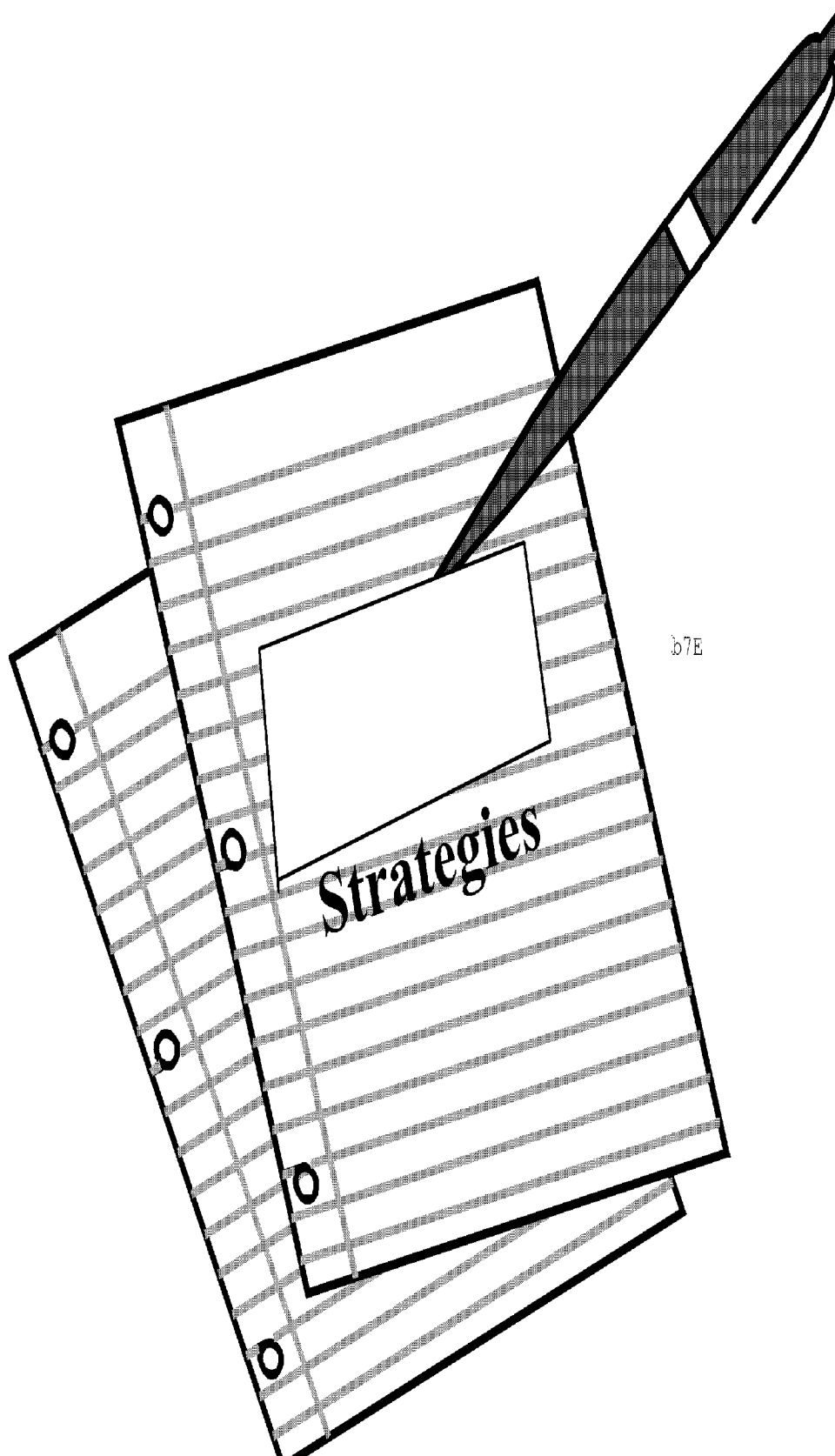
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Strategies

■ Different Philosophy of

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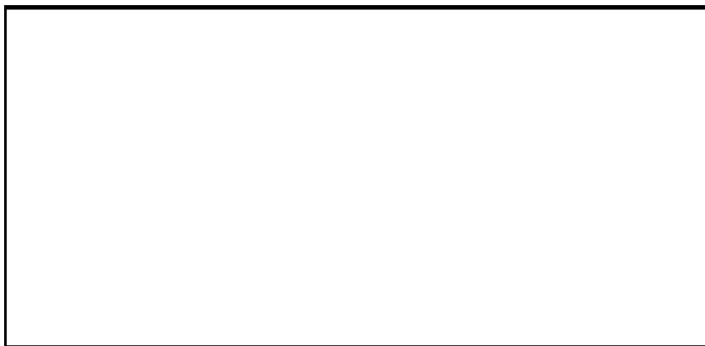
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■ **Persuade useful individuals to**



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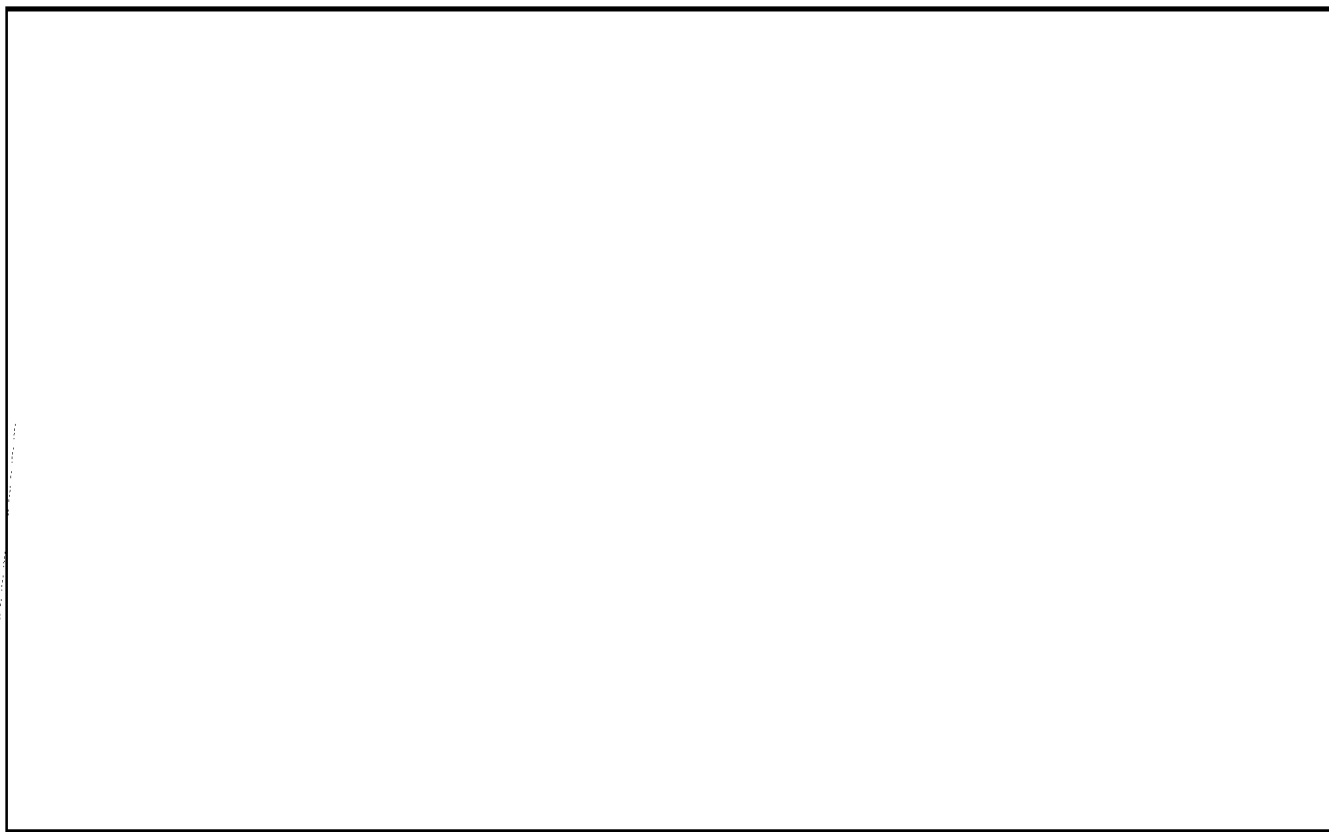
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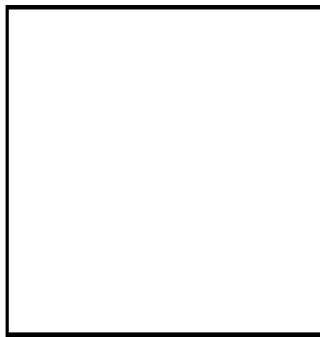
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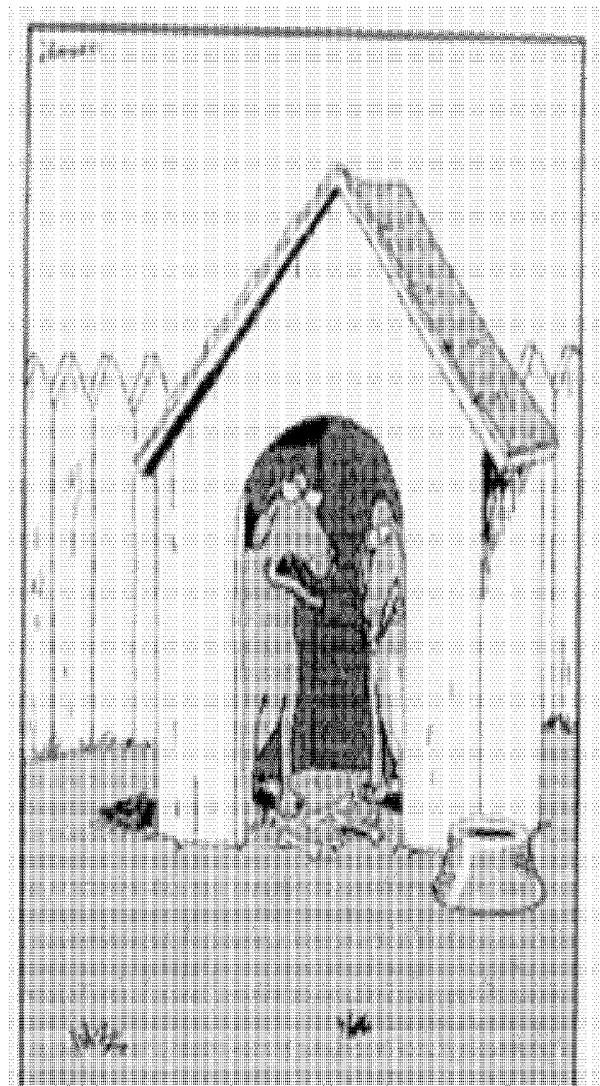
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*Cause
and
Effect*



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”Look, You had five bones right? Your friend Zooky comes over, stays awhile, then leaves. Now you have four bones, right?...You don’t have to be “Lassie” to figure this one out.”

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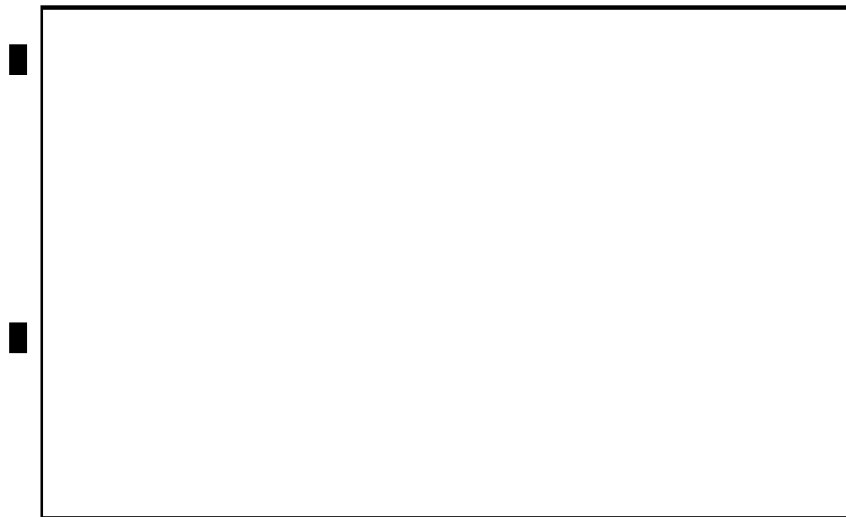
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Getting Access

- Request information
 - E-mail, telephone, fax, mail, thesis?



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Interaction at Your Facility

- Visitors

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- Visitors

- Ask to

- Ask about

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- Try to

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Interaction at Your Facility

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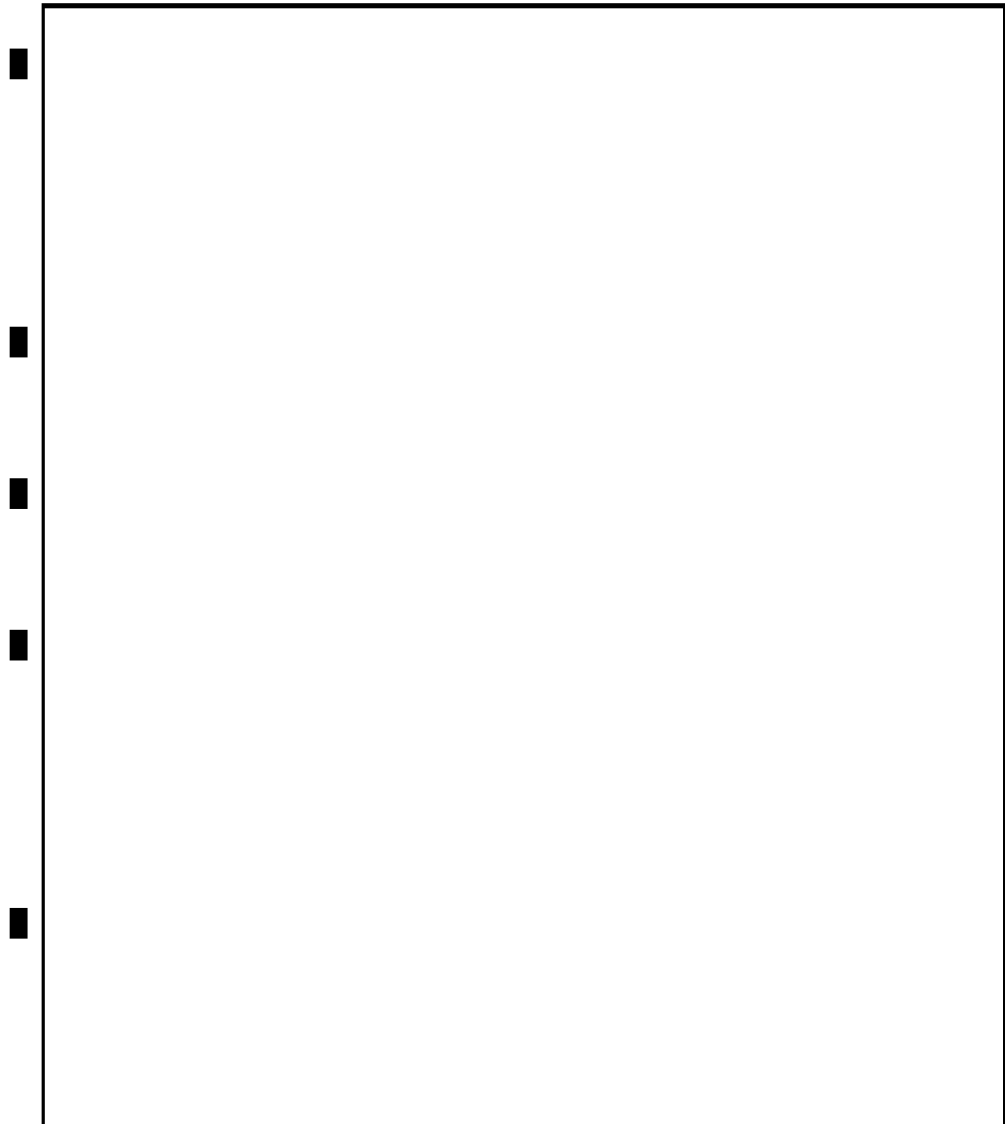
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Interaction in



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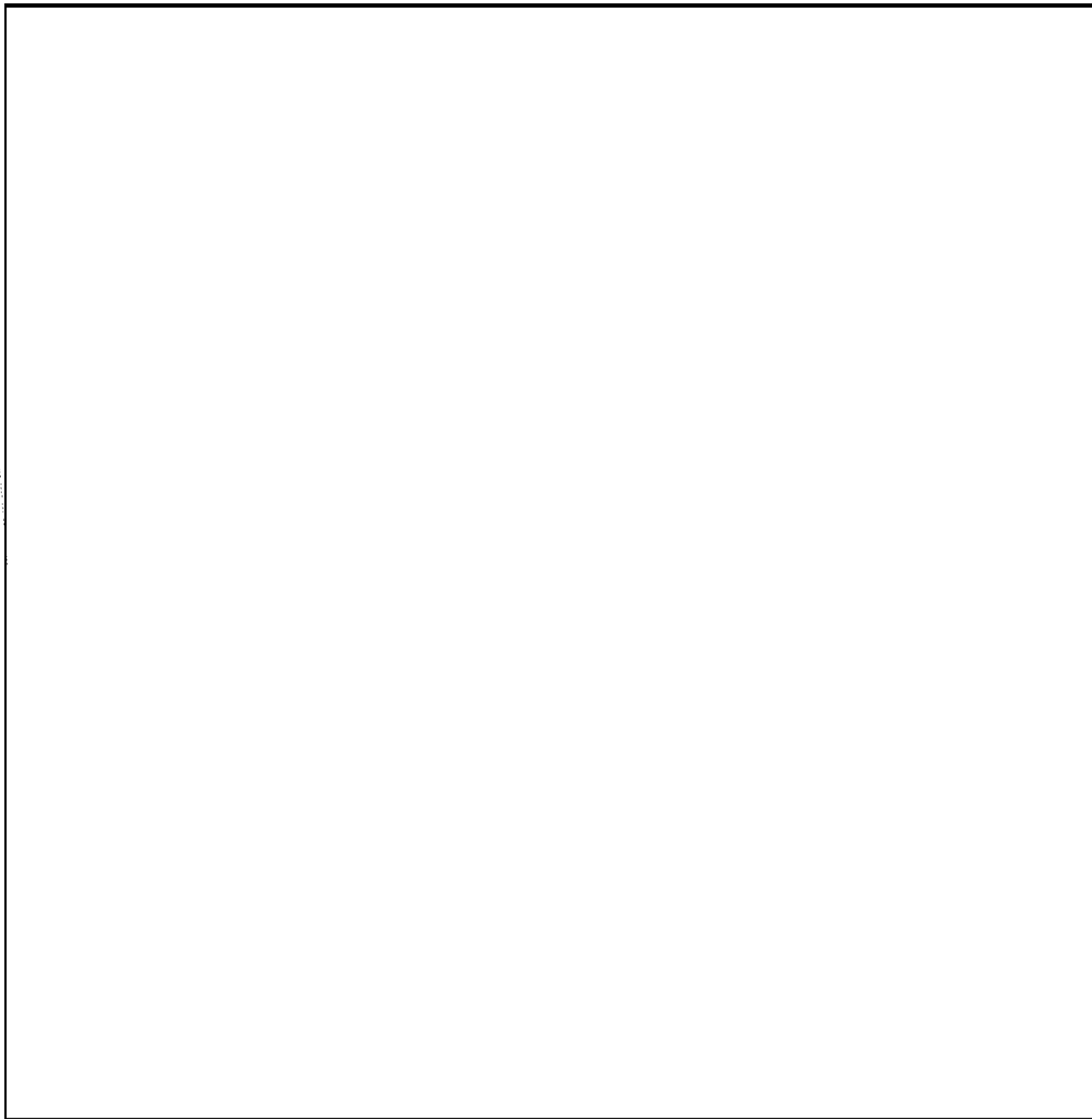
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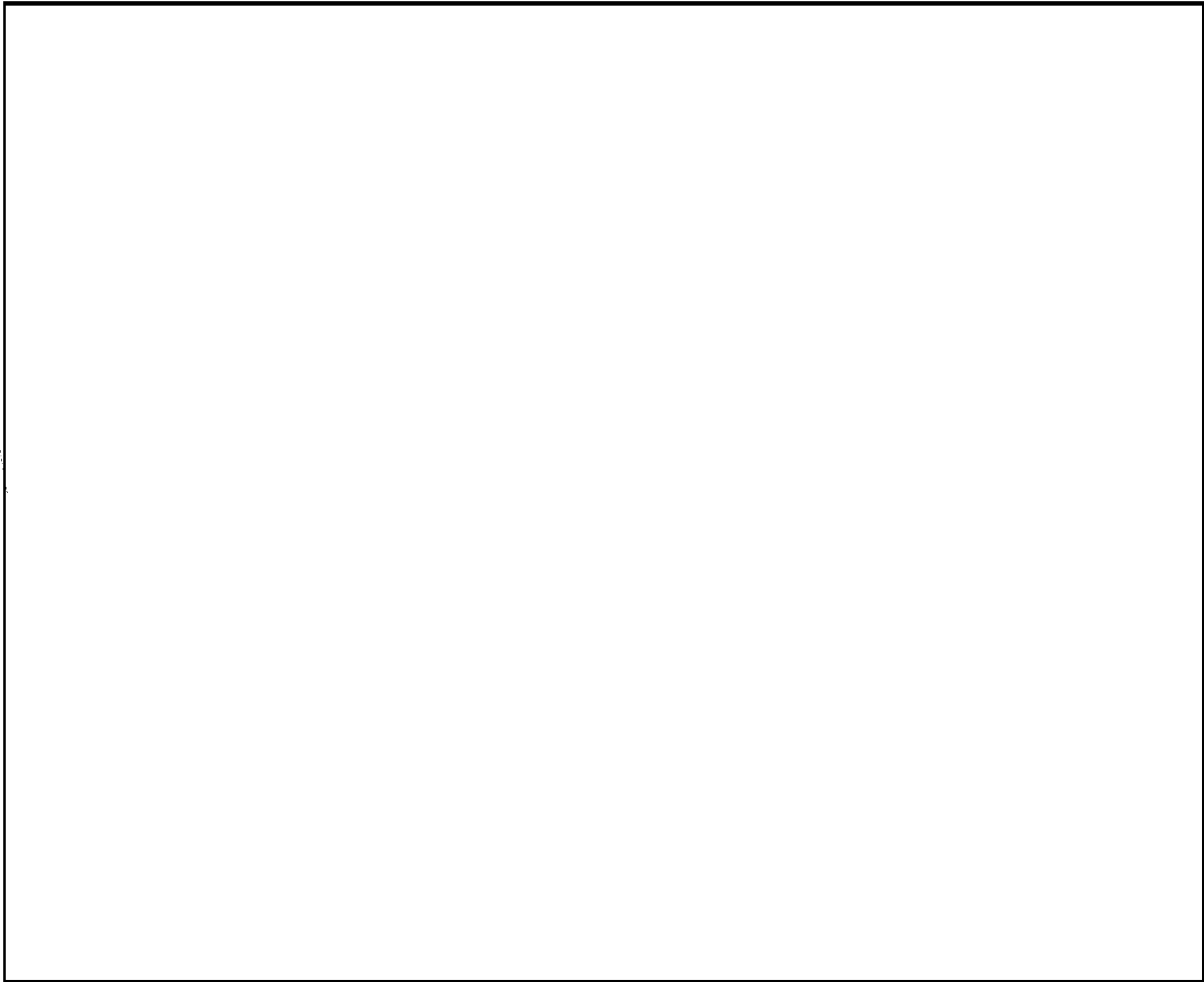
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Visits to - a New Wrinkle

- Individuals detained upon arrival

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Disclaimer

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- Rare to find a person untouched by western values or behavior patterns
- Few fit ALL the old stereotypical profiles
- Impressed when foreigners do things “the right way”
- Understanding what they expect and why they expect it can make the difference between success and failure

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**“He who reads history
knows the affairs of the
ancients.”**

**“As one sees a reflection
in a polished mirror
so can one know the present
by studying ancient times.”**

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China the Middle Kingdom

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Chinese History in brief

- **Xia Dynasty** (2100 to 1701 B.C.)
 - First cohesive state, wealth based on grain
- **Zhou Dynasty** (1100 to 256 B.C.)
 - “Mandate of heaven”
 - Ruler was “son of heaven” by divine right
 - Confucius

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- Qin Dynasty (221 to 206 B.C.)
 - Standards for weights and measures & writing system
 - Built Great Wall
 - Most books burned
 - Terracotta Army

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- Han Dynasty (206 B.C. to A.D. 220)
 - Intellectual, literary and artistic endeavors flourished
 - Paper
 - Porcelain

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- Tang Dynasty (618 to 907)
 - Buddhism

- Ming Dynasty (1368 - 1644)
 - Return of Chinese rule
 - Portuguese, British, and Dutch set up trading posts

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- Qing Dynasty (1644 - 1911)
 - 1839 – 1842 Opium War with British
 - 1900 Boxer Rebellion
 - 1905 National People's Party
 - 1908 – 1912 Pu Yi – 2 year old emperor

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- Republic of China (1911 - 1949)
 - Civil War
 - Foreign Invasions
 - Long March

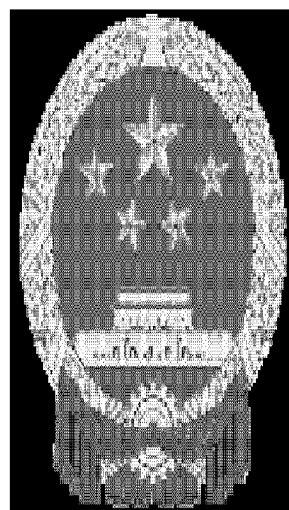
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The New China

- **PRC (Oct 1, 1949)**
 - Hundred Flowers Movement
 - Great Leap Forward
 - 1966 Great Proletarian Cultural Revolution
 - 1972 Nixon visits China
 - Tiananmen Massacre (1989)



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Current iss

- Falungong
- Taiwan
- One Child Policy
- Tibet



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Interaction

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Making Contact

- Chinese people dislike dealing with strangers
- Chinese people are conscience of status

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Names

- Names are very important to the Chinese
 - Chinese surnames come first, not last
 - Jiang Zemin
 - Jiang is the surname (last name)
 - Zemin is the given name (first name)
 - Don't use given names
- Use the surname together with a title
 - ie. Mr. Jiang or President Jiang

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Names

- Chinese women don't change their name when they get married
- Most common surnames
 - Chang, Wang, Li, Chao, and Liu

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Cultural Differences

Individualism

VS

Group-Centeredness

- Who is part of a Chinese person's group?
 - Nuclear family, class at school, military unit, delegation members of danwei (work unit)

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Cultural Differences

- Concept of Face (MIANZI)
 - Regard in which one is held by others or the light in which one appears
 - Face is very important

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Cultural Differences

- Face Losers
 - Public insult
 - Not giving proper respect
 - Losing your temper
 - Losing control (getting drunk)
 - Rescinding an order

- This can effect your relationship with the offended person and anyone aware of your transgression

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Cultural Differences

- Giving Face
 - Doing something to enhance someone's reputation or prestige
 - Lauding a worker to his superior

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Cultural Differences

- Guanxi – Connections, a tit for tat arrangement
 - Offers access to goods or services
 - Favors is the currency
 - Beware of unsolicited favors, there is usually a price involved
- You may be asked personal questions for Guanxi purpose

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Cultural Differences

- Chinese Circle
 - Are you inside or outside the circle
 - Inside –
 - Relatives, friends, neighbors, classmates, co-workers and & anyone introduced by someone belong to those groups
 - Outside
 - Strangers, no obligation
 - Charity?
 - No civic responsibility

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Non-verbal Communication

- Eye Contact
- Laughter
- Physical
- Gestures

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- A Case Study –



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Nonverbals

- Personal Space?
- Smoking allowed
- Stare away
- Don't touch

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Interaction - physical

- Hand shake
 - longer than western standard, add a nod
 - shake hands with all present
- Members of the same sex tend to touch other more than in the West - often hold hands as an expression of friendship

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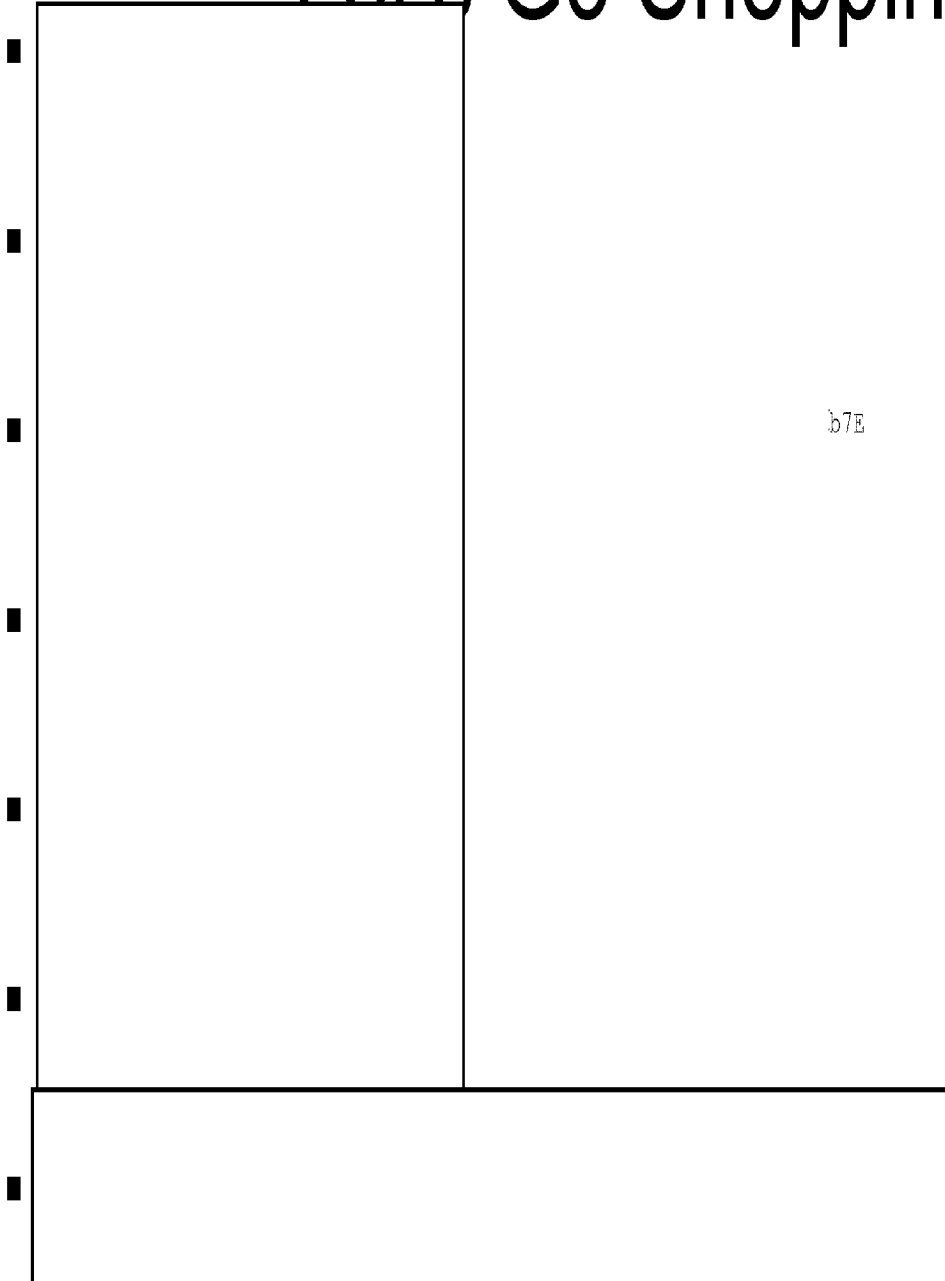
Do's and Don'ts

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Let's Go Shopping



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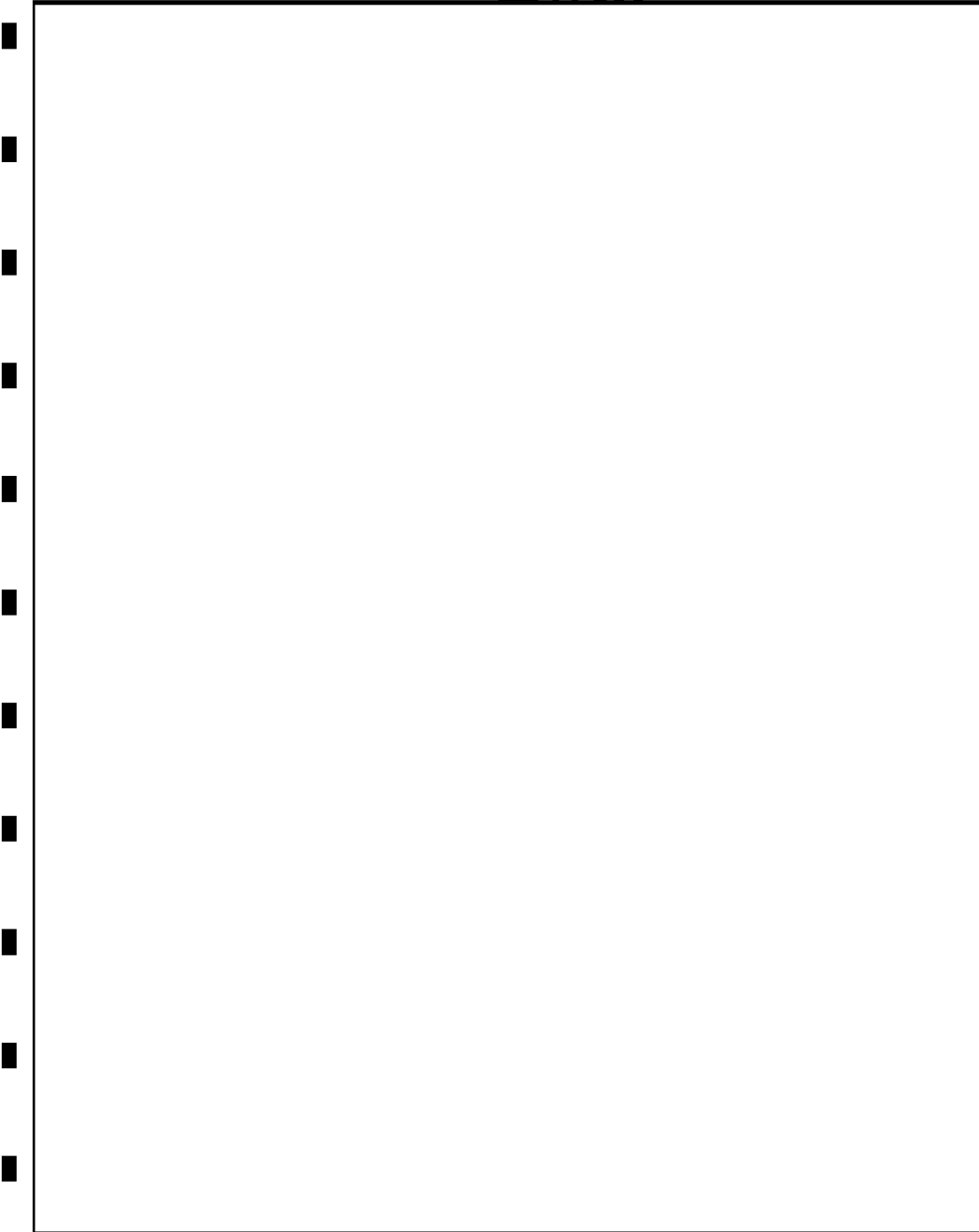
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Gifts



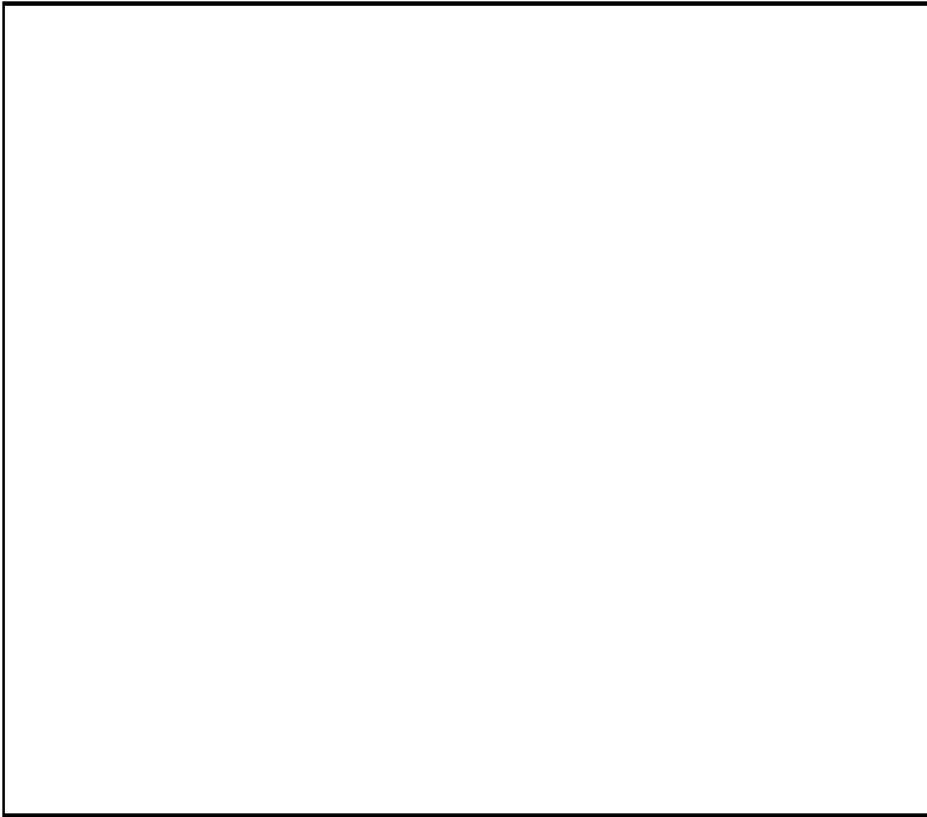
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Don't:



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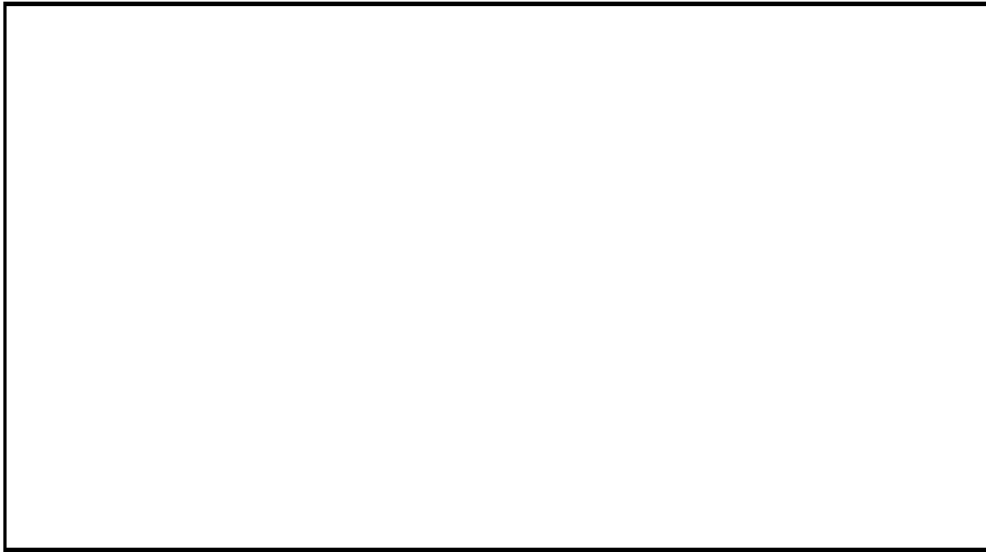
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Presenting Gifts

-



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- Chinese will not open a wrapped gift in your presence

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Do:

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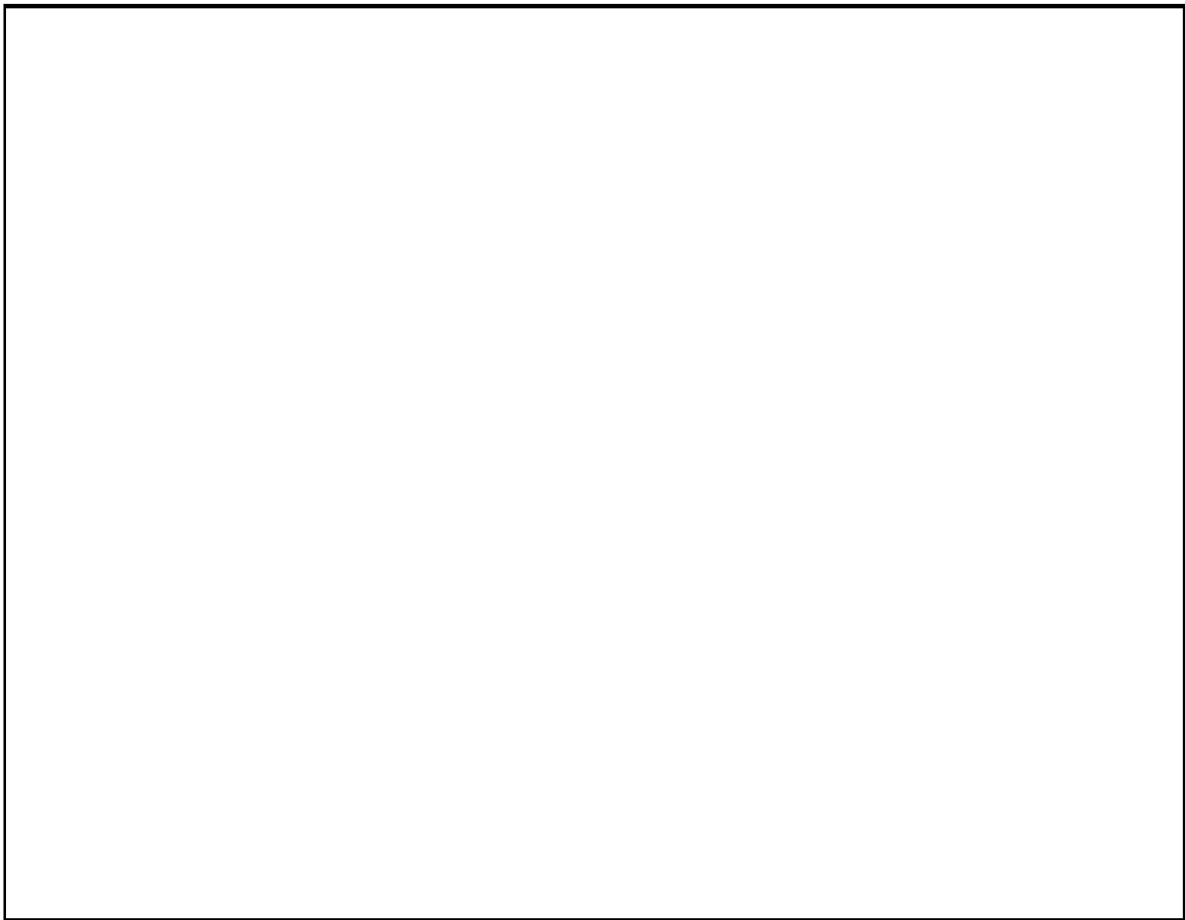
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Verbals

- “It is inconvenient”
- “Under consideration or being discussed”
- Both mean “NO”

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Questions?



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