

Kiss, Bow, or Shake Hands?

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AIPLA

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International



Why?

- ☐ Trips
- ☐ Delegation Visits
- ☐ Public Comments
- ☐ Advocacy
- ☐ Engagement
- ☐ Membership

China



Q: China has no interest in most international sports?

Q. Match Person and Achievement:

- | | |
|-------------------|-------------------------------------|
| a. Tenzin Gyatso | 1. Nobel Prize in Physics (1957) |
| b. Chen Ning Yang | 2. Nobel Prize in Literature (2000) |
| c. Gao Xingjian | 3. Nobel Peace Prize (1989) |

Q: Which is not currently a conflict zone?

- a. Macao
- b. North Korea
- c. Spratly Islands
- d. Taiwan

Business Considerations:

- ☐ Patience
- ☐ Hierarchy
- ☐ Financial Services/Credit
- ☐ Lunar New Year

China



Language

- ☐ Written
- ☐ Spoken

China



A large, ancient bronze Buddha statue is shown from the waist up, seated in a meditative posture. The statue has a serene expression, with closed eyes and a slight smile. Its right hand is raised in the Varada mudra (boon-giving gesture), with the palm facing forward. The left hand rests on its lap. The statue is set against a vibrant blue sky filled with soft, white clouds. The base of the statue features intricate carvings of lotus petals and a decorative railing.

China

Does the Chinese constitution
guarantee religious freedom?

- ☐ Buddhism
- ☐ Islam
- ☐ Christianity

China



Values and Beliefs:

- ☐ Subjective
- ☐ Experience
- ☐ Collectivist
- ☐ Family
- ☐ Party

A photograph of two men in business suits shaking hands. The man on the left is smiling and holding a clipboard. The man on the right is wearing glasses. The background is a bright, modern office with large windows.

China

Greeting:

- ☐ Handshake
- ☐ Smiling
- ☐ Eye Contact
- ☐ Seniority

Protocol:

- ☐ Touch
- ☐ Applause
- ☐ Formality
- ☐ Titles
- ☐ Names (Last, First)
- ☐ Clan Names
- ☐ Married Names
- ☐ Business Cards

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Gestures:

- ☐ Facial Expressions
- ☐ Hands
- ☐ PDAs/Hand-Holding
- ☐ Pointing
- ☐ Beckoning
- ☐ Hand-to-Mouth

Gifts:

- ☐ Ubiquitous
- ☐ Value
- ☐ Corporate
- ☐ Banquets
- ☐ Pens; Liquor;
Gourmet Foods
- ☐ Collectibles
- ☐ Origin

Gifts:

- ☐ Both Hands
- ☐ Opening Gifts
- ☐ Business First; Gifts Later



China

Colors:

- ☐ Red (Luck)
- ☐ Pink (Happy)
- ☐ Yellow (Happy)
- ☐ White (Funerals)

China

Numbers:



Auspicious



0, 6, 8, 9



Inauspicious



4, 5, 6, 7

Dress:

☐ Male:

- Conservative
- Suit and tie

☐ Female

- Conservative
- High neck; Low heels



Japan



- Q. Japan may soon have its first female emperor?
- Q. The following Japanese Islands remain under foreign control:
 - a. Hokkaido Island
 - b. Kurile Islands
 - c. Okinawa Island
- Q. The Japanese have at least ten breeds of dogs. The Tosa is a fine lap dog.

Japan



Business Considerations:

- ☐ Displays of Emotion
- ☐ Older Team Members Work; Younger Team Members go drinking (and offer back-channel communications)
- ☐ Attention to Detail!
- ☐ Logistics

Japan

Language:

- ☐ Unique
- ☐ Layered
- ☐ Deference
- ☐ Subtlety

Japan

Religion:

- ☐ Shinto wedding
- ☐ Buddhist funeral

Values and Beliefs:

- ☐ Uniqueness
- ☐ Nativist
- ☐ Apology
- ☐ *Shinto*

Values and Beliefs:

- ☐ Subjective
- ☐ Experience
- ☐ Moderately collective
- ☐ Anxiety
- ☐ Age/Male Dominance
- ☐ Group Loyalty
- ☐ Feelings vs Facts



Protocol:

- ☐ Punctuality
- ☐ Holidays (New Year's (Dec. 28-Jan. 3); Golden Week (April 29-May 5); Obon (mid-August);
- ☐ Handshakes may be limp
- ☐ Bow
- ☐ Literal
- ☐ Politeness
- ☐ Business Cards

Greeting



Greeting:

- ☐ Handshake or Bow
- ☐ Grip and Eye Contact
- ☐ Seniority
- ☐ Emotional displays

Negotiation:

- ☐ "It will be very difficult"
- ☐ Hard sell
- ☐ Connections
- ☐ Contracts are the start of the negotiation, not the end
- ☐ Collective, not single
- ☐ Kaizen
- ☐ Direct vs Indirect

Japan

Entertaining:

- ☐ Hostess Bars
- ☐ Host treats
- ☐ Host orders
- ☐ Home visit is a great honor—shoes!
- ☐ Chopstick rest; not point
- ☐ Use both hands when being refilled
- ☐ Be insistent when reciprocating

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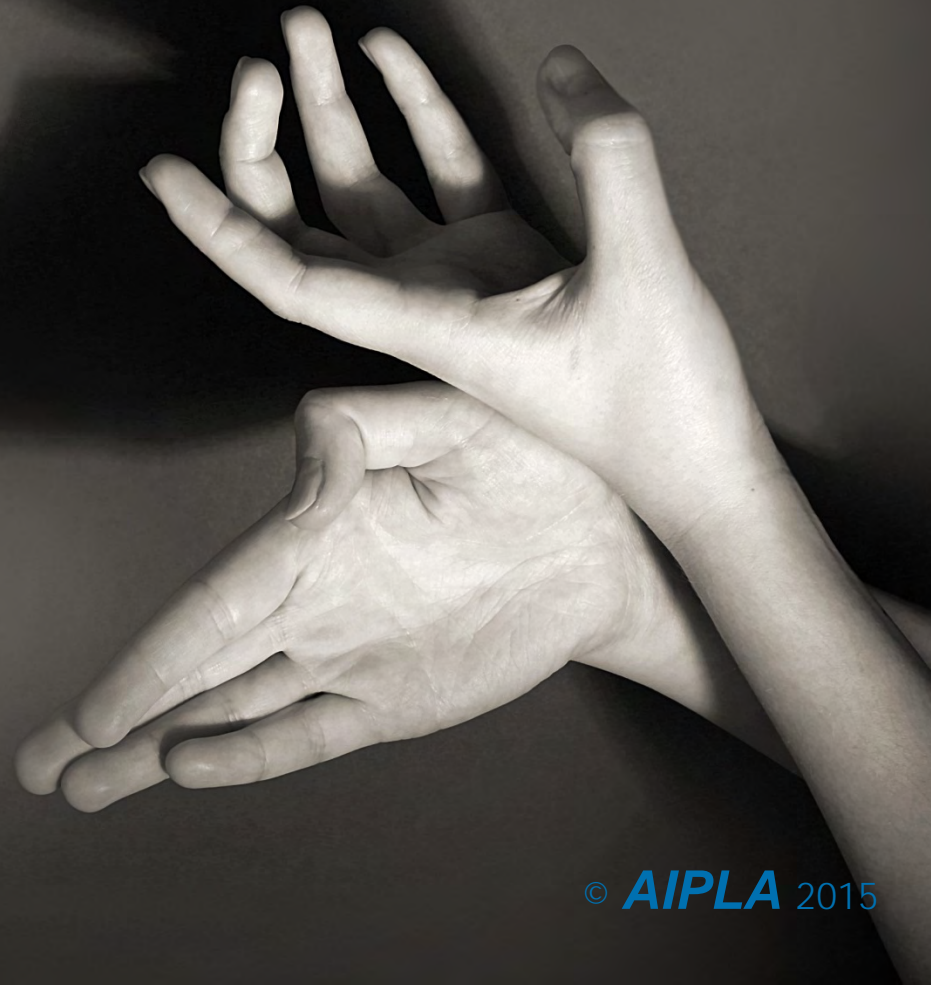
Gestures:

- ☐ Context
- ☐ Don't point
- ☐ Beckon with palm down
- ☐ Sniff, snort, and spit; just don't blow your nose



Gestures:

- ☐ Pushing
- ☐ Touch
- ☐ Eye Contact
- ☐ Smile



Japan

Gifts:

- ☐ First Meeting; Biannually;
- ☐ Not Made in China
- ☐ Equal quality
- ☐ Do not open upon
- ☐ Scotch, cognac, frozen steaks, electronics
- ☐ Home: flowers, cakes, candy

Japan

Numbers:

☐ Never bring four of anything

Japan

Dress:

☐ Male:

- Conservative
- Shoes

☐ Female:

- Conservative (jewelry, perfume, makeup)
- High heels!
- Summer
- Kimono (wrap left over right)



The End