

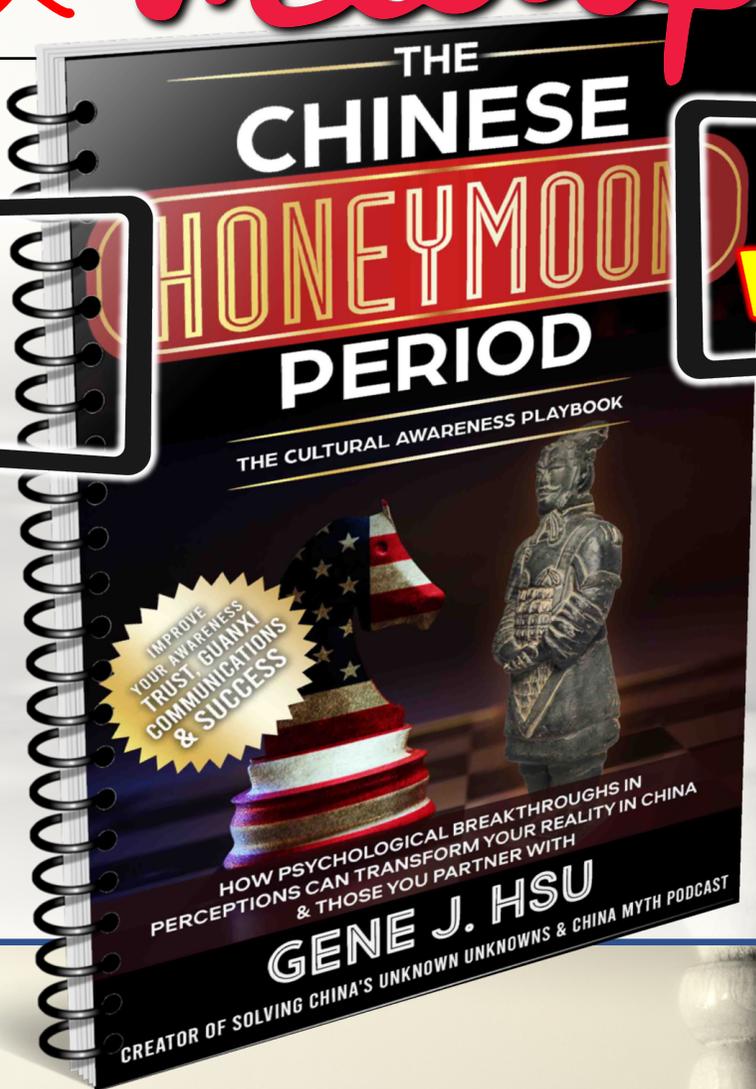
老外讲中文 *Meetup* EVENT#1

你的**练习本**
nǐde liànxíběn

Get your
WORKBOOK

2022年3月16日

March 16, 2022



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Occasionally, clips of the Q&A discussions may be posted. When this happens, all participant images will be blurred to maintain anonymity, unless you inform us in writing that you approve being featured in repurposed blogs or podcasts.

As a fellow China expert or intercultural trainer, we are happy to share and promote any of your business or personal social media links by request when you are featured in a discussion.

1. These events are private, by registration only events, promoted on public platforms (e.g. Meetup.com)
2. These events are Zoom meetings, not Zoom webinars, so all participants can talk to each other. If you wish to listen anonymously, you can turn your video off and rename yourself as "Listener" or "Listener only"
3. If you wish to be featured or invited as a guest presenter, please contact me in advance to arrange. I welcome other experts to share insights with our community.
4. By registering for an EME Meetup Event on Zoom, you accept that I will occasionally email you additional content and information related to your journey towards success in China. Of course you can unsubscribe when you no longer want to stay informed of our activities.

Today, we **speak Chinese!**

今天，我们说中文

jīntiān, wǒmen **shuō zhōngwén**

老外讲中文 Meetup OVERVIEW

普通话

pǔtōnghuà

中文

zhōngwén

Mandarin Chinese journey into 10 Chinese cultural concepts that reveal soft skills to create new communication patterns leading to more constructive cooperation

交流

jiāoliú

厉害

lihai

沟通模式

gōutōng móshì

做好关系

zuòhǎo guānxì

建设性合作

jiànshèxìng hézuò

想办法

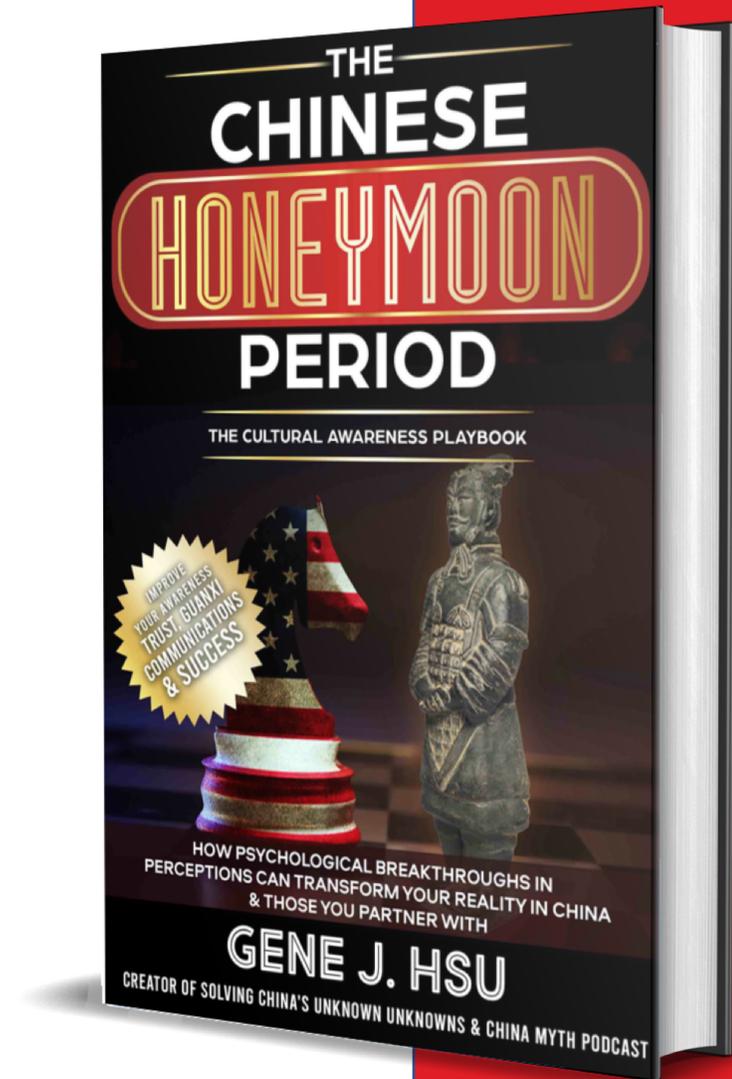
xiǎng bànfǎ

软技能

ruǎn jìnéng

Agenda

- Introduction (15 min)
- Chinese cultural concepts review (25 min)
- Empathy Exercises / Thought Questions (25 min)
- LIVE Q&A (25 min)



老外讲中文 *Meetup* EVENTS

但我的意思是...
dàn wǒ de yìsi shì

那不是我的意思！
nà bùshì wǒ de yìsi

鸡同鸭讲

jītóngyājiǎng

牛头不对马嘴

niútóubùduimǎzuǐ

bèijǐng 背景

BACKGROUND



“但是没你想的那么容易”

dànshì méi nǐ xiǎng dì nàme róngyì

**“Knowing how to speak
Chinese **doesn't mean you
know what to say in Chinese”**”**

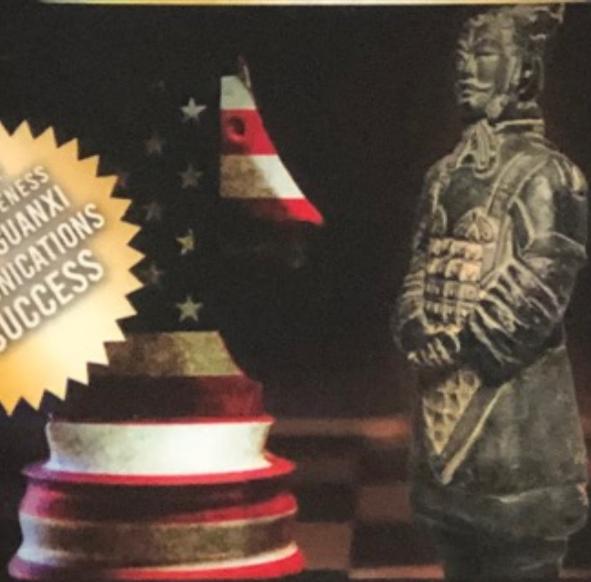
THE CHINESE

HONEYMOON

PERIOD

THE CULTURAL AWARENESS PLAYBOOK

IMPROVE
YOUR AWARENESS
TRUST, GUANXI
COMMUNICATIONS
& SUCCESS



HOW PSYCHOLOGICAL BREAKTHROUGHS IN
PERCEPTIONS CAN TRANSFORM YOUR REALITY IN CHINA
& THOSE YOU PARTNER WITH

GENE J. HSU

CREATOR OF SOLVING CHINA'S UNKNOWN UNKNOWN'S & CHINA MYTH PODCAST

THE CHINESE HONEYMOON PERIOD

GENE J. HSU

of her natural skepticism toward...
introduced through a Guanxi connection.

Today, too many of us mistrust and are often in denial of reality. However, we can prevent any misfortunes caused by unintentional, self-sabotage by reimagining our perceptions within the context of the done continuously to improve my marriage. A blissful period," followed by a nightmarish honeymoon with expectations nearly escalated to an annulment, has evolved into a happy family with a son and two cats. I continuously reimagine what I think is "right" against the context of what is more important in my relationship and our Guanxi, and I hope you will be able to use your imagination in this regard too.

Between Two Worlds

(words and music by Gene Hsu)

*Sometimes it seems forever
for things to come to form
Waiting for and not breaking through
and unsure what to do
I see familiar faces
some distant, some not so near
I'm caught between some emotions oh so strong
and sometimes I don't know right or wrong*

WHAT are we experiencing **PSYCHOLOGICALLY** when communicating across cultural differences?

ANSWER: *Art of War (AOW)*

tactics that are being used subconsciously...

孙子兵法

Sūnzǐ Bīngfǎ

心理学

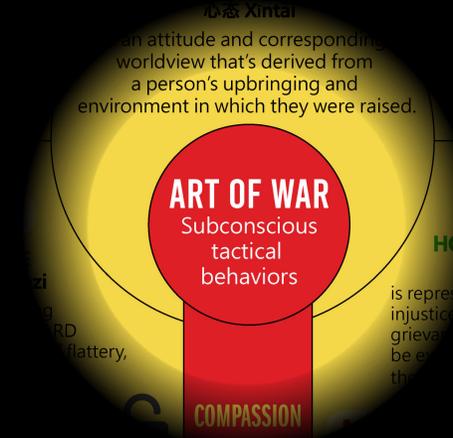
xīnlǐxué

坏处

huàichu

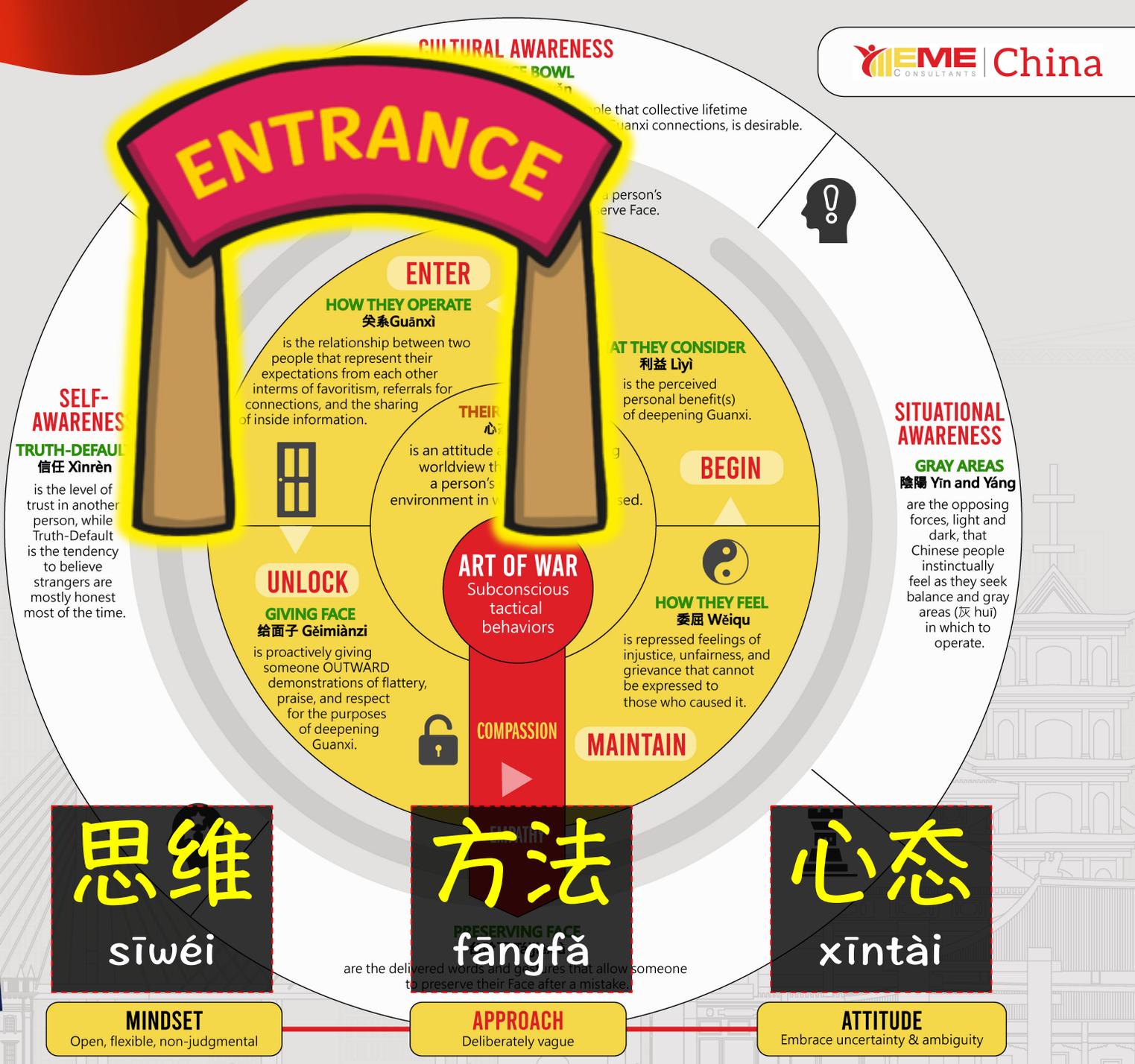
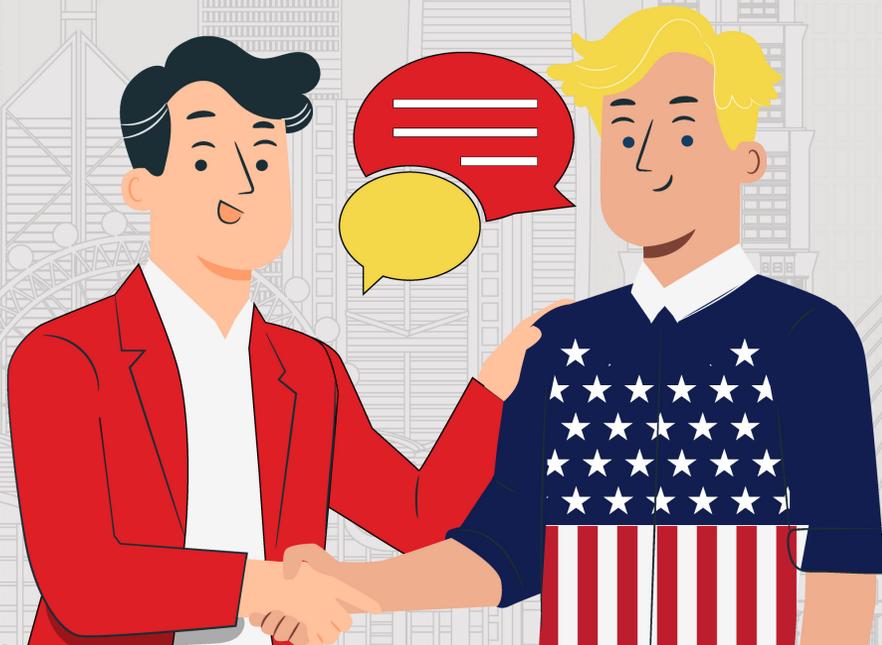
副作用

fùzuòyòng



...how to counteract its **negative effects?**

ROADMAP to more constructive COMMUNICATION PATTERNS in China



wǒ

“改变**我**们交流的方法和默契”

gǎibiàn zánmen jiāoliú de fāngfǎ hé mòqì

沟通 gōutōng

利益

Lìyì

委屈

Wěiqu

铁饭碗

Tiěfànwǎn

想法

Xiǎngfǎ

信任

Xìnrèn

陰陽

Yīnyáng

关系

Guānxi

台阶下

Táijiēxià

给面子

Gěimiànzi

心态

Xīntài

you'll have a solid foundation to improve how you communicate with your Chinese counterparts.

拉关系

lā guānxì

介绍关系

jièshào guānxì

内部消息

nèibù xiāoxī

要怎么做

yào zěnmē zuò

期望/盼

qī wàng/pàn

THE CHINESE HONEYMOON PERIOD

Chapter 1: HOW THEY OPERATE (关系 Guānxì)

Practical Definition: *Guanxi (关系) is the relationship between two people that **represent their expectations** from each other in terms of favoritism, referrals for connections, and the sharing of inside information.*

偏心

piānxīn

好处

hǎochù

介绍

jièshào

HOW THEY OPERATE (关系 Guānxi)

Access

没门儿
méi ménr

门儿
ménr

Expectation

辜负
gūfù

期望
qīwàng

利益
Lìyì

给面子
Gěimiànzi

Guānxi is the relationship between two people that reflects their expectations from each other in terms of favoritism, referrals for connections, and the sharing of inside information.

They say language is the gateway into another culture, but **Guanxi** is how you gain **access** to everything you desire in China.

Guanxi is the level of relationship between two people that affects everything from trust, to favoritism, to referrals to get things done. It also affects the level of **expectation** between people, especially in terms of reciprocity and the sharing of connections.

Guanxi is simple to interpret, difficult to comprehend, and impossibly complex to manage for most, as understanding it begins with the Chinese consideration of **利益 Lìyì** and deepens with the Chinese culture of **GIVING FACE (给面子 Gěimiànzi)**.

HOW THEY OPERATE (关系 Guānxi)

Guānxi is the relationship between two people that reflects their expectations from each other in terms of favoritism, referrals for connections, and the sharing of inside information.

1 // Recall “values instilled” by your parents, older relatives, and society at large. **What was your primary aspiration?** Growing up in the US in the 80s and 90s, “**be all you can be**” was my *North Star*. Today, I may want my children to find “greater purpose” by serving others, as my purpose has evolved too. **What’s your North Star?**

2 // Imagine the *North Star* of Richard and Vincent. **What fundamental differences might exist?**

3 // **How essential was our Guanxi relationship for Richard? Vincent?**

4 // **What was most affected by our level of Guanxi for Richard? Vincent?**

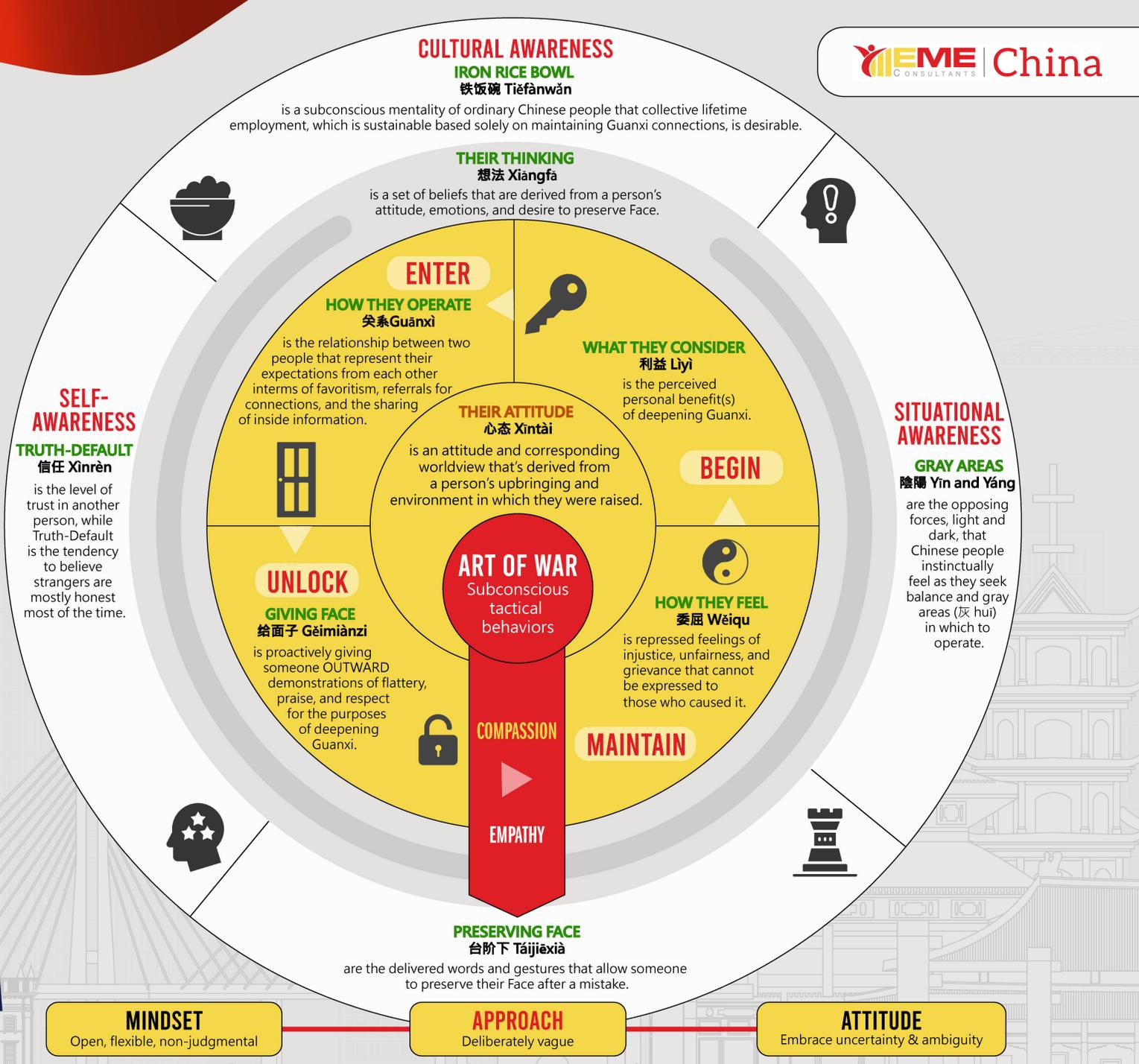
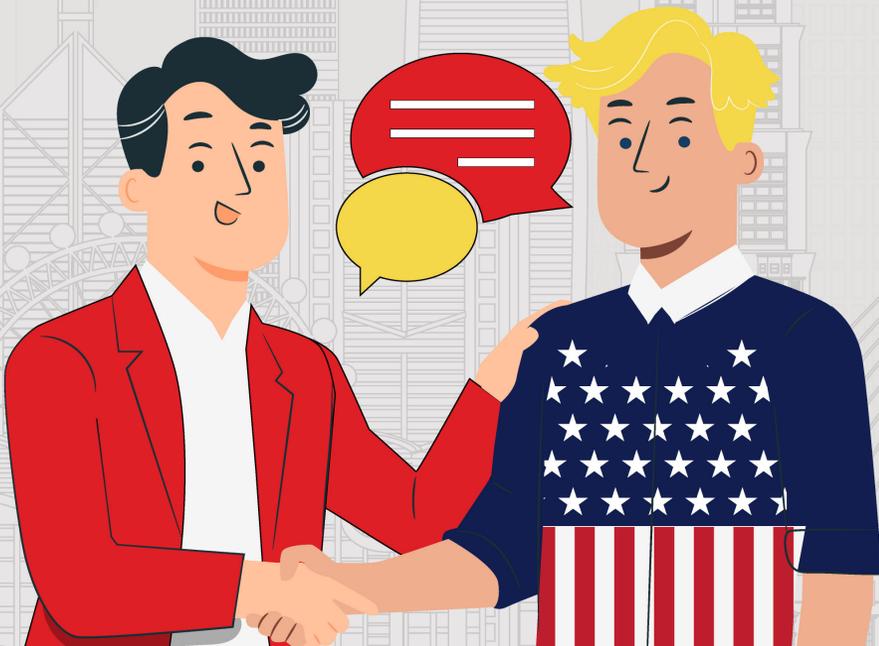
5 // **What are the PROS and CONS of deepening Guanxi relationships for Richard? Vincent?**

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ROADMAP to more constructive COMMUNICATION PATTERNS in China





Thank You...

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