

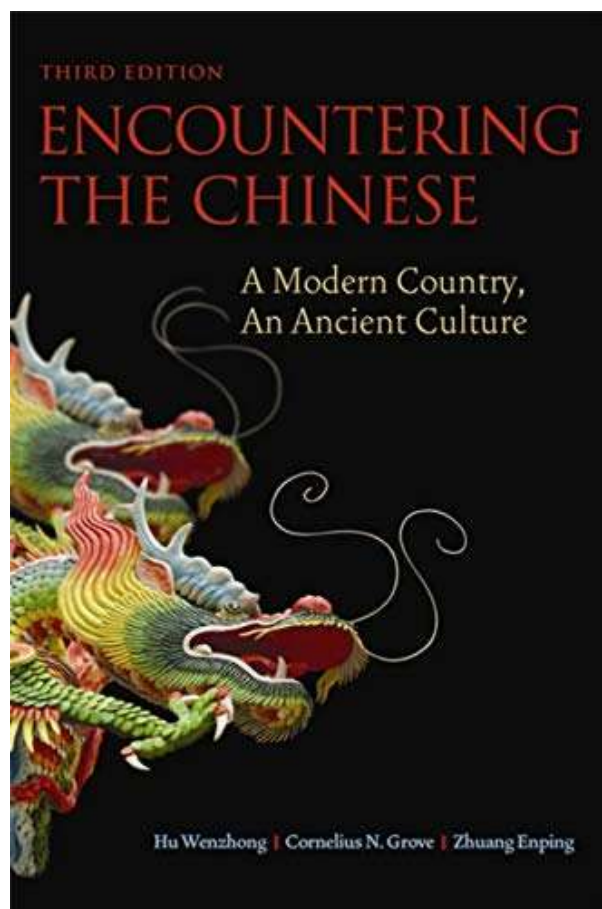
**Introducing a Book:**

*Encountering the Chinese:*

*A Modern Country, An Ancient Culture*

**Authors: Hu Wenzhong, Cornelius N. Grove, and Zhuang Enping**

**Kindle Edition**



Courtesy: [https://www.amazon.com/Encountering-Chinese-Country-Ancient-Culture-ebook/dp/B004774S0U/ref=pd\\_sim\\_6/133-6378629-6500803?pd\\_rd\\_w=BJ1HQ&pf\\_rd\\_p=6caf1c3a-a843-4189-8efc-81b67e85dc96&pf\\_rd\\_r=SW2WRBPBQBF7WZYRARR3&pd\\_rd\\_r=45bd5ed3-dd58-4261-8c69-8f4b05f56741&pd\\_rd\\_wg=tUEyP&pd\\_rd\\_i=B004774S0U&psc=1](https://www.amazon.com/Encountering-Chinese-Country-Ancient-Culture-ebook/dp/B004774S0U/ref=pd_sim_6/133-6378629-6500803?pd_rd_w=BJ1HQ&pf_rd_p=6caf1c3a-a843-4189-8efc-81b67e85dc96&pf_rd_r=SW2WRBPBQBF7WZYRARR3&pd_rd_r=45bd5ed3-dd58-4261-8c69-8f4b05f56741&pd_rd_wg=tUEyP&pd_rd_i=B004774S0U&psc=1)

This is an important book which should be read by all students especially those who plan to go to People's Republic of China for higher studies in disciplines such as medicine. It is also

very useful to students specializing in business management. Especially students of business management in Indian colleges and universities will greatly benefit by reading this book.

We get a view of modern China and its ancient culture in a reasonably neutral perspective.

China and India have a long history of religious contacts and religious instruction. In modern times they have run into situations of conflict because of the Chinese occupation of Tibet and consequential and continuous border skirmishes since Indian independence. Over the decades China has become the second biggest economic power. They continue to adopt a foreign policy which is seen as hostile to India. We need to recognize that relations between nations are governed by many factors such as economic power, superiority of armed forces, religious goals, preserving and expanding their territories, and so on.

This book, *Encountering the Chinese: A Modern Country, An Ancient Culture*, begins with a background the Chinese way of life. All Indian students of management, commerce, economics, and political science majors must read this “brief” introduction. Often, most students are influenced by the reports published in Indian newspapers. Scholastic introduction such as the one we find in this interesting and useful book will help us develop a better understanding of Chinese culture, religions, and political institutions.

The book has 2 parts.

Part I Advise for Westerners Interacting with the Chinese

This part has 9 sections.

Section 1 Chinese Titles and Forms of Address

Section 2 Greetings, Conversations, and Farewells

Section 3 Chinese-Style Dining

Section 4 Appointments, Visiting, and Time Use

Section 5 Chinese Modesty and Humility

Section 6 Making Friends with the Chinese

Section 7 Education and Training among the Chinese

Section 8 Negotiating and Institutional Decision Making

Section 9 The Concept of “Face” in Chinese-Western Interaction

**Part II Advice for Westerners Living and Working in the PRC**

Although this part mentions Westerners as the target group, the contents of this Part is incredibly useful not only for Indian students but also for businesspersons visiting PRC. This part has many useful sections such as:

Changing Attitudes to Dress and Self-Decoration, Coping with Time-Use Differences, Suggestions about Queuing, Lending and Borrowing, Interacting with Administrators, Interacting with Domestic Employees, Social Aspects of Traveling, Making Use of the Internet, Keeping in Touch after Your Return, The Intercultural Context of Encountering the Chinese, etc.

The authors **Hu Wenzhong, Cornelius N. Grove, and Zhuang Enping**, make a very insightful observation in their preface: “As contacts and exchanges increase, we hope that interactions will be positive, fruitful experiences for all parties.” The book will help not only the Westerners but also Indians “understand how to build better relationships with Chinese people by explaining the foundations of Chinese thinking and behavior”. The authors also help us understand “how to overcome the language barrier.”

=====

M. S. Thirumalai, Ph.D.

[msthirumalai2@gmail.com](mailto:msthirumalai2@gmail.com)