



American values VS Chinese values

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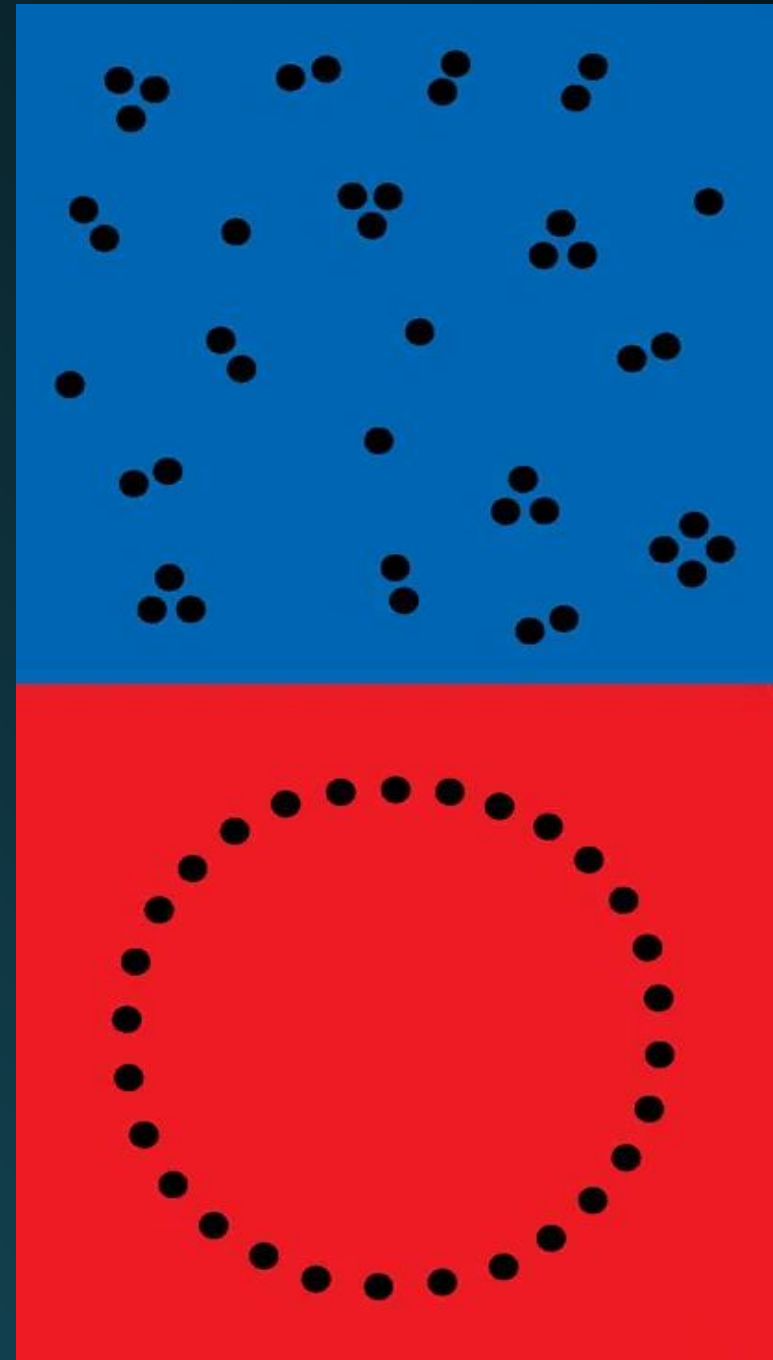
Individualism

American:

They have been trained from early in their lives to consider themselves separate individuals who are responsible for their own situations in life and their own destinies.

Chinese:

Chinese people base their decisions on how they will be perceived by those around them. They put a very strong emphasis on building social networks.



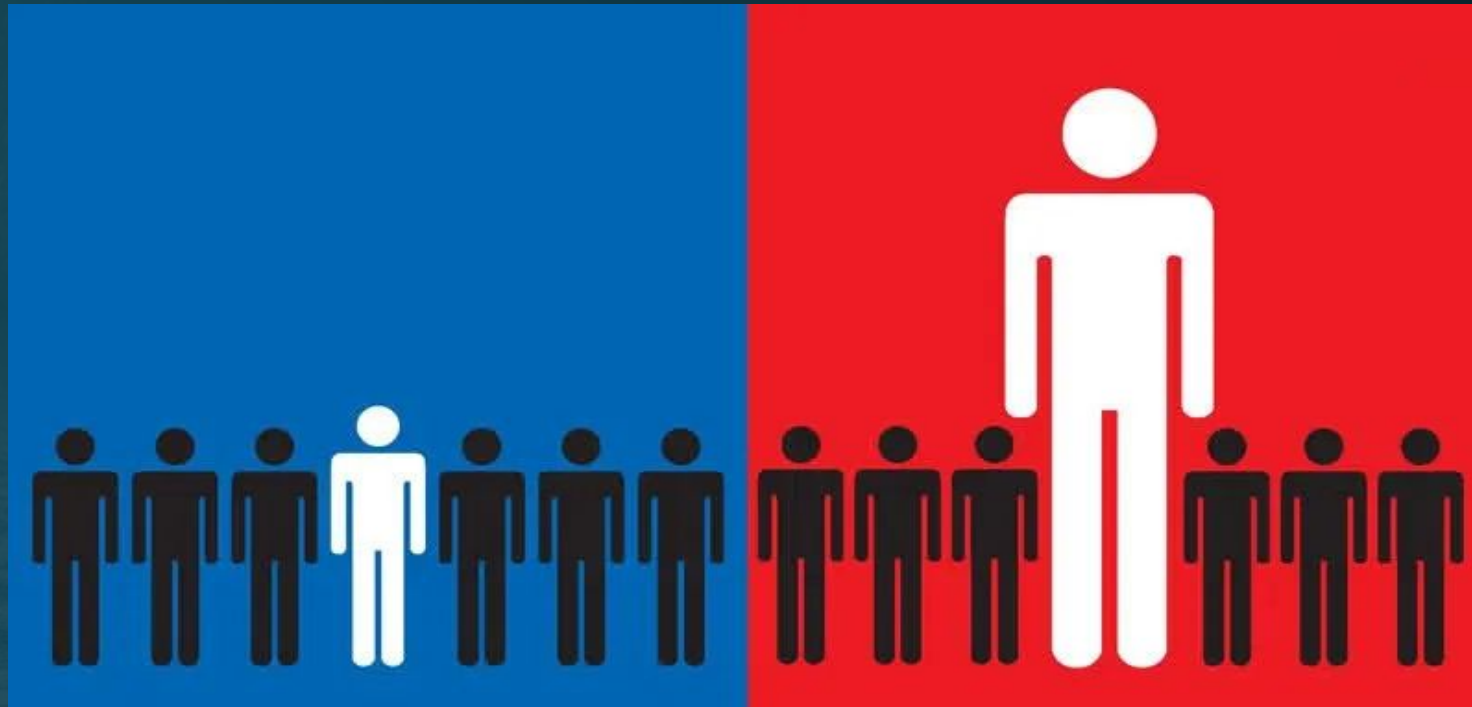
Equality

American

- US Americans also believe in the idea that "all [people] are created equal." Americans have a deep faith that in some fundamental way all people are of equal value

Chinese

- Chinese hierarchical social structure extends to the work place. The person with the highest position has the final say in decision making. Those below accept their place in the hierarchy and are expected to listen and obey without question.



Informality

American:

Their notion of equality leads US Americans to be quite informal in their behavior and in their relationships with other people.

Chinese:

Chinese are known to have a long memory for both favors and humiliations. They take things personally and they hate losing face. They have a strong awareness that they should never be seen as a fool and lack self-control.



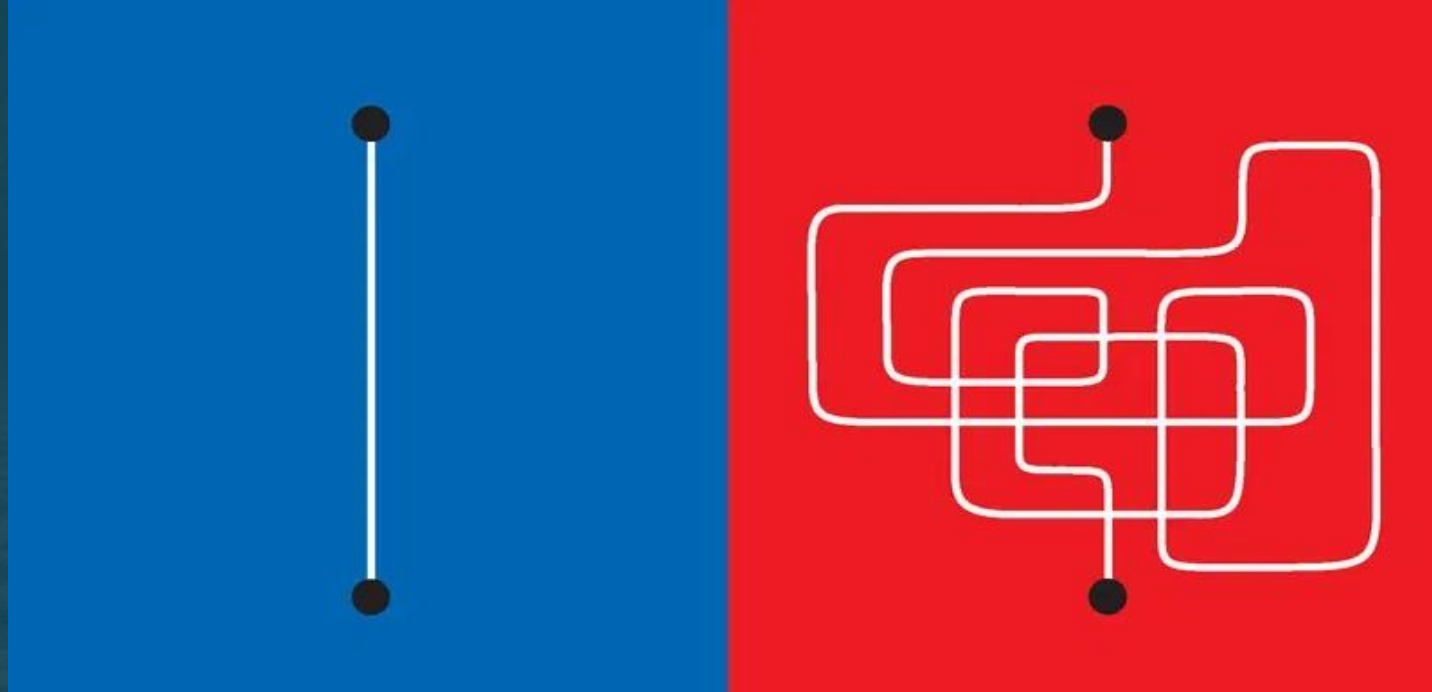
Directness and Assertiveness

American:

They generally consider themselves to be frank, open, and direct in their dealings with other people. They will often speak openly and directly to others about things they dislike

Chinese:

Chinese people would simply nod on your opinion even if they don't really agree with what you are saying, but behind your back they will continue to perceive their personal goals



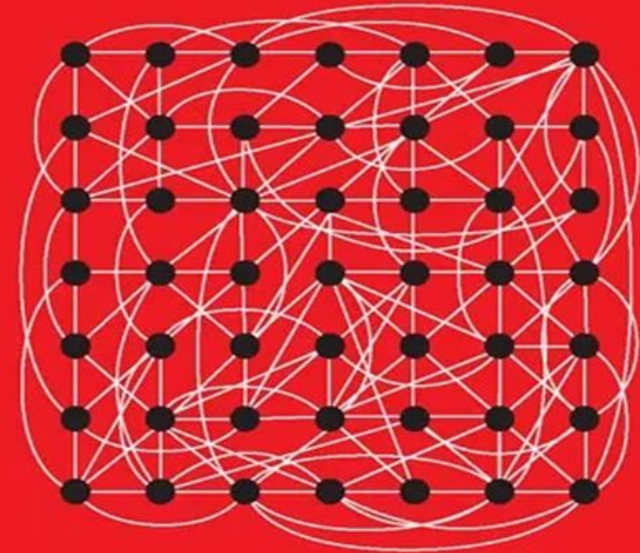
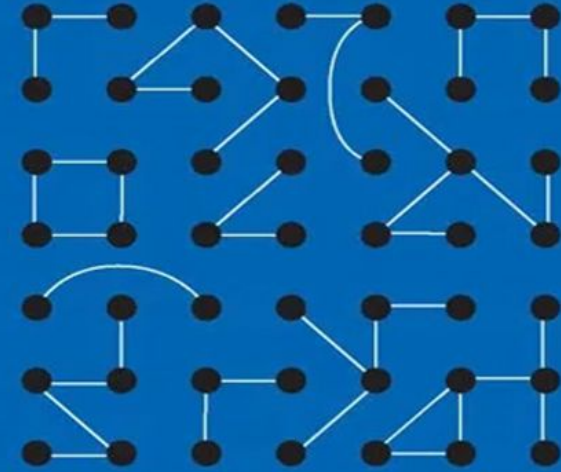
Privacy

Americans:

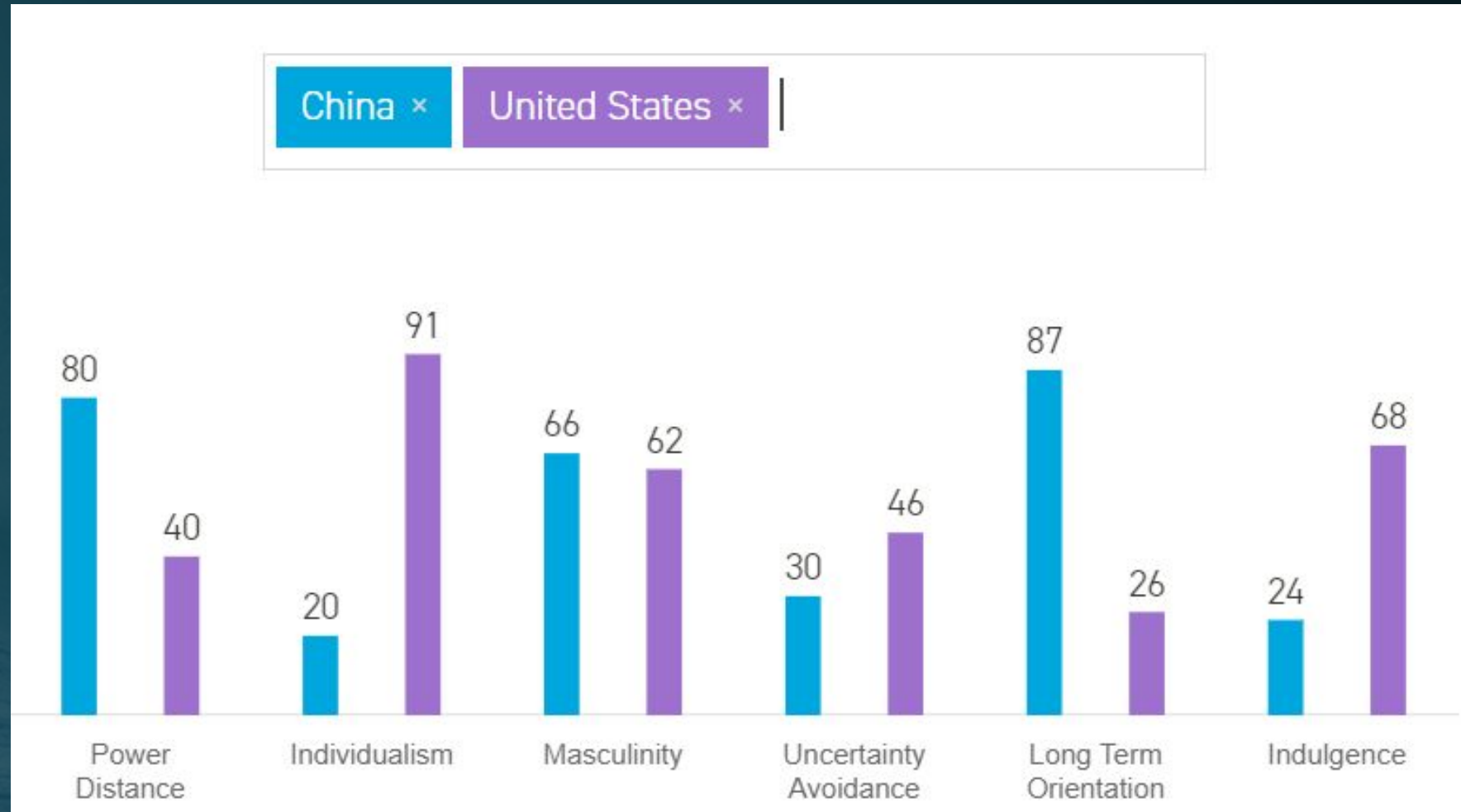
They assume that people “need some time to themselves” or “some time alone” to think about things or recover their spent psychological energy.

Chinese:

They have little comprehension of personal boundaries or personal space.



G. Hofstede Model





THANK YOU FOR YOUR ATTENTION