

# **The Chinese**

## **Cross-Cultural Considerations**

ALL INFORMATION CONTAINED  
HEREIN IS UNCLASSIFIED  
DATE 01-04-2012 BY 65179 DMH/SBS

# Chinese Culture

- A Culture based on the principles of
  - Confucianism (6<sup>th</sup> Century B.C)
  - Daoism
  - Buddhism (1<sup>st</sup> Century A.D)

# Confucianism

- **Social Order/Harmony/Ancestral Worship**
  - **Ren:** People should practice love and kindness by showing respect and loyalty to others- Parents, Friends, Leaders
  - **Li:** Manners- Show respect, kindness and good faith in official ceremony and everyday interaction with family and friends
  - **Junzi:** Superior Person: Not by "blood-line", but by virtue of moral character and honest self-examination

# Confucianism

- The Five Virtues

- 1. Uprightness

- 2. Decorum

- 3. Wisdom

- 4. Faithfulness

- 5. Reverence for Parents/Ancestors

- (Filial Piety)

# Confucianism

## ■ The Five Relationships

- 1. Husband and Wife
- 2. Parent and Child
- 3. Ruler and Subject
- 4. Sibling and Sibling
- 5. Friend and Friend

# **Confucianism**

- **The Five Relationships**

- **All Relationships have Responsibilities**
- **Human Relationships are Unequal in nature**

# Daoism

- Originated from "The Sage": Lao Tsu
  - Does not concern itself with the role of the individual in society
  - The Dao is "The Way" or "The Path/Road"

# Taoism

- The Three Jewels

- 1. Compassion
- 2. Moderation
- 3. Humility

# **Taoism**

- **"Yin and Yang"- A World of Dualities**
  - **Male and Female**
  - **Good and Evil**
  - **Light and Dark**

# **Cross-Cultural Considerations**

- **Indirect Eye-Contact v. Direct Eye-Contact**
- **Handshake**
- **Bowing**
- **Voice Modulation**
- **Emotional self-control (esp. Anger)**

# **Cross-Cultural Considerations**

- **Giving and Receiving Gifts**
  - **Use of Both Hands**
    - **Serving Tea**
    - **Business Card**
    - **Gifts**
  - **Expect your Gift (Money) to be refused**
  - **The Classic "fighting over the bill" for lunch or dinner**

# **Cross-Cultural Considerations**

- **Interaction with the Opposite Sex**
  - **Touching, too many compliments, may imply a romantic liaison is desired...Be Careful!**
  - **Be professional!**

# Cross-Cultural Considerations

- Red = Happiness
- White = Death
  
- Numbers
  - 4 is a "bad" number
  - 8 is a "lucky" number

# **Cross-Cultural Considerations**

- **A Simple Gift with Significant Meaning**
  - **Tangerines or Oranges (with stems/leaves)**
- **Never give a Clock as a gift! (Death!)**

# **A Few More Tips...**

- **Become the "Student"**
- **Be Professional and Courteous**
  - **Formality is perceived as Respect**
  - **Informality is perceived as Disrespectful**

# Questions?

- Yaoshi Nimen meiyou wenti, Wo xiang Nimen yinggai xiuxi yihuar! (Xianzai, buyao he pijiu...Xiake, yihou,.. keyi!!)
- Zai Jian!!

# The Chinese

## Guanxi and Mianzi

Sources: Personal Knowledge (What is in my Head), and The Idiot's Guide to Modern China, and "Encountering the Chinese", by Mr. HU and Mr. Grove

ALL INFORMATION CONTAINED  
HEREIN IS UNCLASSIFIED  
DATE 01-04-2012 BY 65179 DMH/SBS

# Guanxi

- What is "Guanxi"?
  - "Guanxi is the personal connection you have with another human being. The idea that the more connections you have to people, the more you will be able to accomplish with their help."
  - Source: The Idiot's Guide to Modern China

# Guanxi

- The "Formula"

- Relationship, Connection, Obligation and Dependency = *Mutual Dependence*
- It is about *reciprocity*... An ongoing series of reciprocal exchanges.

# Guanxi

- Why is this so important?
  - Guanxi leads to a harmonious interaction.
  - If one gives to another, there is an expectation to receive something at a later date from that person.
  - If one receives, one incurs an obligation to give something in return at a later time.

# Guanxi

- Guanxi relationships are informal and unofficial...but they are not a cold and calculating exchange.

# Guanxi

- The Chinese tend to believe there is a guanxi system in the U.S...and that you are a part of it.
  - Ie. You are well respected and influential, therefore you must have guanxi.
  - You cannot prevent this false assumption...therefore never promise more than you can deliver

# Guanxi

- Questions about Guanxi?

# Mianzi

- Mianzi is "Face". Face is Who You Are-Your Identity.
  - Your Traits and Characteristics
  - Your Reputation
  - Your Prestige
  - Your Honor

# Mianzi

- An individual's set of personal claims that are held to be true, and people recognize that "face" and expect it to be consistent.

# Mianzi

- The set of claims that make your “face” is psychologically vital. This pattern of traits and characteristics constitutes the identity of the person which generates a personal sense of dignity, integrity, and self-respect.

# Mianzi

- “Mutual Preservation of Face” is important for successful social interaction
  - Tact
  - Diplomacy
  - Sensitivity

# Mianzi

- “Diu Lian”....Loss of Face
  - This happens when you call into question a person’s set of claims about himself.
  - This causes embarrassment, or anger by *unmasking* the individual. You have taken away his identity...

# Mianzi

- Loss of Face, if unintentionally caused by another, could cause a loss of face by that person (ie. "I should have been more tactful...how could I have caused him embarrassment.")

# Mianzi

- Baohu Mianzi/Sheng Lian
  - To Protect/Save Face
- Face Saving= Social Balance

# Mianzi

- In our American culture, we tend to be direct and to the point, in Chinese culture it is more subtle....*to save face*.

Questions?

FEDERAL BUREAU OF INVESTIGATION  
DELETED PAGE INFORMATION SHEET

Serial Description ~ Unrecorded Serial

Page(s) ~ 46



ACLURM032413

No Duplication Allowed  
FBI031933

No Further Action  
FBI031934

No Duplication Page  
FBI031935

**FBI031936**