Chinese culture is an interesting paradigm to western culture. Their ways of doing business is completely opposite to ours; however they seem to prosper at a faster rate than most other countries. Could it be their freedom from common bureaucracy that removes the limit to growth? Could it be their ways of conducting monetary transactions with only their most trusted business partners? Or could it be the combination of a network built on trust and the separation of that network from governmental bureaucracy that allows them to succeed at such an advanced rate. Most Americans could agree that their ways of conducting business are cheap and take advantage of unsuspecting customers, but to other parts of the world the Chinese are the fiercest and most reliable businessmen you can encounter.

Drifting away from the western conception that Intellectual Property is paramount to conducting business, the Chinese think of it as a resource that anyone can use to improve their way of life. This way of thinking removes the limits of businessmen to ask permission over fear of being prosecuted for infringement and allows them to create new businesses and more competition. In a capitalist economy, which both the United States and China are part of, the more competition means better prices for consumers, better services from the providers, and most importantly innovation to stay ahead of the rest. Without all the paperwork required to work on somebody else’s research, the Chinese go straight into improving other’s work. They make production faster, cheaper, and in higher volumes than most American companies. The only Chinese companies that stay alive in that dog-eat-dog economy are the innovative geniuses, not the ones holding the patents and the copyrights.

It is also important to note that the Chinese guanxiwang approach to networking is their own solutions to our western protection laws. They prevent themselves from being scammed or ripped off by only doing serious business with people they have trusted over many years. In western culture, one can envelop themselves in a new companies affairs, invest large amounts of money and if unlawful business transactions occur against any party the judicial system gets involved (or in the case of Americans the Better Business Bureau). In the Chinese culture they completely avoid the need for those organizations by simple fact that they do not do business with untrustworthy businessmen, and anyone who does is at their own fault for trying to skip the process of guanxiwang. OK. But how a company gets started with 0 guanxi?

However efficient the ways of guanxiwang are, there are evident flaws in their logic. First off they hold women to be inferior to men in positions of power, and look down on any company that is not led by a male figure. Secondly, they only immerse themselves with businesses after many years and can lose the opportunity of rapid growth in new fields.
In order to improve business transactions with the Chinese culture, it is important to understand their ways of thinking. They do not trust the law as much as western people and believe in protecting themselves. In order to do business with them they must feel safe and understand that you are willing to go through the process of gaining their trust slowly. Slowly but surely if most western cultures allow themselves to be immersed in their way of thinking, a bond will be made between both cultures and a middle ground will be accomplished. Do the westerners understand the Chinese culture? No. Does it work? Yes. Should we be more open to their way of building relationships and not just cold business deals? Team Hoof-Hearted believes we should be, in order to accomplish world-wide solidarity.

References


Notes from reader

Excellent essay. It breaks the mold as related to other team essays/argumentations.

Here the reasoning does not delve on cultural traits, it offers a pragmatic explanation! This is the way China works when people cannot trust the rule of law.

The closing paragraph is poignant, provocative and ensures a happy outcome.
**The Alphas**

**The Road to China**

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**Why do local Chinese companies can compete globally? Is it fair or not?**

In today’s market there are several reasons why the Chinese can compete globally so well. A short list of low wages and modern technology in combination give China an extreme advantage globally. This gives other countries, like the U.S., a cheap way to purchase products such that by 1995 the U.S. imported more technology than China had exported. The reason this can happen is because China has 20% of the world’s population to sustain its factories. The main reason though local Chinese companies can compete globally is their loose enforcement of intellectual property. No longer are the local Chinese companies producing cheap, flimsy, old, or even unrecognizable products. Instead when compared to their original product are difficult to tell apart and range from TVs to golf clubs. I do not believe this is fair. Manufacturing and materials of new products is rarely where the cost comes from. It is the new technology and research from where it was derived that the cost comes from.

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**What are the hidden costs of doing business with China?**

When outsourcing part of a business to China, the decrease in cost of the supplies or labor are not the only differences in cost. When comparing a local, domestic supplier to a Chinese one, the user company has less effort they have to put into managing the partnership. The user company must adjust to the “yes-man” culture of the Chinese supplier telling them what they want to hear, and not the truth. Also, for meetings and trips, the distances are across the globe compared to across a state or town. Another added cost is logistics. Costs associated with shipping the parts locally are minimal and the delivery time can be days. Parts supplied by Chinese suppliers take weeks or months to deliver parts and costs are considerably higher due the shipping distances. With long-distance shipping, the planning is much more complex. Short distance items are placed on a truck at the manufacturer and unloaded at the user’s site. Chinese supplies may be unloaded and transferred to other vehicles and containers many times during the trip.

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**What is an inflexible supply chain?**

Supply chain deals with the movement of a product between the supplier and consumer through many different people, organizations and techniques. An inflexible supply chain refers to certain aspects of the supply chain that are unable to be changed, such as, the processes involved, the physical resources, and linkages/relationships, as well as the information that is used and how it is used to make decisions. Specifically in reference to China, the time it takes to create a product, package, and ship it are usually inflexible constraints and any delay can cause a huge disruption further down the supply chain.
How can the USA benefit from China’s weaknesses described in article?
The US has a chance to become known as a “green energy” country that prides itself on clean air and clean energy. According to the article, China has 16 of the top 20 most air polluted cities in the world. By working to clean up the air around our major cities as well as reducing pollution we as Americas can strive for a better future. Although China is soon to surpass the US’s economy, they lack in the ability to foresee the future impact of pollution. Another way the US can overcome China is their difference in the gap between the rich and the poor. A countries socioeconomic wealth is a much bigger factor in the status of a country than the status of their economy. The US can use this to remain a well known world power.

As of 2011, has trade with Mexico improved? Is the long supply chain still an issue?
The US has recently begun to move its manufacturing plants back to Mexico. China used to be the cheapest place to manufacture goods due to low labor cost, however Mexico and India have both recently passed china. Not only is it cheaper to produce in Mexico but the supply chain is much smaller. Goods can simply be shipped by truck to anywhere in the United States. This is a huge advantage over china which has an extremely long journey to reach the US. The combination of the simpler transportation and the lower cost of workers have caused many US companies to begin producing their goods in Mexico again. As a matter a fact even China has begun to move some of its manufacturing to Mexico for the same reason.

Sources:
http://memagazine.asme.org/Articles/2005/March/China_Road.cfm

http://memagazine.asme.org/Articles/2008/January/Building_Trust_2.cfm


Notes from reader:
Not an Essay but a memo replying to queries derived from a magazine article. Text (arguments) does not go beyond the recommended material nor updates the statistics about China’s current place in the world economy. Nonetheless, the last sentence of the text is very provocative: China is building factories in Mexico and other Latin American countries to be closer to the US market thus enabling a more flexible (badly needed) supply chain.
“Made in China.” That simple statement is displayed on the tags of many products in the United States. It is no secret that in the last decade China has become a major producer and exporter of goods. In the past, the goods coming from the country were often of lower quality and obviously not name-brand. Even the standards of the manufacturing plants were lower, as United States’ citizens discovered after the lead poisoning scares in 2007. However, as the country has further developed, the market has seen an improvement in the quality of Chinese-made products. To many consumers, this improvement is viewed as beneficial because one can purchase the same type of product for cheaper if it was made overseas in China were the labor is cheaper. **Even so, there are many hidden costs that are not taken into account at the cash register.**

In the United States, patent laws are strictly enforced and intellectual property is highly protected. This is not the case in China. When new companies build manufacturing plants in China, they in turn **must** share their technology which is then openly distributed without any protection under the law. This is due to Chinese culture’s perspective of viewing relationships through *guanxi*. *Guanxi* is essentially favor-sharing between business partners, family members, or anyone else who has a relationship with another Chinese party. Through *guanxi*, IP becomes a real problem because one person trying to fill his “favor debt” with another might be tempted to share the intellectual property with another person whom may not be entitled to it.

In order to adapt to the Chinese business model, western companies trying to expand into the Chinese market must be careful with whom they trust with their sensitive business information. This especially includes information that would be patentable or is protected by patents in the U.S. In order for Western companies to succeed, they must establish trusted relationships with business partners in China who will not share company secrets with someone to whom they owe a favor. In her article entitled “Building Trust,” Mia Doucet recommends forging relationships with Chinese partners slowly by not giving them enough information to be able to copy a design. She also recommends forging relationships with Chinese employees early in their career to instill western values such as teaching them to protect and respect intellectual property. [3]

In order for the Western companies to become competitive in China, they must get ahold of their IP and the costs associated with doing business in China. Alan Brown mentions in his article about outsourcing to China that the true costs of doing business there are often underestimated by American companies. Sometimes, the shipping delays from China to the U.S. shores prove to be crippling to getting the products to market in time. This has a particularly large effect on companies dealing with technological products such as cell phones and
televisions where the market can quickly surpass the new technology if it is delayed by just a few weeks. [2] Another factor to be considered in outsourcing is the cost of doing business across multiple time zones and cultures. Is it really cheaper to pay an engineer to be up early to communicate with someone a world apart, only to have a mistake caused by a language or cultural barrier? For larger companies this problem is addressed by having a liaison that speaks the language to help with communication. However, for smaller companies in industries where time to market is everything, the ability to save a little money upfront by outsourcing could turn into a large financial mistake by the time the products make it into the market. [2]

It is no secret that there are two completely different views concerning intellectual property when speaking of China’s culture to that of western society. Giving an individual recognition for their hard work isn’t a concept that is shared among these cultures. This is one of the main obstacles that U.S. companies have to face when working overseas in China. Western companies need to take extra caution when revealing proprietary information. Even after a company has set up operations in China, there are issues that can arise with working with a country multiple time zones away. The shipping delays and other costs in conducting business with China might not affect larger companies, as much as they do the smaller ones. All it takes is one mistranslation or one minor shipping delay for products to be affected and costs to rise. While the actual manufacturing costs of many products and systems may be lower in China, companies should be careful, and consider the risks to their intellectual property and schedule before outsourcing.

Works Cited


Notes from reader:
Well crafted and poignant essay with a strong beginning – made in China. The essay explores the issues of IP protection and the cultural barriers – the Chinese mindset - that prevent IP enforcement in a country that fosters growth at any price. The issue of delays in supply chains is also addressed with its added cost and the lost in translation syndrome.
Assignment 6: The Road to China

The global economy has been in a financial crisis in the past several years, but somehow China seems unperturbed by the crisis. The China model differs from that of the United States in that while the U.S. has a free market and focuses on private enterprise, China on the other had is more state run. The state is in control of many industries and the state is greatly involved in investing in infrastructure. China is quickly becoming the world’s largest super power.

In recent years China’s economy has grown exponentially. So much in fact that China is on their way to be the leading world economy by 2020. China’s economy has been growing nearly 9 percent each year with no signs of slowing down. In 2010 China was said to be the 2nd largest trading nation in the world. China’s has an internal market of 1.4 billion people, 20 percent of the earth’s population! China is also growing as a technology power house. Many businesses across the globe are getting involved in China’s rapid growing economy. China has one mandate; that for companies to build factories they must first transfer technology. The biggest draws for companies to move to China are the surprisingly low wages and an exploding internal market.

Another factor that aids China’s growth is the loose restrictions on intellectual property rights. Technology moves freely and easily through China which allows many of the smaller companies to compete with the larger more technologically adept companies. In the past China has been known for creating cheap knock off and poor quality products, but now things are changing. China is beginning to make competitively priced high tech quality products. In addition to making competitive products they are exporting a substantial amount. Due to the lenience on intellectual property rights many Chinese companies don’t put any time or money into engineering new products, since they can take the work done by other companies. They simply focus on improving existing products.

This “Beijing Consensus” is a term coined by Joshua Cooper Ramo to describe the “China model”. The “Beijing consensus “is an alternative economic model from what we (in the West) are used to. Instead of market friendly policies and democratic debate, China is a market where the government is far more involved in the economy. The government can regulate tax and give contracts similar to that in the U.S. but the Chinese government is far more willing and less hesitant than the U.S. or European governments. Even during the recession China continued to grow while the Western economies suffered. During this time China’s export slowed down, but their local economy continued to increase. During this time the Chinese government pumped money into their economy to keep things stable, and due to their large population (nearly 20 % of the world’s population) the Chinese economy continued to grow.1

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1 The last statements repeat material on paragraph 1.
Much of the West is concerned with China’s economic growth. Some of this concern is rooted in the fact that this is the first time that communism will rise as the world’s leading political structure, thus perhaps causing people to lose faith in capitalism and the current structure of the western economy. Only time will tell if economic growth can last without freedom.

References

Notes from reader
An interesting essay though with several arguments and facts repeated throughout. Some sentences are overly long, hence the editing. Although the governing structure is communist, China can hardly be called a communist state. An interesting thought people may lose faith in capitalism. This consideration already applies to several countries struggling to grow. Will it apply to people in the US as well? Some nations argue that economic growth must come first, prior to social equality and individual freedom.
Outsourcing to China

The world has become more global with the improvement of technology. Things can be shipped cheaper and communication is faster. It is now possible to design something in the US and have it made in China to be shipped into the US. With the reduction in shipping costs, many manufacturing plants have been built in China to take advantage of its cheap labor. Many companies have tried to take advantage of outsourcing, but companies must take into account all the aspects of outsourcing instead of only looking at the cost of manufacturing.

There are many aspects to outsourcing that companies need to evaluate before making a decision. They must first try to determine how much the distance will hinder manufacturing. Even though a shipping cost is low, it still takes time for the product to be shipped and delivered. There can be delays in the shipping that can cause serious problems for products that have crucial deadlines. If a product is delayed, another competing product may be introduced, giving the competitor the advantage. Another problem is the time it takes to make modifications in the production line. For people in the US it takes " 24 hours to changes in product mix, such as color, packaging, and delivery location. In Mexico, it takes about three or four days. In China, they need five to six weeks."[1] This delay in production can cost the company a lot of money since the time it takes for the product to reach the market is delayed. Communication and management can also be problematic with the long distance. The internet has made it easier to communicate but managers need to supervise the manufacturing process and they might need to be onsite to be effective. The language barrier can also create problems for anyone who doesn't speak the native language.

Another aspect they must consider is intellectual property(IP) problem in China. China cares little for IP protection; the country is very well known for producing counterfeit products. China created its first patent law in 1984; since then the government has tried to enforce IP protection but it has been difficult making local officials take these laws seriously.[2] Without IP protection, companies are afraid to outsource any products that involve protected technology. Any products produced in China are likely to be reverse engineered to create counterfeits. This is why companies have started only outsourcing low value work.[1] Companies typically produce the low value parts that involve less precision in China and have the sophisticated manufacturing process elsewhere, where the technology will not be stolen. This could eventually hurt China because companies will stop bringing in new technology into China. The lack of IP protection not only produces problems in outsourcing but also hurts China because there is less incentive for innovation. The cost of developing technology is always greater than copying existing technology. This may be one of the reasons why China does not have well known brands. While Korea and Japan have many well known brands, China still doesn't have a brand that is globally known. By increasing IP protection, Chinese companies will be motivated
and forced to be innovative instead of just taking existing technology. It will also allow companies to outsource without having to worry about their technology being stolen.

With the opening of the Chinese market to the West, many companies have tried to decrease manufacturing costs by outsourcing. There has been a strong movement toward outsourcing for many companies and this may have caused many companies to start outsourcing without properly looking at all the effects. A survey says that only 4 percent of executives were "very satisfied" with outsourcing for less than a year.[1] The percent increases as the duration increases but the low initial satisfaction rate shows that there were many aspects to outsourcing that the executives were unprepared for. After considering all the cost of outsourcing, companies may find that there is not much benefit and that it is better to keep the manufacturing in the US. This will only increase as China's economy grows. The cost of labor will start to increase which will start bringing back the manufacturing back into the US.

Therefore, companies need to not just look at the short term reduction in manufacturing by outsourcing but look at other concerns such as production time, IP protection, and China's economy.


Notes from reader:
The thoughtful essay explores the issues of IP protection and enforcement and outsourcing hidden costs. The essay does not update the information in the (already) outdated articles. Chinese high tech products are already in the US market shelves; Haier is but one of the China-brands that will become more popular in the upcoming years. Incidentally, once manufacturing is gone (outsourced) from a place (the USA for example), it is highly unlikely it will return. In actuality, China is now outsourcing to countries in Asia (Philippines, Thailand) and Latin America (Mexico) to make more flexible its (long) supply chains.
Does China offer a better development model than the West?

What is known as the “Beijing Consensus”? What is the China Model?

As of right now, there is no concise definition for the “Beijing Consensus” or the “China Model.” The term “Beijing Consensus,” termed by Joshua Cooper Ramo, loosely refers to the approach China is taking in further developing the country. Ramo says that China relies more heavily on its sheer size and electric (?) power rather than the traditional tools of power projection, which is more like what the Washington Consensus focuses on. Ramo also says that China’s approach can barely be classified as a doctrine, or consensus, because it is not concrete. Stefan Halper also wrote a book about the “Beijing Consensus” where he describes it as a complex set of developments and reforms over the past 30 years that owe their success to the unique qualities of China’s culture, demography, geography, and governing philosophies [1]. The leaders of China are even reluctant about coining these terms because they are uneasy about the conflict that it might cause with the West. With China becoming more assertive, other nations are trying to figure out how they are gaining their success. Halper argues that there is no real “model” that can be reproduced in other countries but they can try to replicate certain programs. He says that China's biggest selling point to the world is "going capitalist and staying autocratic."

Why during the last recession China kept growing while the Western world nearly collapsed?

During the last recession the Chinese economy did not experience the same decline that was felt by the Western world. China has been growing for the past 30 years and during the latest world financial crisis, "China grew by more than 8%" [1]. Since 1980 issues such as poverty rates, infant mortality, and disposable incomes have all seen positive changes. Stefan Halper of The Economist proposed that China "is a third world nation that has risen to the pinnacle of world power". With more than half of the Chinese population considered as of working age, the government decided to invest money into industry and infrastructure. The excess amount of workers allowed for a growth in coastal factories, which aided in the development of China. China experienced an industrial revolution, which the Western world had already been through, and economic growth came with this revolution. Therefore the extreme industrial growth that has transpired over the past few decades is a major factor as to why China did not nearly collapse during the last recession.

Why is the West so concerned about the rise of China as an economic power?

"China is shrinking the idea of the West," says James Miles of The Economist. As China has continued to experience enormous economic growth throughout the past thirty years, China’s political influence has followed suit. The nation has become the leading investor in many developing countries in Africa and Latin America, segueing into a direct influence on those countries’ political sectors. Due to China’s distinct political differences from that of western democracies, as developing countries become more heavily influenced by China (not-to-mention that many of them hold the Chinese government in very high regard) the chance of those countries ever experiencing a democratic society diminishes proportionately. Western society’s main fear centers on developing nations modeling their governments off of China’s communist ideals.

Explain what one debater states as “China is shrinking the idea of the West.”

In his opening remarks of the debate, Stefan Halper proposes that "China is shrinking the idea of the West" [1]. He explains that while the Chinese economic, social, and political growth do not necessarily provide a better development model than that of western civilizations, but its influence on the world is reducing the euphoria often associated with western democracy and economics. For centuries, the economies of the western world have dominated the global landscape; first Great Britain, then the United States. These economies have been consistent examples of stability and growth. As a result of China’s increased economic influence, the rest of the world is forced to tip its hat to the Chinese balance.
*between the rulers and the ruled* [1]. The Chinese development over the past thirty years is a clear indication that its market-authoritarian system is consistently proving its worth. While many have questioned the non-democratic nature of the Chinese government, few can argue that their movement, “going capitalist and staying autocratic,” is not effective [1].

**Can economic growth last without freedom?**

China has broken the mold. They have been able to surge from a third world country to the world’s second largest economy in just 30 years of steady 11% growth. The *Western world’s road to wealth has always been centered on freedom*. Freedom creates accountable governments and allows citizens to expect certain rights. These effects build an environment that is conducive to prosperity. Now some believe that these are no longer necessary. China has shown that they are not needed to reach the point of China’s current development. The enlargement of the middle class and an increased importance of innovation in education are two of the next steps needed for China to maintain its economic progress. It would be difficult for the government to maintain control without turmoil as individual Chinese become more globally involved, more educated, gain greater access to media, and become trained in thinking by themselves. Paul French, a westerner relocated for two decades in China, knows that the way forward in his country of residence will force change. He notes that a free press will build confidence in the stock exchange, for example. These are necessary advancements in China that will continue to challenge the effectiveness of the current government, and unlike those seen in the country over the past thirty years. Eventually, the establishment (current way of government?) will have to yield to keep from stalling development.

**Sources:**


**Notes from reader:**

Well thought and poignant essay focusing on the idea that the *China model* of development is a proven recipe for other countries to follow and to reach rapid economic growth and prosperity. The essay argues that State-planned Capitalism will eventually have to give up to the basic Western democracy principles of freedom and social responsibility. The essay focuses on the two argument sides published on an online Economist-Debate and adds significant original material with some crafted pearls of wisdom.
Building Trust

Despite the promises made by Chinese officials to improve protection of intellectual property, China’s inability to enforce rules limits the manufacturing of high-end technology goods, eventually eroding the value of brand names because the public confuses original products with substandard counterfeits. While Chinese officials’ willingness to utter commitment in this area has been welcomed by many western countries, the Chinese inability to protect foreign innovation has enhanced skepticism among its western partners.

The cultural difference between the Chinese society and a western society complicates the issue of protection of intellectual property. In an article of Mechanical Engineering magazine, a Chinese engineer was quoted saying, “How can a person own an idea? More important than ownership is that large numbers of people make a living from the idea. This is how Chinese people think” [1]. This explains that to a Chinese mind, an idea cannot be owned nor sold; it belongs to everyone. People should benefit from the idea, and they (?) are always looking for opportunities to share. The academic environment is not excluded from this culture. Students are encouraged to replicate thoughts without giving credit to the owner of an idea. Citations are hardly used. In addition, the economic revolution has furthered enriched greed (?) among Chinese people, and they (?) want to get rich at any cost. And it would not be a surprise that they do not care about intellectual property. A question remains; how a company can protect its intellectual property at the same time when it is acknowledging the Chinese culture.

Western firms can take various steps to protect their intellectual property. A company must first protect itself legally. By consulting a law firm that is operating in China and the company’s home country, the company can register its intellectual property according to Chinese law. The company must not share their technology and business secrets with other partners in China. The Chinese society is based on trust, not just short term gain. So the company might strengthen the relationship by providing certain specification and hope that the Asian party will appreciate the favor and reciprocate [1]. Special attention should be paid during hiring process and sharing information.

In Chinese business culture, there is a word called Quanxiwang which can be defined as a “complex network of interlinking exchanges or transactions” [2]. Basically, it’s a method that provides mutual benefits to all involved. For example, suppose Company A owes Company B a favor. That favor is then resolved through Company C. This sets up a system that is dependent on each one of these members of the Quanxiwang to continually make right past and future favors. This is not quite unlike business culture in the West where companies are able to network through other companies and clients. Unlike in the West however, if a company or client is not a member of this Quanxiwang, then there is good chance no business will be discussed. This is because in China, it is imperative that a good relationship is established before any type of business can be instigated [3].

The description of working Chinese women¹ in [3] is sexist, but no more sexist than the way that western society viewed women in the past. The roots of the Chinese sexism towards women stems

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¹ In actuality, women make nearly 50% of the labor force in China. In China women and men are equal, more so than in other Asian countries such as in Japan, Korea, Taiwan, etc (see inset in Notes from reader).
from their long standing culture of oppressing women, even though those women may be as good of workers as the men. It will take a long to time for China to start seeing women workers as equals; as it happened in the western culture. I believe that as long as China continues to industrialize and develop, their culture will change and women will not be oppressed as they are now.

The first step in building a trusting relationship is to understand the differences and difficulties of the other person, or country in this case. One cannot know whether or not they are making a positive or negative impression without first learning their culture and traditions. This allows you to impress the Chinese and gain their trust instead of giving off the perception that you are imposing or disrespecting them. Specifically, learning how the Chinese conduct business and communicate is very important to our global economics. This is vital because laws and methods of business are not universal. Without this knowledge, property and secrets could be at risk in a country like China where employee/employer relationships are much different. [4] More than anything, it is important to learn, adapt, and proceed slowly in order to build a strong trusting foundation for the future.

Chinese Culture has a rich and varied history, stretching back to the 17th century BC with the Shang dynasty [5], though many Chinese recognize that their modern culture started evolving much earlier than that- approximately 5,000 to 8,000 years ago. Given this cultural longevity, Chinese culture is very unique and represents approximately 20 percent of the world’s population. For westerners, Chinese culture can be something of a mystery. China’s turn in recent decades into the fastest growing economic superpower on Earth leads many westerners to assume that modern China is very similar to western cultures. While there is a trend towards westernization in China, the Chinese culture is still very much unique. In many ways, it is extremely foreign and can seem strange to Westerners. Everything from family relationships, hygiene standards, family relationships, and education, to citizen’s relationship with the government and how they view themselves in the world is very much different than western traditions.

Aside from major differences, the average westerner does not make the trip to the other side of the world. China is not a popular tourist destination outside of Beijing and Shanghai, the capital city and the largest city in China, both of which are much more westernized than the rest of China. Most college students and young adults would rather visit the tropics than travel to China. However, a greater understanding of Chinese culture is on the rise among academic minds, as China opens its doors to more and more exchange students each year, giving young people a chance to truly experience what it means to live in Chinese culture. While the West and China may not understand each other’s cultures perfectly, both sides are making strides to reach out and understand each other. In the future, perhaps an understanding of Chinese culture will be commonplace among westerners as the world becomes smaller due to cheaper and faster transportation, globalization, and specifically, China’s ambitious race to the top of the world as an economic superpower.
Notes from reader

Essay written with two distinct styles (authors). I’d have preferred the historical part to appear first to highlight the long standing of China as a world player. The essay addresses to specific queries: IP protection, quanxi and women in China. As it explores some cultural traits such as guanxi and methods of education based on rotten memorization, the writers share/evoke well known prejudices (from the West-thinking point of view). The last paragraph offers provocative insight. The mutual understanding is on its way; many major US newspapers already print a China news section every week.

Some recent statistics on women/men in the workforce (The Economist, Nov 24, 2011)