



# LESSON B.9

GUANXI

关系

GUĀNXÌ



- Share with the class a **memorable word or phrase** you have learned from the last lesson.
- Working as a pair, make up a **simple but meaningful dialogue** that must consist with the memorable words or phrases given by both of you.
- Below is an example:

**fruit**  
水果  
*shuǐguǒ*

**eat egg friend rice**  
吃鸡蛋炒饭  
*chī jīdàn chǎofàn*

我喜欢水果。  
*wǒ xǐhuān shuǐguǒ*

我们先吃鸡蛋炒饭吧！  
*wǒmen xiān chī jīdàn chǎofàn ba*

然后吃水果。  
*ránhòu chī shuǐguǒ*



# CLASSROOM GAME: TRAITORS



## 《背叛者》 bèipàn zhě

### 如何玩? rúhé wán

- Amongst you lie a **"traitor"** 背叛者 (*bèipàn zhě*) who has been secretly pre-selected by your tutor. The rest of you are **"faithful"** 忠实的 (*zhōngshí de*).
- Your task is to **collectively determine** 一起判定 (*yīqǐ pàndìng*) who the "traitor" could be.
- You may ask each other questions. Make your judgment based on their **reactions** 反应 (*fǎnyìng*), **body language** 身体语言 (*shēntǐ yǔyán*), **eye contact** 眼神交流 (*yǎnshén jiāoliú*).



每个人都是嫌疑  
*měi gè rén dōu shì xiányí*

你是不是背叛者?  
*nǐ shì bùshì bèipàn zhě*

我是无辜的!  
*wǒ shì wúgū de*

我没有说谎!  
*wǒ méiyǒu shuōhuǎng*

你在骗我吗?  
*nǐ zài piàn wǒ ma*

我说的都是真的!  
*wǒ shuō de dōu shì zhēn de*

你在胡说吗?  
*nǐ zài húshuō ma*

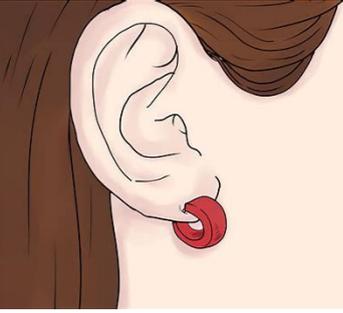
他有一张天使的脸。  
*tā yǒu yīzhāng tiānshǐ de liǎn*

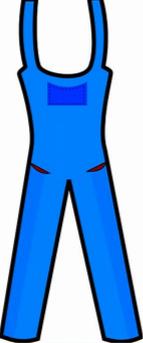
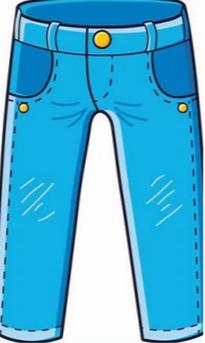
你看起来像魔鬼!  
*nǐ kàn qǐ lái xiàng móguǐ*

# DESCRIBE SOMEONE



## 描述某人/形容某人 *miáoshù rén / xíngróng rén*

					
打着领带 <i>dǎzhe lǐngdài</i>	扎马尾辫 <i>zhā mǎwěi biàn</i>	戴着项链 <i>dàizhe xiàngliàn</i>	戴着手链 <i>dàizhe shǒuliàn</i>	戴着钻石戒指 <i>dàizhe zuànshí jièzhǐ</i>	戴着耳环 <i>dàizhe ěrhuán</i>

					
有纹身 <i>yǒu wénshēn</i>	穿着连衣裤 <i>chuānzhuó liányī kù</i>	穿着牛仔裤 <i>chuānzhuó niúzǎikù</i>	穿着条纹T恤 <i>chuānzhuó tiáowén T xù</i>	穿着圆点长裙 <i>chuānzhuó yuán diǎn cháng qún</i>	拿着公文包 <i>názhe gōngwén bāo</i>

# CLASSROOM EXERCISE: GUESS A PERSON



猜一个人  
cāi yīgè rén

- Describe one of the following persons and let others guess who that is.
- The rest of the group may ask questions.



A

B

C

D

E

F

G

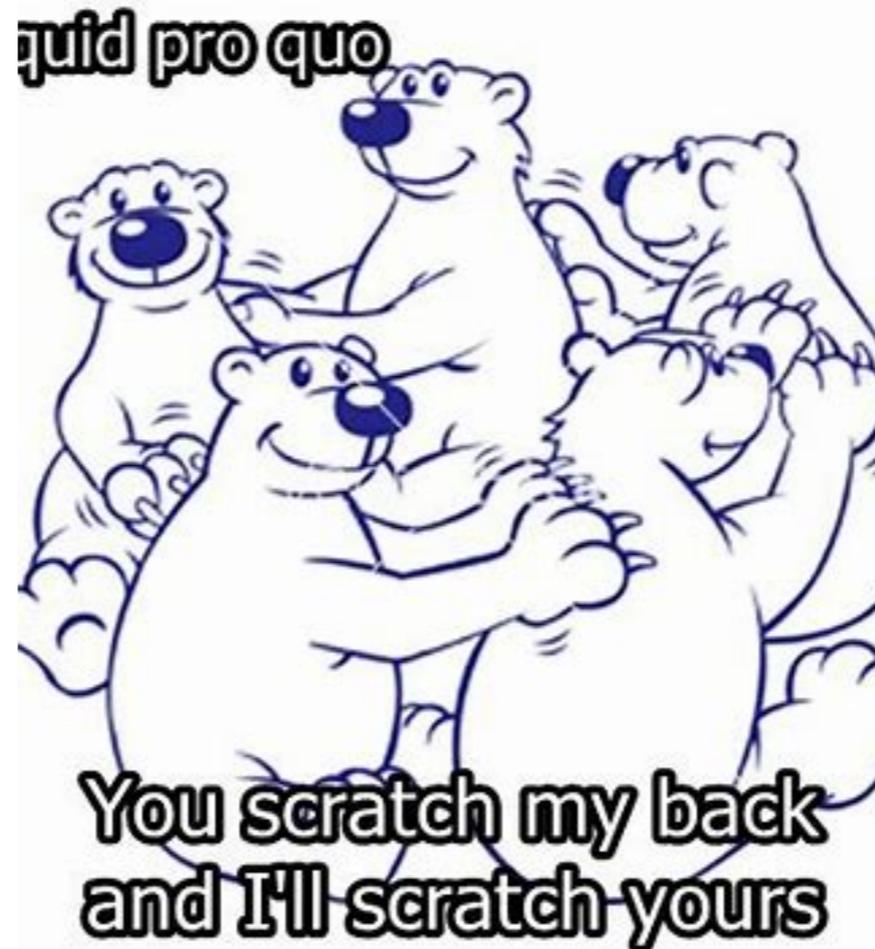
# CLASSROOM EXERCISE: QUID PRO QUO



- Translate to Chinese word-for-word of this English idiom "You scratch my back and I'll scratch yours".

**scratch back**

搓背  
*cuō bèi*



Chinese saying:

**You help me and I'll help you; we benefit from each other.**

你帮我，我也帮你；咱们互惠互利。  
*nǐ bāng wǒ, wǒ yě bāng nǐ; zánmen hùhuì hùlì*



关系  
*guānxi*

个性化的权力社交网络  
*gèxìng huà de quánlì shèjiāo wǎngluò*

## Definition 定义 (*dìngyì*)

- 关 literally means “**closed and caring**” and 系 “**system and connection**”.
- It is **relationship** 相交 (*xiàngjiāo*) and **connection** 联系 (*liánxì*) individuals cultivate with **each other** and is a crucial system of **beliefs** 信念 (*xìnniàn*) in Chinese culture.
- The relationship is **mutually beneficial** 互惠互利 (*hùhuì hùlì*) on a personal and business level.
- It is similar to the “old boy’s network” in the West.

## Business Relationship

- Guanxi plays a major role in **business management** 商业管理 (*shāngyè guǎnlǐ*) based in China. It is particularly true in China that the wheels of business are lubricated with guanxi.
- Good guanxi increases the chance of **success** 成功 (*chénggōng*) greatly.

## How to build Guanxi 如何建立关系 (*rúhé jiànli guānxi*)

- **Spend time** 花时间 (*huā shíjiān*) to get to know each other **informally** 非正式地 (*fēi zhèngshì de*) during tea sessions, dinner banquets, or other personal meetings.
- Essentially, *guanxi* requires a good **personal bonding** 人和人的联系 (*rén hé rén de liánxì*) before any business relationship can develop.

# RENQING – FAVOUR WITH A TRUST



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## 人情 *rénqíng*

- **Reciprocal favours** 互惠互利 (*hùhuì hùlì*) are the key factor to maintaining one's *guanxi* network.
- Chinese people like to use an **emotional** 情感 (*qínggǎn*) **attachment** in a relationship. This is called **renqing** 人情 (*rénqíng*), loosely equivalent to “favour” with a **trust** 信任 (*xìnrèn*).
- Renqing is the the **moral obligation** 道德义务 (*dàodé yìwù*) to maintain a relationship with **reciprocal exchange** of favours.
- Some people try to avoid renqing if they can. The more one asks of someone, the more one owes them. *Guanxi* can perpetuate a never-ending cycle of favours.
- While *guanxi* can bring **benefits** 好处 (*hǎochù*) to people directly within the *guanxi* network, it also has the potential to bring **harm** 坏处 (*huàichu*) to individuals, societies and nations when misused or abused.
- For example, when one party takes advantage of others’ personal favours, without seeking to **reciprocate** 报答 (*bàodá*).
- The issue of *guanxi* as a form of government **corruption** 贪污 (*tānwū*) has been raised into question over the recent years.



# GUANXI VS WESTERN NETWORKING



关系  
*guānxì*

西方网络  
*xīfāng wǎngluò*

personal obligation  
个人义务  
*gèrén yìwù*

long-term  
长期  
*chángqī*

more surface-level  
更表面的  
*gèng biǎomiàn de*

trust  
信任  
*xìnrèn*

time  
时间  
*shíjiān*

less personal  
不太个人化  
*bù tài gèrén huà*

respect  
尊重  
*zūnzhòng*

favour  
人情  
*rénqíng*

face  
面子  
*miànzi*

similar to marketing  
如同营销  
*rútóng yíngxiāo*

reciprocal  
互惠的  
*hùhuì de*



# WHAT ELSE DO YOU KNOW ABOUT GUANXI?



- True or False 对或错 (*duì huò cuò*):

		对 <i>duì</i>	错 <i>cuò</i>
1	在和中国客户谈判之前，您要在办公室和他们见面。 <i>zài hé zhōngguó kèhù tánpàn zhīqián, nín yào zài bàngōngshì hé tāmen jiànmiàn</i>		
2	关系和“面子”有关。 <i>guānxì hé “miànzi” yǒuguān</i>		
3	关系包括大家庭、学校朋友、同事和俱乐部会员。 <i>guānxì bāokuò dà jiātíng, xuéxiào péngyǒu, tóngshì hé jùlèbù huìyuán</i>		
4	当你需要帮忙的时候，你可以打电话给任何人。 <i>dāng nǐ xūyào bāngmáng de shíhòu, nǐ kěyǐ dǎ diànhuà gěi rèn hé rén</i>		
5	关系的权力主要掌握在中共 (CCP) 内部。 <i>guānxì de quánlì zhǔyào zhǎngwò zài zhōng gòng (CCP) nèibù</i>		

# CLASSROOM LISTENING EXERCISE: SONG QUOTE



## 名言 míngyán

- Your tutor is going to quote from a pop song.
- 猜猜是谁唱的? *cāi cāi shì shéi chàng de*

“

