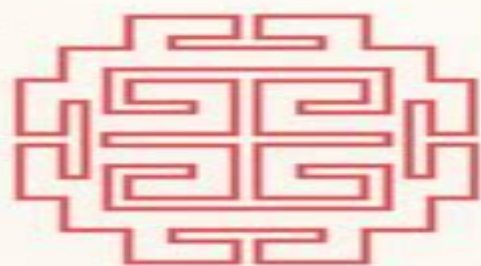


Encountering the Chinese

A GUIDE FOR AMERICANS

Second Edition



Hu Wenzhong and Cornelius Grove

Encountering The Chinese A Guide For Americans Interact Ser

**Hu Wenzhong, Cornelius N.
Grove, Zhuang Enping**



Encountering The Chinese A Guide For Americans Interact Ser:

Encountering the Chinese Wenzhong Hu, Cornelius Lee Grove, 1999 As the economic and diplomatic climates in China have changed Chinese and Americans are interacting with each other more and more Encountering the Chinese A Guide for Americans presents a straightforward practical and sensitive cross cultural analysis of a complex culture and people Authors Hu Wenzhong and Cornelius Grove provide a comprehensive cross cultural guide to Chinese cultural along with insights on how best to communicate and interact with Chinese people in both business and social contexts Encountering the Chinese provides fundamental information on basic Chinese values and cultural norms identifying cross cultural factors that often lead to failed business negotiations and misunderstandings The advice and skills in this book enable Westerners and the Chinese to establish more effective and rewarding relationships inside and outside of the People s Republic of China Encountering the Chinese is an insightful book with the practical cross cultural analysis of Chinese culture The book s intention is to decrease anxiety and make things easier for Americans interacting with Chinese It is neatly structured and the language is kept as simple as possible with a friendly tone Hongmei Pang visiting scholar Department of Applied Linguistics and ESL at Georgia State University Encountering the Chinese literally transformed my life You see when I first arrived in Taiyuan Shanxi Province China I never expected to have a tremendous culture shock I thought I was prepared to live in China but just the opposite happened I was looking for any excuse to return home to my comfortable life in Mexico Fortunately an American friend lent me a book that helped her adapt to China Encountering the Chinese The book became my companion as I read it every day for about a month It helped me understand the aspects of daily life that I was experiencing T hanks to my gradual understanding of Chinese culture I became interested in China and decided to make this country my home T hank you for sharing your experiences in the book I am sure that it has made a difference in many other expatriates lives who are now living in China It definitely changed mine Victor Garza Dragon International Communication Consulting Hangzhou China Contents Acknowledgments Preface Introduction to the Second Edition Introduction to the First Edition 1 A Brief Background to the Chinese Way of Life Part I Advice for Americans Interacting with the Chinese 2 Chinese Titles and Forms of Address 3 Greetings Conversations and Farewells 4 Chinese Style Dining 5 Appointments Visiting and Time Use 6 Chinese Modesty and Humility 7 Making Friends with the Chinese 8 Education and Training Among the Chinese 9 Negotiating and Institutional Decision Making 10 The Concept of Face in Chinese American Interaction Part II Advice for Americans Living and Working in the PRC Appendix A Glossary of Chinese Terms Appendix B Chinese Titles and Forms of Address Recommended Readings

Encountering the Chinese Hu Wenzhong, Cornelius N. Grove, Zhuang Enping, 2010-12-15 A classic must read for everyone coming to work or live in China Shelley Warner and Tony Voutas cross cultural trainers and founders of Asia Pacific Access Ltd China China is in the midst of unprecedented economic and cultural growth In the last decade alone China joined the World Trade Organization hosted the 2008 Olympics and experienced a remarkable record high increase in its foreign

currency reserves As these changes unfold frequency of contact between the Chinese and Westerners is dramatically increasing in the office the classroom and the home With thought provoking glimpses into history and tradition Encountering the Chinese provides fundamental information on Chinese cultural norms and values giving clear context for contemporary social standards Readers will learn the etiquette necessary to build successful personal and professional relationships with the Chinese both inside and outside the People s Republic of China This revised edition of Encountering the Chinese also explains how Chinese values are changing rapidly and why it is more important than ever to keep up For instance compliments once declined out of modesty are now widely accepted in coastal cities and some terms of address that were proper to use only a decade ago have grown offensive Encountering the Chinese provides invaluable insight into the diverse and changing Chinese culture

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Table of Contents Encountering The Chinese A Guide For Americans Interact Ser

1. Understanding the eBook Encountering The Chinese A Guide For Americans Interact Ser
 - The Rise of Digital Reading Encountering The Chinese A Guide For Americans Interact Ser
 - Advantages of eBooks Over Traditional Books
2. Identifying Encountering The Chinese A Guide For Americans Interact Ser
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Encountering The Chinese A Guide For Americans Interact Ser
 - User-Friendly Interface
4. Exploring eBook Recommendations from Encountering The Chinese A Guide For Americans Interact Ser
 - Personalized Recommendations
 - Encountering The Chinese A Guide For Americans Interact Ser User Reviews and Ratings
 - Encountering The Chinese A Guide For Americans Interact Ser and Bestseller Lists
5. Accessing Encountering The Chinese A Guide For Americans Interact Ser Free and Paid eBooks
 - Encountering The Chinese A Guide For Americans Interact Ser Public Domain eBooks
 - Encountering The Chinese A Guide For Americans Interact Ser eBook Subscription Services
 - Encountering The Chinese A Guide For Americans Interact Ser Budget-Friendly Options
6. Navigating Encountering The Chinese A Guide For Americans Interact Ser eBook Formats
 - ePub, PDF, MOBI, and More
 - Encountering The Chinese A Guide For Americans Interact Ser Compatibility with Devices
 - Encountering The Chinese A Guide For Americans Interact Ser Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Encountering The Chinese A Guide For Americans Interact Ser
 - Highlighting and Note-Taking Encountering The Chinese A Guide For Americans Interact Ser
 - Interactive Elements Encountering The Chinese A Guide For Americans Interact Ser

8. Staying Engaged with Encountering The Chinese A Guide For Americans Interact Ser
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Encountering The Chinese A Guide For Americans Interact Ser
9. Balancing eBooks and Physical Books Encountering The Chinese A Guide For Americans Interact Ser
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Encountering The Chinese A Guide For Americans Interact Ser
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Encountering The Chinese A Guide For Americans Interact Ser
 - Setting Reading Goals Encountering The Chinese A Guide For Americans Interact Ser
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Encountering The Chinese A Guide For Americans Interact Ser
 - Fact-Checking eBook Content of Encountering The Chinese A Guide For Americans Interact Ser
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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