



1. You've just arrived in China to spend your holidays, and you decide to go for a walk to discover the surroundings. Along the way you see Chinese toddlers wearing open-backed pants. What do you think the reason is?

- a) It helps children to stay cool
- b) It facilitates toilet training
- c) It is traditional children's fashion



2. You are visiting China during the summer. You are going for a walk at night, and you notice that the streets are less crowded than the previous nights and some people are burning incense on the side of the road. What do you think is going on?

- a) A celebration for the beginning of the Chinese year
- b) A prayer vigil for peace
- c) A festival to honor the dead



3. You're going to China to work as a nanny. The family picks you up from the airport and on the way home you try to say a few words in Mandarin. Their daughter looks a little confused and she starts laughing. Why?

- a) She's making fun of your pronunciation
- b) The Chinese consider it ridiculous that foreigners try to speak Mandarin
- c) You said something inappropriate



4. You are spending your summer vacation in Qingdao. You go to the beach and see most women wearing long sleeves and some are walking on the beach with umbrellas. What do you think is the reason?

- a) The wind is making them cold
- b) They want to avoid sunlight
- c) It is fashionable





ANSWER: C

2. It's the ZhongYuan Festival (Ghost Festival). In the Chinese culture, the fifteenth day of the seventh month in the lunar calendar is called Ghost Day. The month is called the Ghost Month, in which the dead are believed to visit the living.

This is different from the Qingming Festival (or Tomb Sweeping Day, which is a national holiday in Spring) in which Chinese families visit the tombs of their ancestors to sweep the graves, pray to their ancestors and make ritual offerings.



ANSWER: B

1. "kai dang ku" is a traditional garment used by children in China instead of diapers. They are pants with an open back that exposes the child's buttocks, and helps to facilitate toilet training. With the arrival of disposable diapers, it has lost popularity, but it is still common to find children wearing them.



ANSWER: B

4. In China, the colour of your skin can represent socio-economic status. Whiter skin is considered to represent wealth and beauty. So, most women avoid ultraviolet rays, especially in summer.



ANSWER: C

3. Chinese is a tone-based phonetic language, where a simple variation in your voice can mean something completely different from what you were trying to express. However, it is worth putting effort into learning Mandarin, because the Chinese are appreciative of those who try to speak their language.





5. You are an engineer hired by a new Chinese company. You get a call from your superior telling you to wait before starting. You notice that there is a table with a lot of food at the factory gate. What do you think will happen?

- a) A welcome session for new employees will occur
- b) A surprise birthday party will occur
- c) A ritual to pray for good deals will occur



6. You are a man visiting China and every time you meet another Chinese man he offers you cigarettes. You always refuse, saying you're not a smoker, but everyone insists. Why do you think this happens?

- a) It happens because smoking alone is not socially accepted
- b) It happens because it is a social courtesy, particularly between men
- c) It happens because it is a custom when greeting foreigners.



7. While walking through an upscale residential neighborhood you notice pairs of stone lions in front of many of the homes. What is the meaning of the lions?

- a) They are thought to protect the building from harmful spiritual influences
- b) Nothing, they are simply decorative and trendy architectural pieces
- c) They indicate that the owners of the home are members of the Lions Club.



8. You were invited to a Chinese wedding, and you give the bride and groom a card and a white envelope with money in it as a gift. When you offer the envelope, you realize that the bride and groom are a little embarrassed. Why?

- a) Offering gifts brings bad luck to the bride and groom
- b) Traditionally money is given using a red envelope.
- c) It is considered offensive to offer money to the bride and groom





ANSWER: B

6. Cigarettes are often exchanged as a social courtesy - almost like a handshake, especially between men. The practice of gifting cigarettes is rooted in Chinese culture and is found throughout China, regardless of economic or smoking status. Offering cigarettes, particularly from premium brands, is a sign of respect a status symbol, especially during holidays and special occasions.



ANSWER: C

5. Chinese people have a ritual when they start a new business to pray for good luck and prosperity.



ANSWER: B

8. In China, red envelopes filled with money are given as gifts. They are called "Hong Bao". Red is a traditional color in China that represents happiness and good luck. Traditionally brides wore red wedding dresses, but today some brides chose to wear western white dresses.



ANSWER: A

7. The lions are thought to protect the building from harmful spiritual influences and harmful people that might be a threat. There is a male and a female lion. The male has a ball under its paw and the female as a cub. Traditionally they were found in imperial Chinese palaces and tombs, but subsequently became popular throughout China, and in other parts of Asia.





9. You recently moved into to a new home in China. Your Chinese colleague offers you a mirror and says you should hang it outside, above the doorway. Why?
- a) In order to protect your family
 - b) For good luck
 - c) So that you can see when people are coming.



10. You arrive at a meeting 15 minutes late because of traffic. The receptionist at the entrance informs you that:
- a) They are waiting for you to start the meeting
 - b) The meeting has already started, but they are happy that you will join them
 - c) The meeting was cancelled



11. You and your Chinese friend are late for an important meeting. Your friend sees a rickshaw and decides to ask him for a ride to the train station. You are not sure if it is a good idea to take a rickshaw therefore...
- a) You refuse to ride in the rickshaw stating that you feel it is inhumane.
 - b) You ride in the rickshaw and compliment the driver for his good health.
 - c) You ride in the rickshaw, appreciating the driver's effort, and paying him generously.



12. You are engaged to a Chinese man. When talking about where you will live when you get married, he suggests that you:
- a) Live in separate houses
 - b) Get a house and live together
 - c) Live with his parents





ANSWER: C

10. There is a saying in China: “An inch of time is an inch of gold, an inch of gold can not buy an inch of time.” It's best to be in punctual when you meet Chinese people. It is polite to let people know when you are running late. Likewise, if you arrive too early an apology may be required depending on the situation.



ANSWER: A

9. It's believed that mirrors can ward off evil spirits, so hanging one above the doorway helps to protect your family.



ANSWER: C

12. In China sons are expected to care for their parents and it is common for parents to move in with their sons when they get married.



ANSWER: C

11. Rickshaws are still used throughout China and are a simple and ancient mode of transportation used for short distances. For many rickshaw drivers it is an important way of earning money to support their families.

In recent times the use of human-powered rickshaws is discouraged, or outlawed in many countries due to concern for the welfare of rickshaw drivers.





13. While you are working in China you realize that many children live with their grandparents during the week and are only with their parents on weekends. Why do you think this happens?

- a) Parents work long hours and do not have time to take care of their children
- b) Grandparents have more experience raising children
- c) Children are allowed to choose who they live with and they often choose their grandparents



14. You have been accepted into an exchange program at a Chinese university. It's your first week and you're feeling overwhelmed by the cultural differences, but luckily you were "adopted" by a buddy, a local student who helps you integrate into the culture. You feel grateful for the help and when you say goodbye you want to give them a hug. How does she react?

- a) They return the hug
- b) They seem uncomfortable
- c) They accept the hug, but are surprised



15. Your Chinese friend confesses that she wants to get married soon and asks you for help in applying to participate in a TV dating show. You are surprised at the method she has chosen to find a husband and wonder:

- a) If she just wants to be famous and appear on TV in order to make her friends envious
- b) If she feels that all the men she knows are not enough interesting enough for her
- c) If she wants to choose a wealthy man, that can support her and their future child



16. You were invited to dinner by Chinese friends at a restaurant. When the waiter brings the bill, they show their intention to pay. What you should do?

- a) Let them pay the bill
- b) Insist once or twice, but then give in and let them pay
- c) Don't allow them to pay the bill





ANSWER: B

14. Chinese are generally not used to touching, kissing, hugging, or pats on the back. Public displays of affection are not common. Chinese people express love and affection in other ways including through food.



ANSWER: A

13. Most Chinese work long hours in order to support their family and parents. Grandparents are responsible for raising their grandchildren, while parents sometimes spend more than 70 hours a week at work. Some parents also hire nannies to live with them. It is also common for wealthy families to send their children to live in boarding schools during the week.



ANSWER: B

16. Not allowing your host to pay the bill is considered rude and implies that he cannot pay. On the other hand, not even offering to pay the bill implies that your host owes you something. So, you should offer to pay, insist a little, but then accept that the host pays and say thank you, showing how appreciative you are.



ANSWER: C

15. It is common for people to consider financial repercussions over love when looking for marriage partners. Because there are far more men than women, marriage has become competitive. There are dating programs and TV shows where men reveal their job, income, finances, and whether they own a house or a car. Having strong personal finances gives prospective husbands a competitive advantage, because they will be able to provide a better life for their family.





17. You visit a client in the Chinese countryside to negotiate an important contract. What is the best way to close the deal?

- a) Close the deal during meeting the next day, because closing deals at the end of the day brings bad luck
- b) Close the deal during dinner, after a series of toasts
- c) Close the deal without further delay, as Chinese have no time to waste



18. You are spending your holidays at the house of a Chinese friend. When she introduces you to her parents, they make a small bow, bending at the waist and keeping their eyes downcast, avoiding looking directly at you. Why are they avoiding eye contact?

- a) They don't want to look you in the eye because they are suspicious of foreigners
- b) Avoiding eye contact is a way to show that they are humble
- c) They avoid eye contact and look down as a way to show their respect towards you



19. Your colleague at the Chinese bank where you are working is very excited because he has a date tonight. At the end of the day, his superior informs him that an urgent task has arisen and asks: "Are you free tonight?" How does your colleague respond?

- a) He cancels the date and work without expecting to be paid more for his time
- b) He informs his superior that he has dinner plans
- c) He asks the company to pay him overtime for the extra work



20. You live in China and have a four-year-old son. When you visit his classmate's house for a playdate your son loves his friend's favorite toy. When it's time to go home, he doesn't want to leave it and starts crying. How will your son's classmates parents respond?

- A) They will wait for you to convince your child to give up the toy, as it does not belong to him
- b) They will try to convince your child that he should leave the toy
- c) They will ask their son to give the toy to him





ANSWER: C

18. Many Chinese people stare at the ground during greetings as a way of showing their reverence or respect for you.



ANSWER: C

20. Chinese parents often ask their children to give away their favorite toys because they are embarrassed to say "no" to friends. Tolerance and sacrifice are two qualities of the Chinese that are instilled in them from childhood.



ANSWER: B

17. "Ganbei!" is the Chinese act of toasting. For every "Ganbei!" drink a shot, displaying your empty glass. You will be expected to toast to a series of "Ganbeis!." This is a common custom used to seal a deal or partnership.



ANSWER: A

19. Chinese culture is collective and people will do what is best for the group or organization. "Danwei" is the term used for workplace organizations that individuals have allegiance to. Many Danwei "take care" of their employees by giving them good working conditions. However, when there is an urgent task, the company "demands" that work be completed without the right to be paid overtime.





21. You're a backpacker traveling through China. You take a bus that is full and there are no places to sit. You notice that a less capable gentleman gets up to give you his seat. Why does he do this?

- a) He is being empathic because your backpack looks heavy
- b) He is behaving like a host, because you are a foreigner
- c) He is afraid of you because of your appearance



22. During a Chinese colleague's party, you chat politely with a group of people you've just met. After a while you realize that one gentleman refers to you as his friend. Why is he referring to you as his friend when you just met?

- a) He intends to further develop his relationship with you
- b) He is a little excited because he drank too much
- c) He is trying to help integrate you into the group



23. You are studying Mandarin at a Chinese University during your summer vacation. When you are on campus you notice a group of students wearing camouflage and doing military exercises. What do you think is happening?

- a) You think they are playing some sort of game
- b) You think they are preparing to enlist in the army
- c) You think it is a mandatory military training for Chinese students



24. You're in a souvenir shop and about to purchase an item. In front of you is a Chinese lady buying the exact same gift. When it is your turn to pay, the merchant asks you for a higher price than the price paid by the previous customer. Why does he do this?

- a) He is trying to trick you because you are a tourist
- b) He expects you to bargain the price of the item down
- c) He is giving locals a special discount





ANSWER: A

22. The word “friend” is commonly used in China. On a first date, Chinese people often refer to someone as their “friend” if they want the relationship to develop, or for something beneficial to come out of the relationship. Networking and building relationships is a key part of doing business in China. For example, a Chinese person may deliberately befriend a Westerner in order to practice English, get help doing business.



ANSWER: B

21. In China guests are treated with kindness and respect. Chinese people sometimes play the role of the generous friendly host, even in situations that do not require a host. Visitors (especially caucasians) are seen as guests of the Republic of China, and therefore Chinese citizens may feel obliged to behave like a host.



ANSWER: B

24. Bargaining is common in China, and is acceptable in most Chinese stores, except in those in which the goods have clear fixed prices. Try bargaining every time you shop, you might pay less and enjoy the fun of bargaining.



ANSWER: C

23. The students are taking part in a three-week summer program that students must attend at the beginning of elementary or high school in China. It aims to inspire patriotism, temper strong willpower, cultivate team spirit and collectivism. It helps to improve the concept of time and create good life habits.





25. You enter an elevator in a building in China and notice that it does not have the button equivalent to the fourth floor. Why?

- a) It was a mistake when they were assembling the elevator which was never corrected
- b) The fourth floor is a private administration area in all buildings
- c) The number 4 is considered a sign of bad luck



26. At the beginning of a business meeting with a potential Chinese client, what approach should you use:

- a) Get straight to the point and immediately start talking about business
- b) Make small talk about the weather
- c) Spend time talking about your family and asking your client personal questions



27. You heard by a third-person, that the young daughter of your Chinese friend has died. You are sad and decide to show your support by calling her. Among your best comforting words, you ask where and when the funeral ceremonies will be, so that you can send flowers. What would probably be her answer?

- a) Thank you, but don't worry, there is no need to send flowers
- b) Thank you, but no funeral ceremonies will be performed
- c) Sorry, but we cannot accept flowers from people who are not part of our family



28. After being invited by an old friend from the south of China, you decide to visit him for 15 days. You thought you would stay at his large house, but surprisingly he booked you a hotel nearby and paid for it. You are confused by its attitude as he lives alone and you're there to visit him. What was he thinking?

- a) He wants to stay safe from any potential viruses that you may bring from abroad
- b) He thought that you would prefer to stay in a hotel, in order to protect your privacy
- c) The house is in a mess and he doesn't want you to think that he's a disorganised person





ANSWER: C

26. Chinese executives don't like to do business with people they don't know. They consider it bad manners to start talking about business immediately. During conversations it is normal for personal questions to be asked, this shows a certain interest in promoting a relationship of trust ("guanxi").



ANSWER: C

25. Numbers are an important part of Chinese culture, which divides them into lucky and unlucky numbers. The number 4 is considered unlucky because its pronunciation is very similar to the word death. Although some people see this as a superstition, many people take it seriously. There is even a name for someone who has an extreme fear of the number 4: tetraphobia.



ANSWER: B

28. There is a big difference in habits between the north and south of China. In the south, most people visiting friends and relatives are not used to sleeping in other people's homes, and they prefer to stay in hotels. It's common and not considered rude. It can help the visit to be more pleasant for all parties, because it protects each others privacy.



ANSWER: B

27. The rules around death are important in Chinese society. Special attention is paid to the care of the dead and specific rules are followed. It is widely believed that bad luck will come to the family that does not honor these rules. Traditions can vary depending on the deceased's role in the family, their age, manner of death, or position in society.





29. You are travelling by train with your Chinese friend's family. It is a long 7 hours trip, and you are hungry. You invite the family to share a meal with you in the train's restaurant. How will the family respond?

- a) They cannot accept the offer because the food in train is really bad
- b) The mother will offer you food that she has prepared and will serve it hot to you right there in your seat
- c) They do not accept your offer because guests never pay for food while traveling with their hosts



30. At the beginning of June, you are on your way to work and you notice barriers set up, a crowd of people gathering, police everywhere and drones hovering in the sky. What's happening?

- a) The celebration of a national holiday
- b) University entrance exams
- c) It is the government leader's birthday



31. You're visiting China and a local Chinese friend invites you to assist to its school volleyball tournament finals. Your friend's preferred team is losing and there is one player that is not playing well, losing points and making too many mistakes. How does your friend behave?

- a) He tells the player to go home and train more, because the "luck" is not on his side today
- b) He cannot avoid to get irritated and shouts out some strong words to the player
- c) He bows to the player and reward him with positive words every time he makes a mistake



32. You invited your Chinese housemate to come with you to the Beijing Opera, but you don't know that she hates opera. How will she handle the situation?

- a) She will be direct and tell you that she prefers to go somewhere else
- b) She will accept, to be nice, but at the last minute she will say that an unforeseen event has arisen
- c) She will be a bit evasive and say it's not convenient, maybe another time





ANSWER: B

30. The Chinese education system is very competitive and requires students to take exams from an early age, culminating in the dreaded university entrance exam known as "gaokao." The tests are the culmination of a long and grueling process. Students spend their final year of high school preparing for it, some parents quit their jobs to accompany their children, or hire full-time gaokao nannies or tutors. Grades at this stage can dramatically influence a child's life trajectory.



ANSWER: B

29. It is common for people to bring food from home when traveling long distances. Sometimes, the meals make a considerable mess and bothering other passengers (noise, smells, hygiene, etc.)



ANSWER: C

32. The Chinese do not like to answer "no" directly because they know that denial can cause discomfort, which is very embarrassing for them. So, if you hear expressions like "maybe later," "we'll discuss more" or "it won't be very convenient" coming from a Chinese person, take it as a "no." Likewise, if you have to say "no," think of another way to say it, such as "maybe another time".



ANSWER: C

31. Praise is a form of spiritual encouragement, while being criticized is considered a shameful. One of the most important characteristics of Chinese culture is the concept of 'face' (mianzi), which refers to a cultural understanding of respect, honor and social standing. Actions or words that are disrespectful may cause somebody to "lose face" while gifts, awards and other respect-giving actions may "give face." Those who lose "face" (or social capital) hardly recover it.





33. You are studying at a Chinese friend's house. Her mother is very hospitable and invites you to dinner. For dinner, she serves a wide variety of dishes. What is the most appropriate way to show that you enjoyed the food and you're satisfied?

- a) Leave the plate completely empty
- b) Leave a little food on the plate and burp at the end
- c) Praise the food and ask can you take the leftovers home



34. You are teaching at a university in China. After a while, you notice that students never ask questions or say they don't understand the subject you are teaching. Why?

- a) They are uncomfortable with you because you are a foreigner
- b) They have difficulty communicating with you in English
- c) They are ashamed to admit they don't know something



35. You are spending a few days in a poor mountainous area in China. As a thank you for helping a lady who fell on the street, she invites you to visit her house the next day. When you arrive:

- a) They serve you a boiled egg with a small embryo inside to eat
- b) They offer you a small bonzai tree to take home
- c) You are received by the whole family on their knees



36. It's your first day of volunteering with a Chinese NGO. You go to the office, meet your colleagues and decide where you are going to work. While you organize your things:

- a) You hear someone loudly coughing up sputum and spitting it into the garbage
- b) You see two colleagues talking, while one of them pulls mucus out of his nose
- c) You see a colleague at the next desk cutting his nails





ANSWER: C

34. Chinese culture is influenced by Confucianism. One of the characteristics of this philosophy of life is a problem with “not losing face” (mianzi), a concept difficult to translate because it means “to be without a face or social image.” In order not to “lose face” no Chinese will confess that he does not understand what you are saying. Revealing ignorance is considered shameful.



ANSWER: B

33. In China, burping after a meal is almost like a complement to the chef, as it demonstrates the satisfaction of those who have just eaten. On the other hand, scraping the dish may seem offensive to the host, a sign that the host has not prepared enough. It is customary to always leave a little food on your plate to show that you are full and enjoyed the meal. If you eat all of your food your host will assume you are still hungry and that they haven't fed you enough.



ANSWER: A

36. In China, it's normal for people to spit in public. For the Chinese, this means that the body is being cleansed of impurities. They can spit on the ground, if they are on the street, or in the trash, if they are in the office.



ANSWER: A

35. "Maodàn" is a chicken egg fertilized with a developing embryo that is boiled and eaten from the shell. Depending on how far along the embryo is, the unhatched bird may come with feathers and a beak. It is a popular delicacy in some areas of China and is an affordable source of protein and calcium.





37. You are visiting China and after lunch you decide to go for a walk in the park and you notice that several people are sleeping on the benches. Why are they sleeping on benches?

- a) They are homeless people
- b) They were partying late last night
- c) They are taking a nap



38. You go to a salon to get your nails done. While you wait, the Chinese woman brings you:

- a) Hot water
- b) Sake
- c) Cold beer





ANSWER: A

38. Drinking warm water is common regardless of the temperature outside.
The Chinese believe that hot water is good for your health and drink it several times a day.



ANSWER: C

37. "Wǔshuì" - afternoon nap, is part of Chinese culture and is done almost religiously. From former emperors to presidents and employers, everyone embraces nap culture. There is a common saying "Zhōngwǔ bù shuì xiàwǔ bēngkuì" (at noon if you don't sleep, then after noon you'll crash). Lunch breaks of 1.5 hours for the combined lunch/naptime is standard. Chinese people improvise by napping in unusual places at work, at school, on the street, every place counts!

