

## Unit 2: Who are you?

### Objectives

1. Sentence Pattern One: I am a good person. “是” 字句
2. Introduction to the big picture of the Chinese Phonetic Alphabet –Pinyin
3. Business conversations
4. Day to day conversations: Talk about date & time
5. Numbers: month and week
6. Cultural appreciation:  
The Chinese view of money  
How to address people in business situations

### Key sentences and characters

#### Speak 3 sentences

nǐ shì zhōng guó rén

1. 你 是 中 国 人。

You are Chinese.

nǐ bú shì zhōng guó rén

2. 你 不 是 中 国 人。

You are not Chinese.

You really beautiful

nǐ shì zhōng guó rén ma?

3. 你 是 中 国 人 吗 ？

Are you Chinese?

I love you

#### Write 10 characters

shì 是 am is are	nǐ 你 you	tā 他 he	tā 她 she	wǒ 我 I
rì 日 day	xiǎo 小 small	yě 也 also	lì 力 power	nán 男 male

Performance measurement:

You will get an A\* if you can speak above three sentences and write ten characters after completing this unit.

N.B – See website [www.positivespeaking.net](http://www.positivespeaking.net) for pronunciation

## 2.1 The Big Picture: the Chinese Phonetic Alphabet

### 拼音 pīn yīn

Translated literally, 'pinyin' (拼音) means 'combination of sounds.' It is the system used to transcribe Chinese characters into the Roman alphabet, and is a useful tool to help students pronounce Chinese words. Most words' pronunciation in Chinese consist of one 'initial' letter followed by one 'final' letter. In total there are 23 'initial' and 35 'final' letters. For example, the initial 'm' combined with the final 'a' creates the phonetic word 'ma.' Every phonetic word has four different tones, each of which goes with different Character and has a different meaning.

	<p><b>Final:</b></p> <p>a o e i u ü</p> <p>ai ei ao ou an en ang eng ong er</p> <p>ia iao ie iu ian in iang ing iong</p> <p>ua uo uai ui uan un uang</p> <p>ue üan ün</p>
<p><b>Initial:</b></p> <p>b p m f</p> <p>d t n l</p> <p>g k h</p> <p>j q x</p> <p>zh ch sh</p> <p>r</p> <p>z c s</p> <p>y</p> <p>w</p>	<p>Examples of how to combine <b>Pinyin</b>:</p> <div style="border: 1px solid black; padding: 5px; margin: 10px 0;"> <p><b>Initial + Final to create Pinyin</b> (each pinyin has 4 tones)</p> <p>b a ba bā bá bǎ bà</p> <p>n i ni nī ní nǐ nì</p> <p>t ao tao tāo táo tǎo tò</p> <p>m a ma mā má mǎ mà</p> </div> <p>For example, the initial 'm' combined with the final 'a' creates the phonetic word 'ma.'</p> <p>Every phonetic word has four tones; each of which has a different meaning:</p> <p>mā má mǎ mà</p> <p>妈 麻 马 骂</p> <p>mum linen horse scold</p>

**Table to help your pronunciations by comparing with English**

Initial		Final			
pinyin	Sounds like	pinyin	Sounds like		
b	boy	j	jeep	a	are
p	play	q	cheap	o	saw
m	moment	x	ship	e	her
f	four	zh	draw	i	ill
d	day	ch	tree	u	rude
t	take	sh	shape	ü	tü (French)
n	nurse	r	row		
l	love	z	cads		
g	glove	c	cats		
k	cake	s	silk		
h	happy	y	yea		
		w	way		

## 2.2 pīnyīn 拼音练习 Phonetics Practice

We understand that part of a business persons' work is to manage other people. A good business leader has an excellent ability to motivate and inspire people. We choose positive words for you to practice pinyin. You will be very popular as you can speak so many nice words to Chinese people whilst conducting business.

The purpose of the following exercise is to practice reading pinyin, you do not need to be able to recognise the Chinese characters nor remember the sound of each word. Remember to enjoy your practice session.

1	积极	jī jí	positive
2	成功	chéng gōng	success
3	启发	qǐ fā	inspire
4	快乐	kuài lè	happy
5	热情	rè qíng	passionate
6	创新	chuàng xīn	innovative
7	高效	gāo xiào	effective
8	挑战	tiǎo zhàn	challenge
9	乐观	lè guān	optimistic
10	变化	biàn huà	change
11	坚持	jiān chí	persistence
12	合作	hé zuò	cooperation
13	帮助	bāng zhù	help
14	理解	lǐ jiě	understanding
15	鼓励	gǔ lì	encourage
16	欣赏	xīn shǎng	appreciate
17	兴隆	xīng lóng	prosperity
18	永恒	yǒng héng	forever

Pīnyīn 拼音 Phonetics Practice: 国家 guó jiā Country

yīng guó 英 国 UK Brave/hero/elite	měi guó 美 国 USA beautiful	fǎ guó 法 国 France lawful, model, standard legal
ào dà lì yà 澳 大 利 亚 Australia	Yì dà lì 意 大 利 Italy expect big victory	xī bān yá 西 班 牙 Spain west class teeth
dé guó 德 国 Germany virtuous, kind	rùi shì 瑞 士 Switzerland	hé lán 荷 兰 Holland
xī là 希 腊 Greece	dān mài 丹 麦 Denmark	hán guó 韩 国 Korea
jiā ná dà 加 拿 大 Canada	fēi lǚ bīn 菲 律 宾 Philippines	rì běn 日 本 Japan Sun origin sunrise
mǎ lái xī yà 马 来 西 亚 Malaysia	tài guó 泰 国 Thailand peace	yìn dù 印 度 India
mò xī gē 墨 西 哥 Mexico	bā xī 巴 西 Brazil	ā gēn tíng 阿 根 廷 Argentina
āi jí 埃 及 Egypt	wěi nèi ruì lā 委 内 瑞 拉 Venezuela	é luó sī 俄 罗 斯 Russia
yī lǎng 伊 朗 Iran	yī lā kè 伊 拉 克 Iraq	nán fēi 南 非 South Africa

Notes: When talk about people, Chinese simply put 人 rén after the country, like 中国人 Chinese people, 英国人 British people, 美国人 American

## 2.3 The Formation of Chinese Characters 文字欣赏

zhōng guó zì

中 国 字 (一)

An introduction to the meaning and logic behind Chinese characters.

Many Chinese characters have radicals, which are used for classification purposes in Chinese dictionaries and can also help to predict the meaning of an unknown character.

There are over 105 commonly used Chinese radicals, most of which consist of the semantic element of the character. For instance, the radical 氵 means water or liquid, and is used in other similar words such as river, sea, lake, alcohol, juice, soup, etc.

1	<p>kǒu</p> <p>口</p> <p>mouth</p>	mouth	<p>hē</p> <p>喝</p> <p>drink</p>	<p>chī</p> <p>吃</p> <p>eat</p>	<p>chàng</p> <p>唱</p> <p>sing</p>	<p>jiào</p> <p>叫</p> <p>call</p>	<p>pǐn</p> <p>品</p> <p>taste</p>
2	<p>shuǐ</p> <p>水 氵</p> <p>water</p>	water	<p>jiǔ</p> <p>酒</p> <p>wine</p>	<p>hé</p> <p>河</p> <p>river</p>	<p>hǎi</p> <p>海</p> <p>sea</p>	<p>hú</p> <p>湖</p> <p>lake</p>	<p>miǎo</p> <p>淼</p> <p>vast water</p>
3	<p>mù</p> <p>木</p> <p>wood</p>	wood	<p>chá</p> <p>茶</p> <p>tea</p>	<p>shù</p> <p>树</p> <p>tree</p>	<p>lín</p> <p>林</p> <p>forest</p>	<p>sēn</p> <p>森</p> <p>deep forest</p>	<p>kùn</p> <p>困</p> <p>difficulty</p>
4	<p>nǚ</p> <p>女 female</p>	female	<p>hǎo</p> <p>好</p> <p>good</p>	<p>tā</p> <p>她</p> <p>she</p>	<p>jiě</p> <p>姐</p> <p>old sister</p>	<p>mèi</p> <p>妹</p> <p>younger sister</p>	<p>miào</p> <p>妙</p> <p>wonderful</p>
5	<p>rén</p> <p>人 亻</p> <p>person</p>	person	<p>nǐ</p> <p>你</p> <p>you</p>	<p>tā</p> <p>他</p> <p>he</p>	<p>men</p> <p>们</p> <p>plural</p>	<p>rén</p> <p>仁</p> <p>kindness</p>	<p>zhòng</p> <p>众</p> <p>crowd</p>

## 2. 4 New Words and Phrases 词语

1	I	wǒ	我
2	you	nǐ	你
3	he	tā	他
4	she	tā	她
5	to be: am/is/are	shì	是
6	not	bú / bù	不
7	question word	ma	吗
8	day/sun	rì	日
9	small/little	xiǎo	小
10	also	yě	也
11	power	lì	力
12	male	nán	男
13	man (male-person)	nán rén	男人
14	Woman (female-person)	nǚ rén	女人
15	good person	hǎo rén	好人
16	adult (big person)	dà rén	大人
17	UK (brave/hero/elite-country)	yīng guó	英国
18	British (UK person)	yīng guó rén	英国人
19	USA (beautiful -country)	měi guó	美国
20	American (USA person)	měi guó rén	美国人

### Common Phrases 常用词语

21	How are you/ I am fine thank you /Hello (you good)	nǐ hǎo	你好
22	Goodbye/See you (again see)	zài jiàn	再见

## 2. 5. Sentence Pattern One: Who Are You?

### 1 Positive assertions 肯定句

When answering this question, we use ‘是 shì’ as a keyword and put it in the centre of the sentence. 是 shì means ‘to be: am, is, are.’

- |   |     |     |                  |                         |
|---|-----|-----|------------------|-------------------------|
|   | wǒ  | shì | zhōng guó rén    |                         |
| 1 | 我   | 是   | 中 国 人 。          | I am Chinese.           |
|   | I   | am  | Chinese          |                         |
|   | nǐ  | shì | hǎo rén          |                         |
| 2 | 你   | 是   | 好 人 。            | You are a good person.  |
|   | You | are | good person      |                         |
|   | tā  | shì | hǎo nán rén      |                         |
| 3 | 他   | 是   | 好 男 人 。          | He is a good man.       |
|   | He  | is  | good man         |                         |
|   | tā  | shì | zhōng guó nǚ rén |                         |
| 4 | 她   | 是   | 中 国 女 人 。        | She is a Chinese woman. |
|   | She | is  | China woman      |                         |

### 2 Negative assertions 否定句

Chinese people put 不 bú in front of the keyword 是 shì ‘不是 bú shì’ to make negative sentence: 不是 bú shì means ‘am not, isn’t, aren’t’

- |   |     |         |                  |                             |
|---|-----|---------|------------------|-----------------------------|
|   | wǒ  | bú shì  | zhōng guó rén    |                             |
| 1 | 我   | 不 是     | 中 国 人 。          | I am not Chinese.           |
|   | I   | not am  | Chinese          |                             |
|   | nǐ  | bú shì  | hǎo rén          |                             |
| 2 | 你   | 不 是     | 好 人 。            | You are not a good person.  |
|   | You | not are | good person      |                             |
|   | tā  | bú shì  | hǎo nán rén      |                             |
| 3 | 他   | 不 是     | 好 男 人 。          | He is not a good man.       |
|   | he  | not is  | good man         |                             |
|   | tā  | bú shì  | zhōng guó nǚ rén |                             |
| 4 | 她   | 不 是     | 中 国 女 人 。        | She is not a Chinese woman. |
|   | She | not is  | China woman      |                             |

### 3 Questions 疑问句

In this book we are going to introduce three ways to ask questions. The first way is to add '吗 ma' at the end of the sentence to turn the statement into a question.

tā shì hǎo rén ma  
Question: 他 是 好 人 吗? Is he a good person?  
He is good person ?

To answer the question, you can simply repeat the same sentence without the question word 吗 ma, or to give a short answer, use the keyword 是 shì (agree -yes) or 不 shì (disagree-no).

tā shì hǎo rén  
Answer 1 他 是 好 人。 He is a good person.  
He is good person

shì  
Answer 2 是 Yes.  
is

#### Cultural notes:

Chinese people always put '吗 ma' at the end of the sentence to form a question. This is different from English and therefore, when you talk with Chinese people, you need to learn to be patient.

### 4 Grammar Summary 语法小结

#### Sentence Pattern One: Who are you?

nǐ	shì	zhōng guó rén	
你	是	中 国 人 。	You are Chinese.
You	are	Chinese	
nǐ	bú shì	zhōng guó rén	
你	不 是	中 国 人 。	You are not Chinese.
You	not are	Chinese	
nǐ	shì	zhōng guó rén ma	
你	是	中 国 人 吗?	Are you Chinese ?
You	are	Chinese	?



## 5 Conversation Practice 对话练习

nǐ shì hǎo rén ma  
A 你 是 好 人 吗? Are you a good person?  
you are good person ?

wǒ shì hǎo rén  
B 我 是 好 人。 I am a good person.  
I am good person

nǐ shì zhōng guó rén ma  
A 你 是 中 国 人 吗? Are you Chinese?  
You are Chinese ?

wǒ bú shì zhōng guó rén  
B 我 不 是 中 国 人。 I am not Chinese.  
I not am Chinese

tā shì hǎo nán rén ma  
A 他 是 好 男 人 吗? Is he a good man?  
he is good man ?  
shì

B 是 Yes.  
is

tā shì zhōng guó nǚ rén ma  
A 她 是 中 国 女 人 吗? Is she a Chinese woman?  
She is China woman ?

bú shì  
B 不 是。 No.  
not is

### Grammar Note: Yes and No in the Chinese language

In the above sentences, you can use the keywords '是 shì' and '不是 bú shì' to mean 'yes' and 'no,' but '是 shì' does not always mean 'yes.' Which keyword you should use to give a short answer depends on the question.

As you will see in the chapters that follow, there are four sentence patterns that use different keywords.

## 2.6 Writing Practice 写字练习

The aim of this course is to help you to build strong foundation and have effective communication with Chinese people. Chinese characters are the basic foundation of building a house of Chinese. Practice copying characters is an effective way of memorising them.

Please try copying each of the characters below twenty times in the boxes provided. Remember the meaning and how to pronounce the words.

日 rì (day/sun)


小 xiǎo (small)


也 yě (also)


力 lì (power)


男 nán (male)


是 shì (am,is,are)


你 nǐ (you)


他 tā (he)


她 tā (she)


我 wǒ (I)


## 2.7 Making Sentences in Business Situations 商务中文

Let us practice sentence patterns with '是 shì' in a business context.

The purpose of the following exercise is to practice reading pinyin and to review the logic of the sentence pattern. You do not need to be able to recognise Chinese characters nor remember the sound of each word. Remember to enjoy your oral exercise.

### 1. Business Vocabulary 商务词汇

jīng lǐ 经理 Manager	zǒng jīng lǐ 总 经 理 General Manager	cái wù jīng lǐ 财 务 经 理 Finance Manager	rén shì jīng lǐ 人 事 经 理 HR Manager Human matter	xiāo shòu jīng lǐ 销 售 经 理 Sales Manager
zǒng jiān 总 监 Director General monitor	mì shū 秘 书 Secretary Secret book	zhù lǐ 助 理 Assistant	kuài jì 会 计 Accountant Can count	yī shēng 医 生 Doctor
gù wèn 顾 问 Consultant Look around ask	yín háng jiā 银 行 家 Banker silver firm expert	lǚ shī 律 师 Lawyer discipline expert	shè jì shī 设 计 师 Designer design expert	gōng chéng shī 工 程 师 Engineer construction expert
lǐng dǎo 领 导 leader	yuán gōng 员 工 staff	jiào shòu 教 授 Professor teach hand over	lǎo shī 老 师 Teacher old/senior expert	xué shēng 学 生 student

### 2. Key Sentence Patterns 关键句式

wǒ shì  
我 是 。 I am .....  
I am .....

tā bú shì  
他 不 是 。 He is not .....  
He not is .....

nǐ shì ma  
你 是 吗 Are you ..... ?  
You are .....

Discover your job title in Chinese and make two sentences to introduce yourself and your colleagues. When introduce others we use 这是 (zhè shì) this is.....

zhè shì  
这 是 \_\_\_\_\_ 。 This is\_\_\_\_\_.

## 2.8 Day to Day Conversations 日常对话

### Talk about Dates

#### New Words and Phrases

1	year	nián	年
2	moon/month	yuè	月
3	sun/day/date (formal)	rì	日
4	day/date (casual)	hào	号
5	sky	tiān	天
6	today	jīn tiān	今天
7	tomorrow (bright sky)	míng tiān	明天
8	yesterday	zuó tiān	昨天
9	week (star period)	xīng qī	星期
10	how many/how much? question word to ask numbers	jǐ	几
11	what date is it?	jǐ hào	几号
12	what day is it?	xīng qī jǐ	星期几
13	birthday (lit. birth day)	shēng rì	生日
14	restrict code	de	的
15	my	wǒ de	我的
16	your	nǐ de	你的
17	his	tā de	他的
18	her	tā de	她的
19	my birthday	wǒ de shēng rì	我的生日
20	How about you? (redirected question)	ne	呢

## 2.9 Numbers 数字

### Week

xīng qī yī	xīng qī èr	xīng qī sān	xīng qī sì	xīng qī wǔ	xīng qī liù	xīng qī tiān
星期一	星期二	星期三	星期四	星期五	星期六	星期天
Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday

#### **Note:**

In every day conversation, Chinese people use '星期天 xīng qī tiān' to say Sunday, and '星期日 xīng qī rì' in formal written contexts, such as calendars, newspapers, etc.

### Month

yī yuè	èr yuè	sān yuè	sì yuè	wǔ yuè	liù yuè
一月	二月	三月	四月	五月	六月
January	February	March	April	May	June
qī yuè	bā yuè	jiǔ yuè	shí yuè	shí yī yuè	shí èr yuè
七月	八月	九月	十月	十一月	十二月
July	August	September	October	November	December

#### **Grammar Notes:**

When talking about time 2<sup>nd</sup> January 2015, the Chinese sentence order is 2015 年 1 月 2 日. In Chinese, people talk about time going from the big to the small: year-month-day, AM/PM-specific time, hours-minutes-seconds. This thinking process follows the natural order: the year (2015) comes before the month (January); and the month comes before the day (2<sup>nd</sup>).

#### **Cultural Notes:**

The Chinese way of thinking is to explain the detail of the reason first, and then get to stating an opinion. In Chinese we say, 'because it is my birthday, I am happy' and 'because the new year is coming, I am happy.' For example; 生日快乐 shēng rì kuài lè (birthday happy) means 'happy birthday'; 新年快乐 xīn nián kuài lè (new year happy) means 'happy new year'.

#### **Let's sing the 'Happy Birthday' song in Chinese:**

zhù nǐ shēng rì kuài lè  
祝你生日快乐。 Happy birthday to you (repeat 3 times)  
Wish you birthday happy

N.B –see website [www.positivespeaking.net](http://www.positivespeaking.net) to listen to the song

## 2. 10 Conversation Practice 对话练习

### 1. Conversation: What's the date today?

nǐ hǎo

**A** 你好!

How are you?

you good  
nǐ hǎo

**B** 你好!

I am fine thank you.

you good  
jīn tiān shì jǐ hào

**A** 今天 是 几 号?

What's the date today?

today is ? date  
jīn tiān shì èr líng yī liù nián shí yuè bā hào

**B** 今天 是 二零一六年 十月 八 号。

today is 2016 year October month 8 date

Today is 8th October 2016.

míng tiān shì jǐ hào

**A** 明天 是 几 号?

What's the date tomorrow?

tomorrow is ? date  
míng tiān shì jiǔ hào

**B** 明天 是 九 号。

Tomorrow is 9<sup>th</sup>.

Tomorrow is 9 date  
zuó tiān shì jǐ hào

**A** 昨天 是 几 号?

What's the date yesterday?

Yesterday is ? date  
qī hào

**B** 七 号。

7<sup>th</sup>.

7 date

### Grammar Note: Open question

With an open question Chinese a question word (such as 'where, who, what, how many, how much') at the end of the sentence. You do not need to change the order of the sentence. i.e. 今天是几号? (jīn tiān shì jǐ hào) 'Today is what date?' means 'What's the date today?'

## 2. Conversation: What's the day today?

nǐ hǎo

**A** 你好!

you good  
nǐ hǎo

How are you?

**B** 你好!

you good

I am fine thank you.

**A** 今天 是 星期几?  
jīn tiān shì xīng qī jǐ

today is week ?  
jīn tiān shì xīng qī yī

What's the day today?

**B** 今天 是 星期一。

today is Monday  
míng tiān shì xīng qī jī

Today is Monday.

**A** 明天 是 星期几?

tomorrow is week ?  
míng tiān shì xīng qī èr

What's the day tomorrow?

**B** 明天 是 星期二。

tomorrow is Tuesday  
jīn tiān shì xīng qī yī ma

Tomorrow is Tuesday.

**A** 今天 是 星期一 吗?

Today is Monday ?  
shì

Is tomorrow Monday?

**B** 是

is  
míng tiān shì xīng qī tiān ma

Yes.

**A** 明天 是 星期天 吗?

tomorrow is Sunday ?  
bú shì

Is tomorrow Sunday?

**B** 不是

not is

No.



### 3. Conversation: Happy Birthday.

nǐ hǎo

**A** 你好!

How are you?

you good  
nǐ hǎo

**B** 你好!

I am fine thank you.

you good

nǐ de shēng rì shì jǐ yuè jǐ hào

**A** 你的生日是几月几号?

When is your birthday?

Your birthday is what month what date?  
wǒ de shēng rì shì yī yuè yī hào

**B** 我的生日是 1 月 1 号。

My birthday is 1 January.

My birthday is January month 1 date.

nǐ ne

你呢?

How about you?

You ?

wǒ de shēng rì shì jīn tiān

**A** 我的生日是今天。

My birthday is today.

My birthday is today

shēng rì kuài lè

**B** 生日快乐。

Happy birthday.

Birthday happy

xiè xie

**A** 谢谢!

Thank you.

thank thank

### Exercise

Please fill in the month and date to make a sentence of your birthday:

wǒ de shēng rì shì \_\_\_\_\_ yuè \_\_\_\_\_ hào

我的生日是\_\_\_\_\_月\_\_\_\_\_号。 My birthday is\_\_\_\_\_.

My birthday is \_\_\_\_\_ month \_\_\_\_\_ date.

## 2.11 Exercises:

1. Translation: Translate these sentences from Chinese into English

1. 你是中国人。 \_\_\_\_\_

2. 你不是中国人。 \_\_\_\_\_

3. 你是中国人吗? \_\_\_\_\_

2. Translation: Translate these sentences from English into Chinese

1. I am a good person. \_\_\_\_\_

2. He is not a Chinese man. \_\_\_\_\_

3. Is she a Chinese woman? \_\_\_\_\_

3. Please practice hand writing 10 Chinese characters:

是	你	他	她	我	日	小	也	力	男

4. Practice Dictation:

shì	nǐ	tā	tā	wǒ	rì	xiǎo	yě	lì	nán
people	big	central	country	good	mouth	king	sky	female	child

## 2.12 Achievements 学习成绩

Remember to always celebrate what you have achieved

(Unit One - Unit Two)

### Characters

人 大 中 国 好    口 王 天 女 子  
是 你 他 她 我    日 小 也 力 男

### Numbers

一 二 三 四 五 六 七 八 九 十

### Sentence Pattern One

你是中国人。

你不是中国人。

你是中国人吗？

Note:

So far we have completed two units. You could get an A\* if you can speak above one sentence pattern and recognise 30 characters.

### Common Phrases

nǐ hǎo 你好 Hello	zài jiàn 再 见 goodbye
--------------------	-------------------------

Chinese Ancient Wisdom (pinyin practice)

tiān shí    dì lì    rén hé

天时，地利，人和。

The Right Time, the Right Place and the Right People.

---Mengzi 350BC

## 2.13 Cultural Appreciation Notes 文化欣赏笔记

### The Chinese View of Money

The formation of the Chinese character for money 钱 (qián) has two parts: gold and knife. This is because money is considered treasure like gold but is also seen as a tool like a knife. You can use it for many purposes from preparing food for a family or to kill people. Therefore, how to use money wisely is a constant challenge over generations.



Confucius said the following regarding the value of money: Money is not a source of evil, even good moral people like money -- by getting it through the Right Way. 君子爱财，取之有道。

### How Chinese people address each other

#### Chinese name: Surname – Given name –Title

The principle is to follow the natural order: before I was born, my family name already existed; after I was born I was given a name that comes after my surname – after my surname so that I always remember where I come from. The title is added as I grow up and reflects my circumstances.

For example:

wēn	jiā	bǎo	zǒng	lǐ	
温	家	宝	总	理	Prime Minister Wen Jia Bao
warm	family	treasure	prime	minister	

surname: Wen is Chinese surname, it also means warm

1. **In formal business situations:** we address people by their surname followed by their title. For example:

Wáng xiān shēng	wáng xiǎo jiě	wáng nǚ shì
王 先 生 Mr Wang	王 小 姐 Miss Wang	王 女 士 Madam
King Mr/Sir	King Miss	King Madam

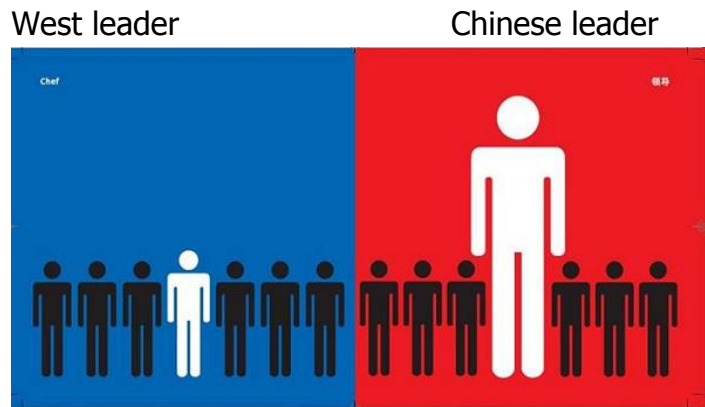
2. **For leaders:** We show respect by using peoples' job titles when we address them; for example, Manager Wang, Teacher Wang etc. Surname + job title

wáng jīng lǐ 王 经理	wáng lǎo shī 王 老师	wēn zǒng lǐ 温 总理
King Manager	King Teacher	Wen Prime Minister

3. **Colleagues at the same level:** may use affectionate terms such as 'little/young' or 'old/senior' when addressing one another. For example:

xiǎo wáng 小 王 Young + surname Young King	or	lǎo wáng 老 王 Senior + surname Senior King
--	----	---

4. **In international companies:** people learn from Western culture. Some Chinese people adopt English names. For those who don't have an English name, foreign colleagues may use the Western way to say their Chinese given names.



Call each other Given Name      Surname + title

5. **Given names:** may be used by parents addressing their children, or between couples and close friends.

However, the younger generation should not use given names to address someone of the older generation. They always need to address a person's title: older brother, older sister, uncle, aunty, grandpa, grandma.

When addressing their parents' friends and colleagues, they need to put the surname before titles, for example:

wáng shū shū 王 叔叔 Surname + uncle	wáng ā yí 王 阿姨 Surname + aunty
wáng yé yé 王 爷爷 Surname + grandpa	wáng nǎi nǎi 王 奶奶 Surname + grandma

# Classic Ancient Chinese Poem

## Tang Dynasty (618-907)

To practice reading pinyin, we will use a famous Chinese poem, "At Heron Lodge," written by the Tang dynasty poet, Wang Zhihuan. The poem describes The Heron Lodge, which is situated in Yongji County in Shanxi Province. The Tang dynasty is often referred to as the 'Golden Age' of Chinese literature and most Chinese today will be able to recite this poem from memory. We will learn to read one sentence each lesson, so that by the end of the course you are able to read the whole poem well and impress your Chinese friends and colleagues.

dēng guàn què lóu

### 登鶴雀樓

Climb Heron Tower

bái	rì	yī	shān	jìn
白	日	依	山	尽，
white	sun	close	mountain	end

huáng	hé	rù	hǎi	liú
黄	河	入	海	流
yellow	river	enter	sea	flow

yù	qióng	qiān	lǐ	mù
欲	穷	千	里	目
want	widen	thousand	miles	vision

gèng	shàng	yì	céng	lóu
更	上	一	层	楼
more	up	one	floor	tower



### *AT HERON LODGE*

Mountains cover the sunset  
And oceans drain the yellow river;  
But you widen your view a thousand miles  
By going up one flight of stairs.