

THE NANJINGER

NANJINGEXPAT

To Whom it may concern
I am writing to apply for the position of EDITOR. THE NANJINGER
I consider myself to be an adaptable individual, able to adjust to a
variety of different situations; if I want a bacon sandwich
with white bread but I've only brown in the fridge, I will happily
to eat the latter. I can also perform a variety of different tasks
at the same time, e.g. I can simultaneously watch TV and
drink a cup of tea.

I am detail orientated; never going out of the house wearing odd
socks, and always remembering to brush my teeth. My finely honed
editorial instincts are demonstrated by my knowing how to spell
complex words such as "eroceneous".
Through employing initiative, each morning I am able to independently
wash, dress and feed myself. I also conduct solo expeditions to buy
milk and newspapers, and often do the washing up without being
prompted by others.

I am a strong team player; through my regular participation in
pub quizzes I have helped win five competitions due to my
encyclopedic (another long word I can spell) knowledge of African
capitals. I'm able to easily consolidate professional relationships
that enhance my working performance, as a result of many years
of chatting to my mates in the pub (and doing the quizzes).
Finally, I'm able to bring strong technical skills to this position,
being familiar with the search function of Google. I'm especially
skilled at looking for shirtless pictures of Johnny Depp. I'm also
au fait with YouTube, and can find you a video of a cat within
five seconds. Ten seconds max if the internet connection is slow.
I hope you will consider me for this position,
Hannah Guinness



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THE NANJINGER

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Dear Editor

Re: Life On Two Wheels

We seem to read a lot about the disaster that is traffic in China. Much is made of cyclists and pedestrians who seem oblivious to the rules and dangers that surround them. I would like to put forward another opinion.

While walking or riding a bike is the much touted healthy option, what is sometimes forgotten is the opportunities both activities afford for a carefree existence that for many now is all but a memory. Indeed, ownership of a bicycle should be also a license to ride how you will, when you will, where you will.

No, it is the motorist in China who is the evil.

Remember, the law is on our foot powered friend's side too; China has not forgotten its heritage as a nation on two wheels in its laws that protect the pedestrian or cyclist, whatever the circumstances.

It may be chaos on China's roads, but it is the motor car that made it that way.

Yours,
Benjamin E. Morales

Dear Benjamin,

Thank you for your thought provoking letter. Your great insight has given us a fresh perspective in our analysis of the challenges posed daily by China's flow of traffic.

Presumably you also believe that we should have never come down from the trees, and that even the oceans were a bad move?

Ed.

Fly Like An Eagle

The Nanjinger is spreading its wings! After numerous comments from alert readers that much of our illustrious content is as relevant to English speakers in other parts of China as it is here in Nanjing, we're taking the plunge and packing off not insignificant numbers of magazines to numerous places in our own backyard in Jiangsu, as well as a few places slightly further afield. See the full list on page 3.

As the financial and economic crisis across Europe drags on with no end in sight, people are stressed over the social consequences of their country in meltdown, employment is fragile and the future undefined even for those lucky enough to have jobs.

In our neck of the woods, employees are stressed for altogether different reasons; those of being unable to keep up! How many of us juggle three jobs?

Many of our readers are leaders. Your leading by example is an essential ingredient to creating sustained high performance during tough times. We need you now more than ever.

Leave all that for tomorrow, give the worry a rest, put your feet up and enjoy our, as ever zany, look at the world of Human Resources. Just remember one thing: the buck doesn't even slow down here.

像雄鹰般 振翅翱翔

Nanjinger杂志正在丰其羽翼!无数有心读者评论说我们的杂志中很多非常不错的内容都跟中国其他地区说英语的人们有关,就像在南京一样。我们正冒险尝试派发一些之前剩余的前期杂志到江苏周边的许多其他地区去,其中包含少量偏远一点地区。详见第三页的完整名单。

欧洲金融危机看起来结束似乎已遥遥无期,这场浩劫所带来的社会后果就是人们为此倍感压力,工作朝不保夕,同时找工作的也都那么的前途未卜。

在我们附近一带,雇员永远都因为种种原因可能导致被炒鱿鱼而感到压力巨大。现在有多少人在同时应付三个工作的?请举手!

我们很多读者都是做领导的。你们的领导就是带我们度过这艰苦岁月的最持续高效的基本要素。我们现在比以往任何时候都需要你们!

为了明天,让我们放下一切,让困扰的心小憩一下。停住脚步,享受自我。一如既往的用诙谐的心态去面对。让我们来看一看世界人力资源领域。只需要记住一件事情——巴克永远不会就此放慢他前行的脚步。

THE NANJINGER

NANJINGEXPAT EDITORIAL TEAM



The Nanjinger is a publication of Nanjing Expat
Operated by SinoConnexion Ltd.
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VOZ Design / www.vozdesign.com
Publication Consultants:
Life Magazine Korean Information

The Nanjinger - Nanjing Expat
Volume #2 Issue #8 - HR
June - July 2012
Nanjing City
Jiangsu Province
China

Licence number

VOLUME #2 / ISSUE #8 / June - July 2012
南京权安 广告 苏印证: 2012-0043



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Introducing some of our contributors, writers and editors

Jochen Schultz has more than 10 years' proven management experiences at international training and universities. He has a deep knowledge in professional trainings, personnel and organizational Development and developing relationships with clients from all over the world. He is now the Managing Director in China for a German Training & Consultancy Company.

Jochen Schultz在国际培训和大学教育方面有着10年以上的管理经验。同时在专业培训、个人与公司发展以及如何与世界各地的客户建立良好关系方面具备相当深厚的专业知识。现今，供职于一家德国培训咨询公司，任中国区总经理一职。

Rick Staff is from the UK and has 20 years cumulative experience as a wine trader, taster, and writer and was editor of 'Superplonk', the UK's popular wine guide, prior to moving to Nanjing in 2008.

Rick Staff来自英国，有着二十年丰富经验的葡萄酒商人、品酒师、作家，并且是《Superplonk》的撰写者，英国很受欢迎的葡萄酒鉴赏家，于2008年移居南京。

Dan Clarke has spent the last five years teaching public speaking and dealing with Western culture to university and adult students. In his spare time he works as a freelance writer online, and has started his own life coaching business helping people all around the world.

最近之五年来，Dan Clarke教大学生与成年人演说以及了解西方文化。此外，他使用业余时间当网络作者，也创立了生命教练公司，给予来自世界各个国家的人服务。

Ronald Paredes is the personification of his motto "mediocrity is a disease we fight every day". The multi talented designer's work appears in the design industry's annual definitive overview of the state of art in web design, "Web Design Index by Content - Volume 5"

泉源本人即是他的座右铭“平庸是一种疾病，我们每天都要与之抗争”的现实化身。作为一位优秀的设计师，他才能丰富创意无限。其网页设计作品还被收入在了代表网页设计艺术成就的权威性行业年鉴内。《网页设计艺术指南—第五册》

Our Editor and Music Critic, Frank Hossack, has been a radio host and producer for the past 25 years, in the process winning four New York Festivals awards for his work, in the categories Best Top 40 Format, Best Editing, Best Director and Best Culture & The Arts.

贺福是我们杂志的编辑和音乐评论员，在过去的25年里一直从事电台主持和电台制片的工作。工作期间他曾获得过四次纽约传媒艺术节大奖，分别是世界前40强节目，最佳编辑，最佳导演以及最佳文化艺术大奖。

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The Gavel

LEGAL NOTES FROM THE NANJINGER
IN ASSOCIATION WITH PICOZZI & MORIGI LAW FIRM



WELL KNOWN TRADEMARKS, WELL COPIED?

■ Well-known trademark status was first defined in the original version of the Paris Convention for the Protection of Intellectual Property published on 20th March, 1883. Well-known trademark owners around the world benefit from relative advantages such as protection over classes of dissimilar goods or services for which the Mark is registered or used and third-party enterprise names. The company and domain name are also protected.

Well-known trademark status makes it easier for the owner to prove other infringements. Since 2001, revisions of the PRC Trademark Law have included many provisions clarifying the well-known Trademark recognition process, while there are two processes for recognizing and protecting these Marks in China.

ADMINISTRATIVE PROCEEDING: A formal request made to the China Trademark Office (CTO) during an administrative enforcement action, an opposition, or cancellation proceeding before the Trademark Review and Adjudication Board (TRAB).

COURT PROCEEDINGS: Those that occur during a civil trademark infringement action before People's Courts. According to article 13 of the PRC Trademark law, factors to be considered in determining a well-known trademark include reputation in the relevant public sector, duration of use, geographical scope of advertising and its history of protection as a well-known Trademark.


THE QUESTION IS, ARE THESE RULES ENOUGH?

It seems that recent trademark cases in China show how difficult it is to claim this right.

The Beijing No. 1 Intermediate People's Court rejected a request from Chivas Brothers, maker of Chivas Regal Scotch whisky, to stop a Chinese company from using a similar brand name for another business which produces garments, hats and shoes. In this case, Chivas Regal did not have enough evidence to prove that the whisky brand was already "well-known" in China before the registration of "Chivas Regal 88" in a Nice classification, of products other than beverage.

According to the judge, the company was also unable to prove that the design of its whisky brand was completed and unveiled prior to the time the Chinese company registered Chivas Regal 88.

To prevent trademark infringements, some companies pursue a multi-class registration strategy that involves the extension of the business and the scope of a company. Chivas Regal did not register their brand across multiple classes in order to protect the misuse of the brand in association with other types of products. Ferrari, on the other hand, prevents this problem by producing product lines other than cars, such as shoes and clothes.

Trademark protection strategy is a matter that any company should address both before and after entering in the Chinese market. Help is at hand with the Shanghai Municipal Measures for the Recognition and Protection of Famous Trademarks legislation that came into effect on 1st May, 2012, with the intention of guarding against the copying of well-known trademarks. 

Disclaimer

This article is intended solely for informational purposes and does not constitute legal advice. Although the information in this article was obtained from reliable official sources, no guarantee is made with regard to its accuracy and completeness.



POWER TO THE PEOPLE

By Thomas Hale
Illustration by: Ronald Paredes

GLOBAL WORKFORCE MIGRATION

A recent BBC Documentary, provocatively entitled “The Town Taking on China”, depicted the plight of an English manufacturing boss as he faced ever-increasing labour costs in China. Given that the cost of Chinese labour is spiralling upwards, the boss was forced to consider relocating his Chinese factory to another factory in his native Merseyside.

Most would consider it excellent news that minimum wages in China are rising, that labour is more and more protected and that opportunistic foreigners can no longer exploit a feudal wage-labour agreement. Yet, staying faithful to its anti-China bias, the BBC decided to make almost no mention of the murky moral questions surrounding a businessman’s success being built on the back of a typically oppressive Chinese factory and instead rattled on about how a small Northern town

now forms the only tangible barrier between China and global domination. To its credit, the show did briefly detract from this line of reasoning to depict, albeit in an entirely neutral tone, the sparse living conditions of the average Chinese labourer, and the familial and geographic sacrifices they had undertaken.

Yet there was an overwhelming sense throughout that the day-to-day existence of such people was more or less forgotten in the face of grand, idealistic and global movements; the hard line capitalist outlook that labourers represent nothing more than the sum of their labour was eerily omnipresent.

For the BBC, the human side came in at the Merseyside end, where jobs were created in abundance and people’s struggles with the frankly brutal realities of a day-to-day manufacturing job were highlighted.

THE CHINESE LABOURERS WERE HALF-FORGOTTEN, AND WHEN REMEMBERED, PORTRAYED AS SUFFICIENTLY STOICAL TO DEAL WITH ANY ADVERSITY.

The imbalance became clearer and clearer: where a Merseyside-teen squealed with agony over breaking her fourth nail that week, a Chinese mother-of-two quietly and uncomplainingly admitted she would have to wait months to save enough money to see her own children.

The threat of Chinese labour becoming too expensive to justify foreign investment is a new twist in international relations. On the other hand, the narrative encompassing the individual Chinese characters as little more than worker-ants is a familiar story, facilitated by a historically appalling attitude to labour rights in China.

Chinese labour is now one of the world's central clichés. When the graffiti artist Banksy designed an opening segment on the Simpson's, the viewer collapses through the couch into an underground lair where Chinese labourers, all of them malnourished and miserable, are forced to mindlessly manufacture Simpson's memorabilia. Such portrayals scarcely exaggerate the average impression of the realities of labour in China, and foster the widely-held belief that such conditions are unquestioningly accepted by a workforce weighed down by a deferential, Confucian heritage.

The stereotype of the Chinese labourer as uncomplaining - as having witnessed such immense political upheaval, war, and famine that a little overtime and very little pay are not really problems at all - is surely constructed in part to justify an oppressive capitalistic model. The reality is that a mere history involving a number of bad things has little effect on the need for basic labour rights. People don't actually turn around and say, "Yes, this factory is terrible, but at least I'm not in the middle of the Great Leap Forward", and then happily return to the construction of their 10,000th iPod that week.

In fact, Chinese labourers do complain. Changes in labour costs in China in recent years have largely been driven by the growing frequency of unreported strikes. Concessions made in terms of wages have generally been required to pacify an increasingly frustrated workforce. New labour laws introduced in 2008 require employers to pay overtime, provide insurance and give sacked workers one month of severance pay for every year worked. Such changes sound promising, but are often undermined by an inconsistent reality.

THE ABSENCE OF LABOUR-BASED TRADE UNIONS IS THE CENTRAL ISSUE HERE.

In many cases labourers are not even aware of their own rights, especially those migrant workers from the west of China who often lack a basic education. The All-China Federation of Trade Unions is quite simply not a trade union in the traditional sense; leaders are appointed by the government and rarely speak in the interests of a labour force to whom they have at most a peripheral connection. Independent trade unions are forbidden. Workers now realize the importance of this; at a strike at a Honda plant in 2010, one of the workers' demands was for the right to start their own, independent union.

Just as Thatcher and Reagan neutered their own trade unions through a deregulated, laissez-faire capitalism of the most liberal variety, so 21st Century China, profoundly and delicately regulated at every corner, similarly finds no place for labour-based power.

Absence of representation at the governmental level notwithstanding, a wave of strikes in 2010 exerted considerable pressure on both companies and legislative powers. The Foxconn suicides represented the most talked-about of labour-led disturbances, not least because of the moral outrage people felt when hearing of people living in custom-built factory-cities. Journalist John Lanchester recently noted the irony that, **IN SOCIALIST CHINA, SUCH ENVIRONMENTS REPRESENT WHAT MARX HIMSELF WOULD HAVE IMAGINED AS THE PERFECT EXAMPLES OF THE PROLETARIAT EXISTENCE**, where the labourer is maintained purely and entirely for the profitability of his sole possession: his labour. Yet environments such as these are fuelling increasingly furious resistance.

The pressure exerted by such events has reaped rewards. This year, minimum wages rose enormously. In Sichuan, for example, the minimum wage increased 23% on the 1st January of this year. By September, minimum wages will have risen by an average of 22%. Yet they are still low; the highest monthly minimum wage, in Shenzhen, is only 1320 RMB. A government reports anticipates a minimum-wage growth of 13% a year over the next five years. In percentage terms this is strong growth, but 13% of a small number is a much smaller number; percentages only work in relation to the existing figure.

For the government, the conflict here is ultimately between a need to pacify an increasingly restless and frustrated workforce with a need to continue to incentivize foreign investment. As a slump in foreign investment would spell even greater disaster for those labourers currently working for a pittance, the government's dilemma is very difficult to solve. Yet the prospect of a collapse is perhaps less likely than expected, even if minimum wages are hiked up and labour costs double or triple.





FT journalist Richard McGregor, in the aftermath of the 2010 strikes, admitted that he thought mass-relocation to Vietnam or other labour-cheap nations was highly unlikely given the costs in movement, the way in which China's logistical infrastructure is now so well-suited to manufacturing companies, and the inevitable inferiority of a Vietnam or a Cambodia in this respect. That said, manufacturing may simply return to its previous home. Vice-President Xi Jinping met Obama this year. Manufacturing and labour costs were evidently discussed; the day afterwards, Obama was in Milwaukee making a speech implying that American manufacturing was returning to the US.

ONE OF THE BIGGEST ISSUES FOR CHINESE LABOUR AND MANUFACTURING TODAY IS THE MIGRANT-WORKER PROBLEM.

Each year, at Spring Festival, around 100 million workers return home and many fail to come back. This problem is caused by farmers who must leave behind their families to raise money for their children's educations. Migrant workers have largely made China's dominance of global manufacturing possible. The lowest trough in American economic history – the Great Depression – is immortalized by the image of the migrant worker, a kind of Grapes of Wrath scene in which ruined families bleakly sit by the roadside.

The image of the migrant worker in the US is an undeniably tragic image. In China, migrant workers have driven growth and have often been associated, in general discourse, with progress and development. Yet now, the same kind of negativity seen in

depression-era photographs is increasingly associated with the Chinese counterpart. Again, the differing attitudes to migrant-workers in the US and China boil down to the very issue unwittingly raised by the BBC documentary, in which it is far too easy to forget the human-status of the Chinese labourer, or at least to undermine it in comparison to labourers in the West, because of the stereotype that misfortune is somehow easier to bear for the Chinese. The sooner this stereotype is exposed for the nonsense it is, the more seriously the voice of Chinese labour will be taken.

In a pivotal scene in the BBC documentary, the boss discusses wage rises with a member of staff. She demands a 50% rise. He looks flustered and stressed, and politely states this is impossible. She responds that she will happily go elsewhere if he does not meet her demand. The meeting ends with her walking out the door. The viewer is almost encouraged to sympathise with this poor, bedraggled, millionaire-boss and to see the labourer as the vehicle of greed. Such a sentiment would, obviously, be profoundly mistaken; the labourer herself is likely to be a figure separated from her family, sacrificing her own day-to-day life in order to provide some small financial contribution to the opportunities of her children. Yet the misplaced, implied greed is a small price to pay for the invaluable representation of a Chinese labourer as having some degree of autonomy and power over the might of a foreign investor, who finds himself increasingly helpless in a land where he can no longer profit from the financial and political poverty of his labourers. **NU**



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The Customer is
Never Right.

By Frank Hossack

We are now but days from the London Olympics. As many as 300,000 foreigners are set to descend upon the UK and in particular, her capital. For many, the journey to Great Britain is their first; to a place they studied in school, a former empire that has left a largely positive legacy, one that in the eyes of many across the world, is largely looked up to. That's all about to change, at least for the visitors to the UK during the 30th modern Olympiad. For it is inevitable that comparisons will be drawn between London 2012 and Beijing 2008. There are also lessons that perhaps can be learned by us, as Nanjing 2014 looms ever closer.

As with many of the challenges facing China, those relating to customer service often come down to the issue of populace. Hospitals are never happy places; a packed Chinese hospital is a model of how not to do customer service. However, if you are lucky enough to catch them on a quiet day (granted, this has only happened to me once in 19 years of living in China), you will find doctors who will treat you in a caring and dignified manner, often even stopping for a chat about the health of the rest

of your family. More often than not they are hindered from providing the kind of care over which most held lofty ideals while in med school by the simple fact there are 50 more people in the queue.

I've got more guangxi than you.

Ah yes, very possibly, but with who? Often merely considered a means to circumnavigate the system; a way to persuade authorities to look the other way, guangxi also comes into play in ensuring better customer service. Most of us buy things on a regular basis from our "little shop", usually located not far from the gate of the compound in which we live. The more often your visit, in addition to personal enquiries from the family of owners, the greater your line of credit. Indeed, after you have been known a while, perhaps six months or longer, same little shop will be happy to let you buy now, pay later. The bigger your guangxi, the better your customer service. They also know where you live.

This publication is printed not withstanding considerable expense. Each month, a nice injection of cash (and often additional customers) is received by The Nanjinger's printer, making him one little happy camper. Give him a call; he answers within two rings. Merely hint at the possibility of changing the paper we use, and next day shall arrive a hefty parcel containing sample books of papers from the world's top manufacturers. We get door to door delivery too. No more going to pick it up or heavy boxes for me.

The more remote from actual Point of Purchase, the more shoddy the customer service.

The same can probably be said of every nation in the world, although perhaps in China such proximity can often be measured in seconds. Likely the best case in point can be found in the real estate market. From the moment you step in the show-house door; very possibly a full year from the Point of Purchase, showered you are with little gifts, while the marketing video impresses with your new home's shiny Resident Service Centre plus security guards who man the gates 24/7, saluting as you enter. You subsequently hand over, for the sake of argument, ¥1 million. Then the cracks start appearing. Maintenance to your lovely new residence is virtually non-existent. There is no


Resident Service Centre; instead a largely vacant building management office, while those once upstanding security guards you now find accepting tips to let outsiders park their car wherever they feel fit.

Away from the very physical world of brick and mortar, the top results in an online search of the term "customer service in China" are all between two and five years old. While they reveal only stereotypical and ignorant foreign perceptions or numbing corporate policy, the fact the Internet produces nothing more recent serves to highlight the huge shift that has truly taken place in customer service in China. And perhaps the fact that no-one really knows what to write.

As the great leveler of playing fields, the Internet has done more than its bit in helping to give customer service in China a fighting chance.

Nowhere is one more likely to be ripped off than online, yet e-commerce giant Taobao pioneered a model that actually has the rewarding of customer service built into its very core. Not only do vendors have a points based reputation system (just as with Ebay et al), they themselves do not get paid by Taobao until you are happy and have confirmed that you have received the stated product.

Not only does the system guarantee great customer service, it has also conveniently created the Taobao "slush fund", comprising trillions of renminbi that at any given moment, sit in Taobao's account, paid in by purchasers, waiting to be paid out to vendors. The latter is keen that cash does not remain there for long, a fact which has in turn created the "kuaidi revolution". China has had courier services for decades, but they were slow and with little incentive to speed things up. Then came Taobao with which you can now very often buy something online in the evening and it will arrive at your door, all the way from Shanghai or even further afield, the following morning.

Now that's what I call customer service. Another four years of catching up, and the UK may be able to offer same. For while the Olympics in London may have difficulty in emerging from the gargantuan shadow of Beijing 2008, so it may also find it hard to shed an image of a country that insists we allow "four to six weeks for delivery." 



Help keep the young hearts beating...

The reality is, these children may not have survived if it weren't for the generosity of people like you.

97% of all money raised goes directly to paying for heart operations.

Hopeful Hearts assists in funding life-saving heart operations for local children.

These children have often been abandoned because of their condition, or come from a farming community where their family may have an annual income of about 1,200RMB.

Your time, talents and donations would be greatly appreciated in helping save the lives of more children like these.

For more information on how you can help, please email: hopefulhearts10@yahoo.com

www.hopefulhearts.info

YOU'RE ENGLISH TEACHER NOW OR DIDN'T YOU NOTICE?

By Doug Hughes

■ Congratulations on your new English teaching job! It's not easy to get a job in this economy, you know.

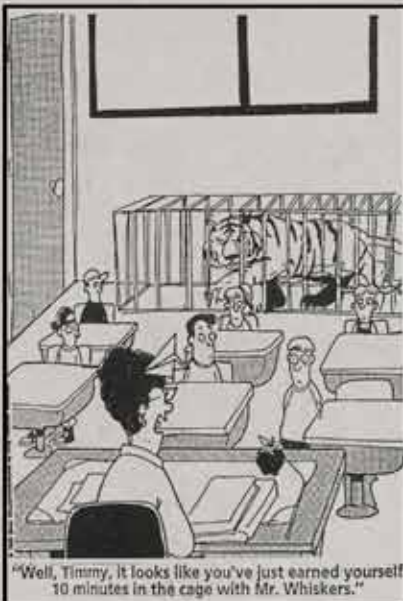
Wait, come to think of it, it was pretty easy. In fact, you were even offered the job in a bar. There wasn't even an interview. Some guy sitting next to you drinking a Long Island Iced Tea struck up a conversation and mentioned that his company was looking for another English teacher. When you said you were interested, he took

a photo of you with his cell phone and sent it to his boss. Before you had even told him your first name, the job was yours.

It is more than likely that you have just signed on with an edutainment company. Never heard of edutainment? These companies cater to parents who want to teleport their preschool-aged children into Sesame Street. They also have the resources to make it happen. You have just

become their new Big Bird. Like a beloved yellow Muppet, your main responsibility is to stand out like a sore thumb, generally captivating attention while children unwittingly learn English.

Want to know more about what awaits you this coming Monday? Perhaps you missed your new employer's recruitment advertisement on the Hello Nanjing website last month. For your benefit, we are reprinting it below:



Miracle English
The Best English Teachers
That South America Can Offer

**Your Kid Can Speak
English In Only
One Month!**

GUARANTEED!



YALEVARDFORD ENGLISH SCHOOL

IS LOOKING FOR NEW FOREIGN TEACHERS

The Position Is Full Time, 8 Hours Per Day

On Campus With 4 Hours Of Teaching.

Teaching hours are paid; hours in school purgatory are unpaid.

Qualifications

- The successful candidate should be identifiable as a "foreign" teacher at a distance of 20 metres. Applicants should include a photograph taken at this distance to demonstrate they have the physical appearance necessary to teach English.
- Singing voice and dancing skills are a must. Our ideal candidates are former X-Factor contestants, while Cabaret and/or Broadway experience is also a plus.
- Candidates should have a strong familiarity with zoo animals, colours, food, and international stereotypes associated with various cultures (e.g. Italians eat spaghetti, Americans eat hamburgers).
- Teachers need to have thick skin. We mean this literally. The children will occasionally bite and their parents are too important for us to fight back.
- Applicants should like children. Acting skills are considered to be an acceptable substitute for this qualification.
- All teachers will sign a Non-Disclosure Agreement concerning their weekend activities. If asked by parents what they did over the weekend, teachers must respond, "read three books and prepared for class".

Benefits

- A salary... What? That's it.

Location

We are located a 10 kilometre walk or a ¥40 taxi ride from the Xianlin Subway station. Since you live near Gulou, it will take you 2 hours to get to work each day. To set us apart from the competition, our school was built to resemble a French chateau. There is a moat surrounding the castle. We provide rowboats for the children and their parents. Teachers are expected to swim. We do not reimburse for travel costs.

Interested? Please text your photo to Apple or Cinderella (+86)51-TEACH-BS

Good Boss BAD BOSS

By Ronald Paredes

Ever an abstract concept, the line between good boss and bad boss is subject to several factors including culture, purpose, philosophy of the company and of course the viewpoint and expectations of employees.

In the socialist based model where workers are supposedly key to society's development and beneficiaries of the common effort, the position of "The Big Boss" is still one of which many are desirous. Within this hierarchical management (that most Chinese bosses are not ready to give up), there exists a vertical structure with yawning chasms between managers and employees in which bosses are unreachable entities guarded by jade doors. Aspiring to this kind of status remains encouraged and is very much considered a sign of success and strength.

The fact is that in a global and competitive market, where the importance placed upon every employee is relevant for the success of any company, this kind of management is unsuccessful and completely ineffective.

Such management is most probably to be found in companies where making money is the main and only priority. Herein are likely low ethical values, along with a despotic manager who enforces discipline by fear, exploiting his employees for long hours and making the most of their effort. By some such a person may be considered a good boss. This common situation is unfortunately nurtured by an over-crowded labour market with very few jobs in which no employee is indispensable.

In the other school of thought, any influential and successful manager will agree that one of the most valuable assets (if not the most valuable) of any successful company is its people. Matters it not their position or role in the workforce; from janitor to high level executive it is proven that grateful and motivated employees will devote themselves to the purpose of the company. This kind of good boss puts their efforts into creating a work environment in which people thrive, encouraged with acknowledgement, respect for effort and opportunities to develop; in the end, a place to which they do not feel the need to drag their feet every morning.

Having the good eye to hire the right people is a skill that you can master, but is even more important to develop managerial skills and create an environment that retains the good people around you, and this is not an easy task. Just as with the laws of attraction, your quality as manager will be measured in how your employees respond to you as a leader and by how much are they willing to make an effort for your cause.



Intern Slaves

A Major
Societal
Issue

By Michael White



In the English language, there exists a multitude of words and phrases that give meanings beyond their literal translations. Whether out of political correctness, subtlety or to increase appeal, people constantly use words that do not wholly mean what they say. People are not garbage collectors anymore, they are “sanitation officers”. Admitting to going to the toilet is far too bold, whereas a trip to the “restroom” is a much more dignified activity. And “life insurance” does nothing to ensure the customer will live, but trying to sell death insurance would be much too morbid and difficult. For these reasons and more, the word slave has been abolished in the 21st century. Instead, someone who works for absolutely no money is now known as an “intern”.

Gone are the days when the words “intern exploitation” evoked images of a dented presidential regime and a stained blue dress. Today the exploitation of an intern involves long working hours, unappealing and unrewarding tasks, as well as an overall lack of compensation for the worker in any way, shape or form. It is a pandemic of worker abuse that is sweeping across the globalized world. Companies, who are exploiting these people’s hunger for work experience to increase their employability, are taking students, recent graduates and experienced workers alike for a ride.

However, not all of the blame can be pushed solely on the companies and organisations exploiting these interns.

Some people would cite the difference between a slave and an intern as being will power. Slaves are forced to work against their will while interns choose to take on an internship. Yet things have begun to change and a vicious cycle is now developing. Many universities require students to undertake internships in order to complete their studies. The idea behind this is that the student will graduate with relevant work experience, thereby enhancing their employability. Therefore, these students are, in fact, forced to complete internships. That the universities often require students to show introduction letters to companies that state it is not

expected the student be paid does not help matters. Rather, it gives companies an excuse to not pay these interns where initially they might have. The issue is very similar here in China, as revealed by the case involving Foxconn, the company that produces iPhones. In early April it was revealed the firm was taking advantage of Chinese labour law that does not define the intern as an employee, implying that no payment is necessary. College students worked on the production line, having been told by their university that refusing the internship would result in them having to drop out, leaving them with little choice in the matter.

Universities and schools have been quick to defend their position on internships; employers and parents are crying foul over students graduating with little to no practical experience so internship requirements are designed to alleviate this issue. As well as that, informing potential employers that the students do not have to be paid is essential to ensuring that each student acquire an internship. Despite their desire to be portrayed as such, universities are not merely the helpless educators embroiled in this controversy. In the majority of cases, while these students spend their full time hours working for free with few other options of a second income to support living costs, they are also paying the university to carry out their internship. They are paying for a course where they spend no time on campus, receive no formal education and usually have very minimal contact with the university. For all intensive purposes, they are paying to be a slave.

What’s more is that at the end of an internship, by no means is a student guaranteed employment, either at the company they worked for or somewhere else. In many cases, a student will work three to four internships before acquiring a paid position. This is not surprising when the circumstances are considered. If a recent graduate applies for a position and are told that they are lacking practical experience but that an internship with the company will rectify the problem, of course the graduate will jump at the opportunity. Though due to the nature of internships, a contract is rarely signed and no

matter how good the performance of the intern is, they are never guaranteed a paid position. This leaves recent graduates with little other option than to continually take on internships until their wealth of experience is so comprehensive that they cannot possibly be denied a real job.

Yet even years worth of experience is no protection from the slavery that is modern internships.

The mentality that the suffering of an intern is reserved for university students is naïve and misinformed. Society's acceptance of unpaid internships as a form of work experience has led to an expansion in the demographics of those who take on internships. A lawsuit filed against Fox Searchlight for exploiting unpaid interns during their production of the film *Black Swan* included one plaintiff who was a 42 year old accountant with an MBA. In these tough economic times, more and more experienced workers are becoming interns not only to increase their level of expertise, but also in the hope that a paid position lies waiting at the end. To many, the thought of working for nothing more than experience is a ludicrous notion; work experience was a week spent stuffing envelopes in high school, not a few months of full time, full throttle work in mid-life. These thoughts and misconceptions however, are undermined by the growing trend of mature age internships. A trend that does not appear to be lessening anytime soon.

Of course, it would be remiss not to mention the fact that unpaid internships do have the potential to be very beneficial to the intern. So long as it is productive and not exploitative, an internship should stand the intern in good stead when they are finished and ready to begin applying for jobs. However, even if an internship is beneficial and productive, if it is unpaid, negative consequences still effect the wider population.

In the United States, Ross Eisenbrey, Vice President of the Economic Policy Institute, is lobbying to put an end to this modern day, First World version of slavery through the implementation of a

minimum wage for interns. Eisenbrey is uncompromising in his view on the issue, stating clearly that "unpaid work is exploitation" and labelling unpaid internships as a "scourge on the labour market". And he is very right in saying so.

The growth in the number of unpaid internships available and the demand thereof results in three major societal issues; lower level position jobs begin to shrink in number, the minimum wage gets driven down, and governments miss out on a great deal of tax dollars. It is simple logic. The more people there are who will take on low-level positions with no wage in exchange for experience, the less likely companies are to hire someone to do the same work in a paid position. The more people there are willing to work for free, then the less companies are likely to pay those who are lucky enough to be paid in the first place. And the less people there are in paid positions, the less tax revenue the government receives from both the employee and the employer alike. Suddenly, an entire economy can start revolving around slave labour.

The saddest and most interesting distinction between slaves and interns is in regard to motivation. There is an old adage that says there are two ways to motivate a donkey; with a stick or with a carrot. The former refers to the slaves of old, who were motivated to work through beatings with sticks and whips, and other cruel and horrific treatment. The latter is the motivation of the intern, who sees the career of their dreams dangling tantalisingly in front of them. They work their fingers to the bone for long hours, running themselves ragged just trying to reach the ultimate prize. But for many, no matter how hard they try, no matter how long they work, the carrot is always just out of reach. **N**



Michael White recently completed a two-month internship at The Nanjinger.



*The Home
of Genuine European
Cuisine in Nanjing*

*"Garden Party Specialists,
small medium and large,
for firms and families"*



From concept to dessert;
key solutions for memorable parties!
Studio 21 caters for all your private
and company functions with
a service at international
quality standards.

Contact Alessandro
For Your Tailor Made Party Proposal
At 13072525212 Or 86795269.

BLUE CHEESE BISCUITS



INGREDIENTS

2 cans Pillsbury Dough regular refrigerated biscuits
1/2 cup butter
4oz crumbled blue cheese

DIRECTIONS

1. Preheat oven to 350°F. Grease a 9x13-inch pan.
2. Cut biscuits in fourths and lay in pan.
3. Melt butter and blue cheese in microwave.
4. Pour over the biscuits.
5. Bake until brown.

It's more than just a cookbook...

It's a collection of wonderful recipes
from friends of Hopeful Hearts all round
the world.

Every recipe is written in both English
and Chinese. With over 190 recipes of
international cuisine you could be dining
in a different country every night!

(see next page)



蓝干酪 酥饼



配料

- 2 罐冷藏原味Pillsbury面饼
- $\frac{1}{2}$ 杯黄油
- 4 盎司蓝干酪，磨碎

制作方法

1. 预热烤箱至华氏350度。在9英寸x13英寸的烤盘上抹油，防止粘烤盘。
2. 把面饼切成四份，放在烤盘里。
3. 在微波炉里融化黄油和蓝干酪。
4. 浇在面饼上。
5. 烤至呈棕色。



It's more than just a cookbook...
It's a collection of wonderful recipes from friends of Hopeful Hearts all round the world.
Every recipe is written in both English and Chinese.
With over 190 recipes of international cuisine you could be dining in a different country every night!



News from EUCCC

The European Union Chamber of Commerce was established in 2000 in Beijing by 51 member companies based in China to give European business a common voice across different business sectors, nationalities and regions of China. Today the European Chamber represents over 1,600 members in seven Chapters across the country while the Nanjing Chapter was established in April 2004 and has currently 120 members. Every year in April the President, Executive Committee and local Boards of the European Union Chamber of Commerce in China are elected by and from its members.



In Nanjing the European Chamber creates value by providing support and organising a wide variety of activities for its members. Regularly scheduled meetings offer a platform to share information and experience with industry experts and peers in the fields of Human Resources, Sourcing and Finance and Taxation. With local government support, the Nanjing Chapter also organises regular meetings with government departments at both provincial and city levels.



"With the expansion of our activities to other cities in Jiangsu province we want to enlarge our service portfolio to the business community and we always welcome proposals for improvement. The satisfaction of our members is our greatest sign of success," emphasises Carlo D'Andrea, newly elected Chair of the Nanjing Board.

The European Chamber is continuously expanding its membership and is keen to warmly invite interested non-members to join the activities and learn more about the work of the European Chamber in Nanjing.

For more information visit our new website:
www.europeanchamber.com.cn



Fixing The Unfixable

By Frank Hossack

No matter the reason a business fails, each and every one has in some way a connection to Human Resources. Bad business plan? Insufficient research conducted. Failure to control cash? No training given to staff on how to persuade customers to pay sooner. Poor sales and marketing? Incorrect placement of staff according to their skills.

Seeping as it does into every facet of a business, the HR department becomes critical to its well being. If HR is really on its game, the rest of the organization can thrive. In an ideal world, HR management would have responsibility for designing the workplace structure and implementing programs that help increase employee motivation and productivity.

In the real world, very often people become HR managers with very little experience, candidates are hired for positions for which they are not qualified, hiring takes place based on *guanxi*, or there is a lack of understanding of the need for manpower plans to guide hiring.

Where these problems exist, it is also the job of the HR department to fix them. Couple this with the common mistrust of HR within in the workforce (the belief HR always sides with management) and a problem develops that is virtually insoluble.



The answer lies in training, feedback measurement, outside opinion and open discussion.

Every kind of workplace training requires HR planning since budget and company time are involved. Training is classically one of the most common HR issues as it is a necessary component of employee development. However, much of the value of training can be lost quickly unless its results are quantifiable. By first examining the company mission, vision and values inherent in its strategy it is possible to identify targets that training should meet. Therefore, one can measure development of strategy, retention problems and feedback to managers. Without feedback development is impossible.

The problem with traditional training methods is that of the knowledge and skills gained, 90% is almost immediately lost.

As a result we now have fashionable terms such as organizational development, change management and team building. Time to call in the experts; third party business advisory services, consultants and coaching companies that afford the firm innovative solutions as a result of their outside view of the difficulties, and with whom employees shall be more open in talking about problems that exist.

Hans-Peter Machwörth, Managing Director of MTI Consultancy, an international Human Resource Consultancy based in Germany, founded in 1989, spoke with The Nanjinger and outlined an interesting example of a creative panacea to a company's woes. A US company's European factory looked set to close. A workshop was set up, to which came without pay some 70 out of 350 employees who together helped forge a new plant culture. Through presenting the scenario that the decision had already been taken to close the plant, managers were forced to give fictitious interviews to the media by way of an improvised press conference. By compelling employees to envision and confront their feelings over the loss of the plant, each and every one walked away from the workshop permanently motivated to do better and improve internal communication.

Machwörth adds, "Pretty much all employees know what is wrong in their company, but they do not know a way to fix it. Or they believe it simply cannot be fixed. Often these are things that are not discussed. Only when it is put on the table can employees be open and say, 'yes - that is a problem.

What shall we do about it?" **NU**

Compare The Pair: Job Interviews in China vs the “West”

By Lauren Zammit, Emily McGlone and Snow Lee

It is obvious, particularly in Nanjing, that more and more foreigners are migrating from Western cultures to Eastern nations such as China for work purposes. Just as East and West differ in so many other aspects, differences in the workplace are also apparent. When applying for a job inside of China, as with every other aspect of this society, it is important to understand the “Chinese way”.

THE GREETING:

We have all been lectured on the importance of “making a good first impression”. In China, the way to do so is to greet your Chinese employer with the appropriate, respectful greeting. In Western societies, the universal handshake is an appropriate way to commence a job interview. In Chinese culture, however, the slight nod of the head or even a bow is also deemed appropriate.

THE INTRODUCTION:

In Chinese culture, the introductory process between candidate and interviewer is usually further prolonged. This process highlights the type of person the interviewee is. A candidate’s persona is of much importance to Chinese employers. Tea is sometimes offered to the interviewee. The atmosphere in which the interview is conducted is usually very calm and relaxed. In Western societies, the interview is more orientated towards the job itself and the candidate’s qualifications. The introductory stage of the interview is not held with as much importance.

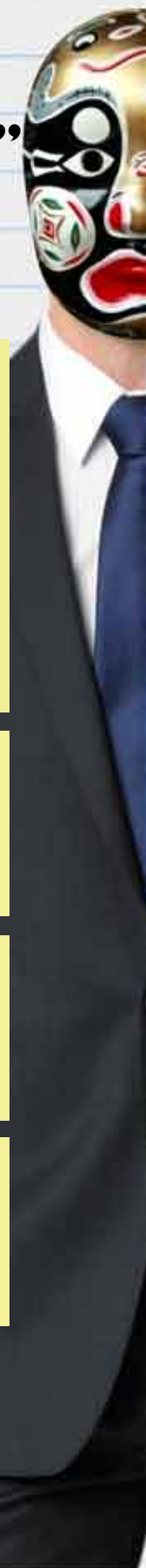
THE QUESTIONS: In Western societies, asking personal questions, such as marital status, age and gender are viewed as unprofessional and unnecessary. In contrast, in Chinese culture, this is socially accepted. Consequently, it is not very uncommon for questions about such topics to arise during a job interview. Chinese employers may also ask where your hometown is, as family and birthplace are both of very high importance and value to Chinese people.

THE BEHAVIOR: In accordance with Confucian belief, individuals should work with “justification, etiquette, honesty, and respect”. Many Chinese people try to live up to these characteristics. Therefore, it is advised that during a job interview, you should strive to keep your eyes low and speak with a calm, soft tone (no strength or aggression). Across different regions of China, these values can differ. For example, in West-Central China, politeness and modesty are very important. In South China, these assets are not as valuable.

THE DRESS CODE:

Generally, the job interview dress code is universal. The key difference between China and Western nations, however, is the Chinese dislike of certain colors, due to superstition and cultural belief. It is advised not to dress entirely in black or white to a job interview. Each of these colors symbolize mourning and ill fate. Interviewers do not wish to hire an “unlucky” member of staff.


As foreigners living in this very Eastern society, we should learn to embrace, overcome and grow accustomed to differences. It is important to pay attention to the small details that have greater meaning to the people who are the essence of this enchanting culture. **NU**



Blunders and Blessings;

Stories of the good, the bad and the outright horrific...

By Emily McGlone and Lauren Zammit



I'm sure we have all experienced it - the uncontrollable pounding of our heart, desert dry mouth and saturated palms. Whether it was during an important speech, or a result of an anticipated first date, at some point in our lives, nerves get the best of us all. Time for us to reveal the blunders and horror stories shared with us when we spoke with several expats (first names only!) about their job interview experiences. You thought your most recent job interview wasn't fantastic? Read on...

Interviewee on a badmouthing rampage.

Ross quit his company, as a result of mistreatment. "They would take time off of employee's shifts. They were cunning about it too. Getting us to work certain hours, that didn't involve breaks, and make us work 15 minutes overtime without pay". After he left this company, he went looking for another job. When asked about why he left his job at his prior company, our unfortunate interviewee went on a rant. He ended up spending the majority of the interview badmouthing his previous workplace. "And that really probably didn't come across too well with that potential employer; I did not end up getting that job."

Catching a Subway? I'm not impressed!

Ferris was previously an HR manager back home in the USA. "A girl had submitted an application to me. She was trying to convince me that she was a courageous person. This was supported by the fact that she overcame having to catch a subway in New York by herself. I'm very sure she would have fired herself!"

Snobby, Snooty and Stereotypical:

Susan was attending a job interview at an editing company. She had completed a good education, and was currently at Grad School. After revealing that she went to a small university, as compared to the job interviewer's preferred "larger university like Harvard or Yale" she came to realize that her potential employer was a living nightmare. "She was basically judging me based on the status of my school. My qualifications had nothing to do with it! I was like, what planet are you from woman?!"

Racist, Rude and Ridiculous!

Gilly is a British teacher who applied for an English teaching job in Guangzhou. After a phone interview, the company had a very good impression of her capabilities (partially due to her fluency and beautiful English accent). "It was only after I went to Guangzhou for an interview that the employers realized I she was of Asian heritage". This is not what they anticipated, nor desired. Consequently, she was denied the job!

Fear not! All job interviews fortunately are not as catastrophic. In fact, on the flip side of the coin, some interviews go so smoothly that it is unbelievable. Some lucky individuals are fortunate enough to have a job interview in which everything seems to just fall perfectly into place. We like to call it "a blessing interview."

They like what they see!


Rachel cites this example from her recent application for the job of English teacher in Nanjing. When I called, all they were interested in was where I worked, how my English sounded and what I looked like. They said that if I could send them a photo of myself, the job was mine...!"

Interview or job offer?

Frank tells us the story of his very first job interview, when he was 19 years old in his home country of the UK. "The interviewer took me for lunch, didn't ask any questions, just said 'this is the job, this is when we need you to start, this is how much we pay. OK?' I felt so confused I didn't have the nerve to ask, 'So you're basically giving me a job?' It took another letter (there was no email in those days) and the consequent wait of a week before I got the confirmation!"

It is impossible to predict the result of a job interview, so after hearing these stories, take this into consideration:

Expect the unexpected!

Predict the unpredictable! 

Survival Pack

In association with  LG Display, Nanjing

Tips & Tricks To Nailing The Perfect Job Interview

By Lauren Zammit, Emily McGlone and Snow Lee

- **"Job interview"**; a term intimidating enough to make your stomach lurch, and in reality with the potential to be an extremely nerve-racking and daunting process. The key to overcoming them though, is to be thoroughly prepared. Fortunately for you, this is achievable through the following of The Nanjinger's "Job Interview Survival Pack"

Smile on your dile

LGTIP: Smile regularly, but not too often. If you do, some interviewees may believe that you are not serious. No body likes a Cheshire cat candidate sitting directly across from them throughout an interview. Meanwhile, there is nothing desirable about a candidate who appears rigid and hostile. It is important to achieve a balance between being serious and friendly.

The power of punctuality

LGTIP: Be diligent and on time. These two factors are required in all jobs. Be on time for interview especially, as this will illustrate that you have good punctuality and time management. Do not find excuses when you are late.

Eyes are the windows to the soul

LGTIP: During an interview, it is important to maintain good eye-contact with your interviewer.

Individuals who maintain eye contact during an interview demonstrate confidence and focus. If your eye contact is averted, it may suggest that you lack confidence and social skills. Try to also avoid "staring" at your interviewer, a potentially intimidating act. You want to make the interviewer feel comfortable in your presence.

Good interview etiquette

LGTIP: Etiquette is vitally important - not just in an interview, but everywhere in the world. No one wants an impolite person in his office. Use your manners and polite language.

Opinion, then reasons

LGTIP: When giving your opinion on an issue, firstly state your opinion on the matter; then explain why you have this belief.

If you begin with stating your reasons (before your contention), your interviewer may not understand what you are supporting. As a result, they may tune out before you reach your conclusion.

The power of dress

LG TIP: It is repeated so much, that it is almost said to be a cliché. But it is of critical importance to “dress to impress” when engaging in a job interview. The purpose of a job interview is to sell a product; yourself. The first thing your employer sees when they interview you is the way you present yourself, and your attire. Therefore, it is essential that you make an effort to dress according to the style of for which you are applying.


Stop, breath, then speak

LG TIP: Make sure you pace yourself, and calmly present your responses.

Sometimes an interviewee can get ahead of themselves and start rambling when they are asked a simple question. Do not just mindlessly spout information. Take two or three seconds to think about what you will say, then speak your mind.

Be attentive and thoughtful. No nonsense!

LG TIP: Listen to every detail the interviewer provides. Consider your answer and the way you should carefully word it. An interviewer does not want you rambling about nonsense, despite how intelligent it may make you sound.

A job interview can make or break a person's chances at the career or occupation they desire. Often what keeps them from having a completely successful conversation with their potential employer is not understanding the small details that can boost their job interview performance. These tips can be the making of a great interview, so make sure to take them into consideration. 

Editors note: the above three articles were prepared by students of Nanjing International School during their Work Week placement with The Nanjinger and VOZ Design at the end of May 2012.

*Words by: Lauren Zammit, Mu Yen-Lee and Emily McGlone
Design by: Jessica Yoon and Miae Ha*

Bits of Chop

Welfare Secretary

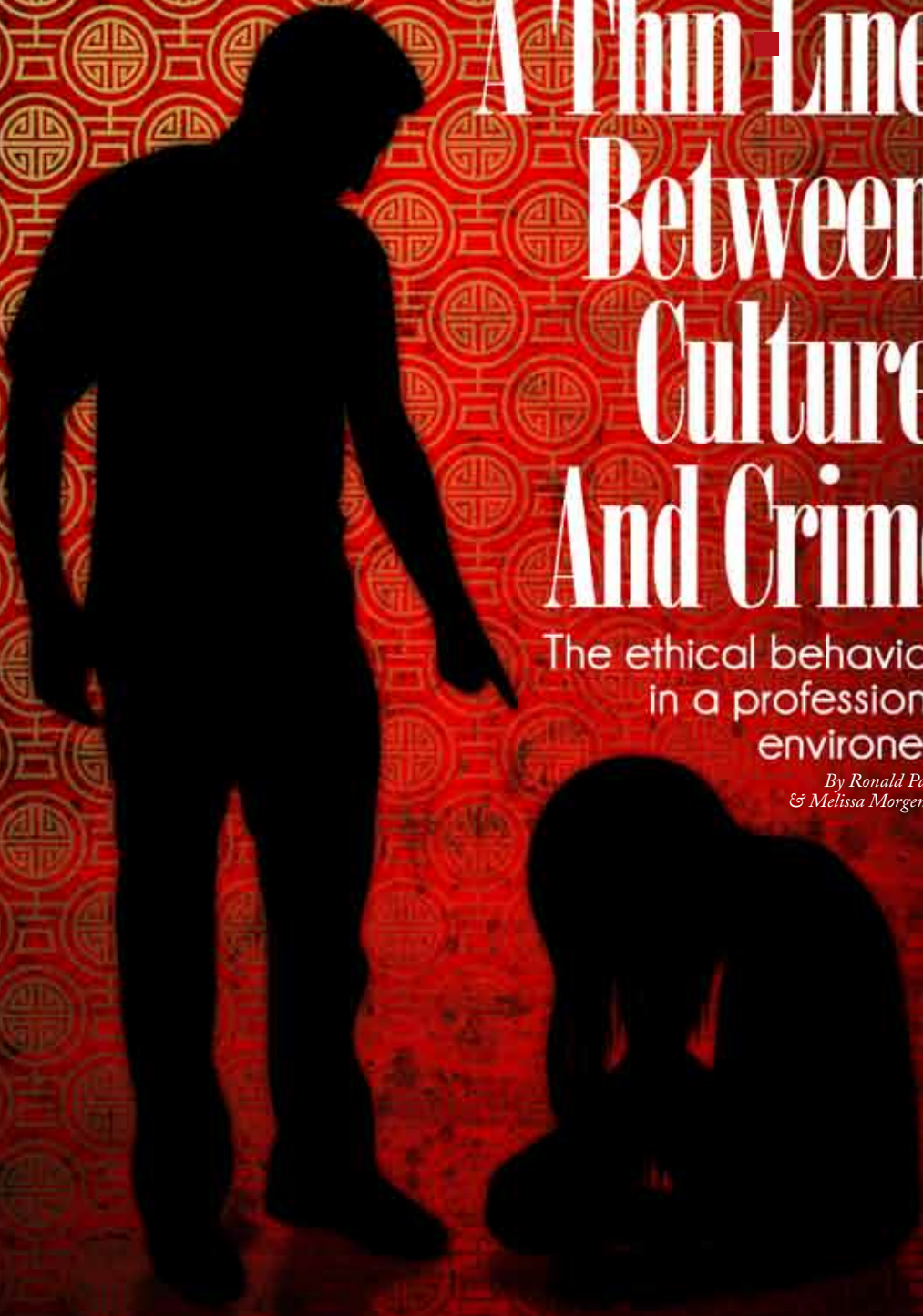
While to many the term "Human Resources" ominously suggests that employees are an asset or resource this creation of 1980s America has its true origins in industrialising Great Britain some 150 years prior.

The "Welfare Secretaries" of the late 19th Century were women charged with the protection of other women and girls. A reaction to the harshness of industrial conditions, their influence grew with the onset of World War I, as large numbers of women were recruited into the workforce while their men went off to fight.

The "Employment Manager" came into being in the 1920s, as economic and industrial output soared. They handled the needs of large factories regarding recruitment, dismissal, absences etc., and in the following decade helped implement a radical new strategy; employee motivation.

During World War II, the British government viewed specialist personnel management as part of a drive for greater efficiency in the production of munitions, an experience that was to prove that output and productivity could be influenced by employment policies.

By the end of the war, employment management and welfare work were integrated under the broad term "personnel management"; the seeds of what was to become the Human Resources profession.

A black silhouette of a person stands on the left, pointing their right index finger towards a smaller, cowering black silhouette on the right. The background is a deep red with a repeating pattern of gold-colored circular motifs, each containing a stylized cross or knot design.

A Thin Line Between Culture And Crime

The ethical behaviour
in a professional
environemt

*By Ronald Paredes
& Melissa Morgenstern*

“Women hold up half the sky” is a sentence attributed to Mao Zedong during the Chinese Cultural Revolution to highlight the importance of women in the construction of a new society. This statement came along with a new set of laws and policies that regulated appropriate conduct in a work environment with female colleagues along with their rights for equality.

On the other hand, “Women are the root and cause of evil” represents the subordination of women in China as rooted in Confucian principles which dictate that a woman has to obey her father before marriage, her husband after marriage, and her son after her husband’s death. Traditionally women in China were seen as an extension of men, as their servants and as potential objects of pleasure.

The term “sexual harassment” became a public concept in 1995. Ten years later, it became an accepted legal term, especially in reference to the Law of the People’s Republic of China on the Protection of Rights and Interests of Women. Article 40 of the Women’s Rights Law states that “sexual harassment of women is prohibited, and the victim is entitled to complain to her employer and the relevant government bodies”. In 2001, the first sexual harassment case in China involved a woman from Xi’an who brought the case against her boss who had pursued her sexually.

Local regulations can prove to be more detailed and substantial. In Shanghai, the Women’s Rights Meas-

ures include provisions prohibiting five different types of sexual harassment: verbal, written, image, and electronic message harassment. In Sichuan, a peculiar law forbids male political leaders from retaining female secretaries. While subordinates of political leaders in Sichuan are able to hire female secretaries, these subordinates as well as their employers are liable for any sexual harassment within the work place.

Women’s Watch China and the Beijing Zhonghe Women’s Legal Counseling and Service Center’ survey showed that 23.9 percent of survey respondents recognized colleagues who suffered sexual harassment, having either heard of or witnessed the incidents in question. 19.8 percent of respondents, most of whom were women, had suffered sexual harassment within the work place. Attacks usually go unreported; victims of sexual harassment are always afraid of reprisals from their superiors as well as the moral and social repercussions that this might bring.

Of the cases that are filed, the majority of claims are against colleagues at the same level within the workforce as opposed to employers or superiors within the company.


Another common practice in China that is less severe but equally degrading (and considered a crime in many countries) is exploitation and discrimination. In this case, women applying for positions as assistants, receptionists or secretaries are usually selected not for their skills or education, but for their good looks; being the youngest and

prettiest of the candidates. They are also likely single.

Very often HR agencies organise recruiting events where managers and CEOs have the chance to see and choose job applicants walking around in swim suits and dresses as in a beauty pageant.

Once hired these ladies are expected to conduct activities that are not in their professional contracts

such as dining with clients or business partners, travelling and in some cases providing other forms of entertainment. In most instances, they do so only under pressure or threat of losing their jobs or reprimand.

Nevertheless, the possibility remains that women who apply for jobs in such a way are putting themselves in a position where they consciously accept the possibility of sexual harassment but feel it is the most effective way to assure themselves a good position in a well established company that can provide financial security. No matter how China develops in the future, given the special nature and circumstances of sexual harassment, it is the victim who takes more than their fair share of any punishment. A price worth paying for a half-decent job? 

TIME TO KILL BE YOUR OWN BOSS!

By Melissa Morgenstern



I'm sitting in a room filled with so many Apple products that I feel like I'm waiting in line at the Apple store. A young Chinese girl sits across from me admiring her nails saying, "What am I going to do with you?" After agreeing to reduce my initial tutoring price by ¥100 an hour, I was told that I am to teach her English in her home for two hours daily for one month. She was wondering what to do with me after I had basically told her that she needs to grow up and stop acting as if the world, specifically the English tutoring world, revolved around her. I walked home shaking in rage after being treated like a dumb child, scolded for not agreeing to work to the bone for almost nothing. I realized the need to see myself as my own business. I knew that I had plenty to offer in terms of knowledge and services and that there was a market for my skills, but I had to figure out my own limits and boundaries, as well as how far I was willing to go for a paycheck.

Time/Financial Management

In terms of realising the true worth of your salary, you need to consider all your costs. When deciding to do part time work, it is important that the paycheck and the experience be worth your time and energy. Before deciding to take on the job, consider everything that is a (money and other) cost to you, such as preparation, transportation, personal/ cultural environment, co-worker attitudes, etc.

While assessing the time involved in working part time it is important to consider every minute from initial preparation to finally returning at home. Keeping a date book is a great idea, and recording small details such as price and length of transportation is essential for those individuals who have numerous sources of employment.

Recording these important details can give you an accurate picture of the time, cost, and number of “Plan Bs” needed for every work appointment. For those individuals who work from home, it can be beneficial to set up a separate work area and create a set of rituals that keeps you focused on the task at hand (my personal favorite is putting on my playlist of India.Arie songs while I work). Essential knowledge for those working in China, whether part time, full time, self-employed, or working for a company, is to understand the Chinese concept of time, or more specifically your “danwei” or company’s concept of time. Additionally, it can be difficult to maintain your sanity with a slew of cancellations, late appointments, as well as last minute calls or assignments; flexibility is essential to be able to work one’s way out of all sorts of employment conundrums.

Negotiating Skills

Negotiating your part time work conditions in China is quite similar to how most countries in the West mediate employment contracts. However, there are certain details that determine the difference between success and continuing to scroll the classifieds. In China contracts are

looked down upon due to their “suspicious” official character and are usually not used when negotiating one’s work agreement. Consequently, it is best to avoid asking about or bringing your own contract. If you feel that having something in writing is necessary, make notes of the details for your own personal records during the negotiation process. When deciding your pay, hours, place of meeting, etc. (this is especially important for English tutors/teachers), be sure to stand by your requirements unless you can afford to waiver, either financially or emotionally. While ¥50 less in pay may be affordable for some, working for 12 hours a day when you were originally planning to work for six hours can be far more trying. During your interview/negotiation be sure to understand every detail and any hidden catches before deciding to start. If necessary, write down your questions on a piece of paper before you even arrive for the first meeting. Hope for the best, be prepared for the worst, and come armed with your knowledge, your desires, and your limits.

Self Preservation

As one of my friends once happily exclaimed:

“There are jobs for everyone in China, no need to worry!”

This may honestly be the case for the majority of expatriates who come here searching for a bit of work. However, in a country where the market for expatriate work is so abundant, respecting one’s own limits and preserving the self is critical. One must be able to say “no” at the first negative feeling in relation to the position.

Whether you are looking for a paid or volunteer experience, it can be difficult to say no when you like the people who are asking for your time or (like myself) you guilt yourself into doing more than you ought. The nagging guilt can be especially crippling, but with the right balance between work and play, China will be your personal playground. While deciding between obligations to others and being true to yourself, make sure to leave time for yourself to have fun, improve yourself, or just watch YouTube. The amount of opportunity in China can be overwhelming, but while exploring this new frontier one should be mindful of one’s own needs.

What to do with your free time?

While plowing the classifieds daily can seem like an essential part of one’s day, earning a bit of extra income can at times be less valuable than gaining a new experience.

If your time is too short or your criteria cannot be fulfilled, padding your time with a new hobby or learning opportunity may be the better option. China is an especially great place to pursue newly discovered talents and acquire new skills and knowledge. China’s art, sport, technical, and social scenes make this country a great place to try things that you would not have thought to try at home due to funding, time, or any other reason. The true “China Experience” can be gained through working, volunteering, socialising, or learning. The real choice lies in whether you need a paycheck to accompany the experience or not. **NU**

EXECUTIVE COACHING

ENHANCING PERSONAL AND CORPORATE PERFORMANCE

With Jochen Schultz

■ Once associated with stigma ("Is your performance so bad that you need to be coached?"), Coaching has turned out to be a respectable and honoured symbol of success ("You are so valuable you get a coach?"). In its modern developed form it is understood to be an individual supporting process in which a coach helps a client ("coachee") to discover their own resources and options for reaching a certain target and then assisting the client to find ways to realize their potential.

THE REASON WHY AN EMPLOYEE IS BEING COACHED IS NOT THAT HE/SHE DOES NOT DO A GOOD JOB OR IS UNDER-QUALIFIED FOR THEIR POSITION.

Coaching is targeted at employees taking over new responsibilities in new functions; those facing a challenging situation or those in a change process. Coaching has gained in popularity during the past 20 years as companies find themselves with world-wide operations in which managers in demanding positions encounter new challenges in their leading of MNCs with a multicultural workforce. This does not necessarily mean that all of these executives need to be coached.

Who deserves a coach?

High-quality executive coaching is a large financial and man-hours investment; therefore companies should carefully select which of their employees are worth coaching. Before hiring a coach a company should take into consideration the value of this employee's performance as regards potential for the organization. In general, this includes top management plus young professionals with high potential; those whose performance can impact success and profit.

Secondly, companies should consider challenges facing the employee both now and in their future career. When promoted or displaced to another location with a new working environment and new colleagues with different mindsets the employee may feel overwhelmed. Coaching can help the employee adapt to these new working conditions and find ways to successfully manage themselves and others.

The willingness of the employee to be coached also plays an important role; a willing and motivated coachee, convinced that coaching can positively influence both their professional and private life, will see a vastly improved performance and individual growth over that of the coachee who has been forced into the program by his boss or HR department.

Besides coaching, there are various other ways to help an executive grow as leader. Sometimes it is not even necessary to hire a coach; high-level training, mentoring and management books are only a few of the helpful tools available. Nevertheless, the employee's own manager should also still act as a coach. Some managers give up this responsibility to hire a professional coach simply because it is convenient for them; however this might not always be a suitable solution for both employee and organization.

Last but not least, key people within the organization should be ready to support the coachee's effort to grow and change. When key leaders above or alongside

the coachee express doubts and are sceptical or uninterested in the coaching program, it will be even more difficult for the coachee to achieve their goals. Therefore the organization should ensure a supporting environment that makes coaching more effective and motivates the coachee to grow and close existing gaps.

The Benefits

When the conditions are right, coaching can be a highly profitable investment for a company; not only the coachee benefits but also the organization itself. Employees will leverage existing strengths and improve their performance. They will adopt and/or reinforce executive leadership competencies that are crucial to the company's culture. Enhanced career planning and development with an action-oriented plan will motivate an executive, tying them ever closer to their organization and position. Away from improvements to performance, coaching may also lead to changes in behaviour and attitude; if coaching is successful, the coachee will struggle less with their job and can create a better work/life balance. Such conditions will also positively influence the coachee's relationship to colleagues and employer; consequently improving the climate within the company.

For the organization this means a reduced turnover of staff and the retention of highly talented executive staff. An enhanced individual and organizational performance will improve organizational strength, making a company more stable and less sensitive to ever-changing external conditions and strong competition. A positive work environment enables higher productivity and better customer relationships that subsequently can make a difference in a company's profitability.

A greatly significant, little realized, additional and positive side effect of a coaching program is the impact it can have on a company's profile; an enhanced public perception and improved reputation within the industry can go hand in hand with coaching to make the most of every organization's valuable resources. **NIX**

See you back here for Section Head in the next issue of The Nanjinger!



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NUX



MTI
Passion to Perform

MTI continues to expand

MTI – New branch in Nanjing

For many companies China has developed into one of the most important markets in the world. But there are not only entrepreneurial success stories. Many international firms fail. The main reasons are an insufficient knowledge of the market or simply an under-estimating of local conditions and cultural differences.

Since 2002, Machwirth Team International has shown that it can also live up to its excellent reputation in China. The MTI offices in Beijing and Shanghai illustrate the degree to which the Team cooperates with local and international enterprises while accompanying them on their way to becoming more and reputable as a company.



In order to be even closer to its clients, MTI opened an office in the heart of Nanjing in June 2012. There, MTI will continue to offer its services that are tailored to local and corporate needs, while also meeting the highest international standards.

Main focuses are on:

- Leadership Development
- (Executive) Coaching
- Sales / Service Training
- Team Building
- Strategy Workshops
- Change Management

The office is led by Mr. Jochen Schultz, Managing Director of China, who is in charge of the business in China, Hong Kong, Japan, Korea, Mongolia and Taiwan.

Since 2011 Jochen has lived in China where personnel development and organizational development have become a strategic imperative for companies as the country endures a demanding and fast changing environment.



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China's reds (and whites) on the rise?

Rick Staff
with a remit to sniff, taste,
and spit his way around Nanjing
and disseminate the drinkable.

POINT SYSTEM
0-10 A WARNING
11-14 A Feasible Party Prop
15-17 Heartily Recommended
17-19 Exceptionally Good
20 The Apoogee Of
WINEEXPRESSION

Chinese palates are maturing rapidly and confidently, along with their wines. The fifth largest consumer market by volume, China is now the world's second largest grape producer after Italy and the sixth largest wine producer, bottling around 157 million cases a year. True, it is quantity over quality but not all of it is bad; some smaller wineries with a healthier ethos and better expertise than the state enterprises are increasingly being recognized for their quality. I can reveal that at a recent blind tasting of Ningxia and Bordeaux wines here in Nanjing, well, yes, we couldn't really tell the French wines from the Chinese. This of course could merely indicate that some French wines are just as poor as some Chinese ones.

Ningxia is undoubtedly one of the up and coming regions of China's wine scene but arguably also now one of the world's. Winemaker Emma Gao, embellished by a stint in Bordeaux, is gaining international respect at Silver Heights vineyard in the Mount Helan area of Ningxia. I found some of her progeny at New Old Wine World in New City shopping mall; Silver Heights 'Family Reserve' 2007 is a China-friendly (smooth) Bordeaux style with a mix of Cabernet Sauvignon, Cabernet Gernischt and Cabernet Franc grapes exhibiting silky textured blackcurrants against a backdrop of tamed tannins and green pepper notes, and in so doing, at ¥398, knocking many like priced AC Bordeaux into a cocked hat (15.5 points). My similarly graped Silver Heights 'The Summit' 2007 was smoother still where light acids and a medium weight make for a suave package of a variety of black fruits alongside nuances of wet leaves; good but its ¥598 (16 points).

Let us not forget the emerging Shandong, Xinjiang, Gansu and Shanxi provinces. Shanxi's soils on the middle reaches of the yellow river are home to Grace Vineyards, now very much on the global wine map. New Old Wine World houses a good show from Grace, of which the stand out is Tasya's Reserve Merlot 2008. A very Bordeaux take on the grape; serious, but not austere, having enough plummy structure for a satisfying engagement with the palate, it's a forthright wine for adults which should become more lithe in a few years and is a comparatively reasonable ¥199 (16 points). Vintage quality is very erratic in China, so be vigilant, my 2010 Silver Heights Family Reserve tasted at the Ningxia/Bordeaux showdown was disappointing and rated a good few points lower than the recommendation above.

Is the value there for Chinese wines?

Relative value is getting there, barring some irresponsible escapades, if you directly compare the Chinese Bordeaux style wines against your actual Bordeaux available here. However, it will be a long march to maturity; one frustration being the desire to produce facsimiles of red Bordeaux at this point because of the region's perceived status. China's soils could stand quite a few varietals and their food could certainly stand a few more with white wines from grapes such as Gewürztraminer and Riesling well suited to a lot of Chinese fare. This may change via the more prescient merchants, agents and growers, and if you can break the grip that the behemoths (Chang Yu, Great Wall, Dynasty) have on China's complex and expensive distribution network you have one big key to a change.

With 450,000 hectares of vineyards and an increasingly thirsty and sophisticated domestic market then the stage may well be set to, eventually, usurp the old aristocracies of the wine world. Watch this very big space. **NU**





By Nooz Phlannel

■ **B**eing Nanjingers especially, we have all heard all there is relating to Chiang Kai-Shek and the formation of The Republic of China. Getting beyond all this perpetual song and dance made the mission that lay ahead of me all the more enthralling.

Taipei is the economic and cultural hub of the energetic marine tropical realm that is Taiwan. Here I found the first of many pleasant surprises; streets that are remarkably clean and tidy although there seemed to be a distinct lack of convenient litter bins to hand. The cause of this hygienic phenomenon is an army of street cleaning vehicles that prowl the streets sweeping away waste with surgical precision.

Somewhat pronounced at night, the blur and whiz of gas-powered motorcycles can startle and stun as such vehicles race through Taipei's streets at a much faster pace than in most Mainland cities. As result, J-walking is seldom seen, pedestrian crossings are always respected and protective helmets are compulsory.

Taipei is perhaps one of the finest examples of modern city planning I have ever witnessed. A towering ring of mountain peaks overlook corporate skyscrapers and grandiose memorial squares. A visit to the famous 101 Tower Building is an absolute must and this one-time tallest building on Earth boasts incredible views of the city. Arrive just before sunset and be awe-struck as the city comes alive in a neon dazzle.

Taking a stroll around the Chiang Kai-Shek Memorial Hall is a real highlight while a variety of performances take place in the magnificent concert halls within.

Thriving shopping areas such as Ximen and the Guting university area attract the hip and savvy with fine eateries strewn amongst the bustling alleys and side streets. The Shilin night market is a superb opportunity to snatch a bargain buy or savor appetizing snack such as the famous Baked beef baozi. The Longshan area is also a great location for a peaceful stroll. The imposing and majestic Buddhist temple is free to enter and juxtaposed with a meandering labyrinth of shops and services that tantalize and tempt. For those who enjoy sampling unorthodox culinary delights why not try a Roast Snake Soup or for the adventurous male traveller a vial of snakes blood which apparently “boosts fertility”.

A plethora of bars and nightclubs are littered across the city but frequenting the nightspots of Taipei is not cheap and be prepared to take late night taxi trips to journey around. However the quality of music on offer is virtually unrivaled on China’s mainland.



La Caja de Musica and Revolver were particular favorites of mine; offering quality deliveries of various genres from reggae to minimal techno.

The public transportation systems of Taiwan are on the whole superbly efficient and cost-effective. From inner-city buses to fast-trains, airport coaches to the metro system, Taiwan really has hit high standards. Most transport methods offer bi-lingual assistance and are meticulously clean. However, it must be noted that all drinking and eating is strictly forbidden on public transport.

This can be slightly annoying on a long subway journey when a sip of water is beyond comprehension but all transport is well ventilated and astonishingly spotless.

Taiwan is a real pleasure to navigate and the people and places leave nothing but a positive impression on the visitor. Although venturing around the cities can sometimes be a little intoxicating and overwhelming, the island of Taiwan is definitely worth taking a chance on. The entire island experiences hot and humid weather from June through September but this is bearable especially for Nanjing natives.

Most refreshing of all, the quality of Taiwan’s air is astoundingly good. Even when enveloped by swarms of heaving traffic in downtown Taipei the air quality just seems unbelievably fresh. Taiwanese locals are also mainly accepting and not especially concerned with wandering foreign faces. It all adds to the relaxed demeanor and laid back vibe that is this breathtaking getaway. **NU**



I would like to apply as a teacher, my qualifications: an English passport, I want to be a teacher, my qualifications: an English passport, I want to be a teacher, my qualifications: an English passport, I want to be a teacher, my qualifications: an English passport.

Are you sure it is legal to work on a tourist visa?
你确定拿着旅游签证可以合法地工作吗?
Nǐ quèdìng nàzhe lǚyóu qiānzhēng kěyǐ héfǎ de gōngzuò ma?

Why do you want this job?
I don't but I want to stay in China.
你为什么想要这份工作?
其实我不想要, 我只想留在中国。
Nǐ wèi shén me xiǎng yào zhè fèn gōng zuò?
Qíshí wǒ bù xiǎng yào, wǒ zhǐ xiǎng liú zài zhōng guó.

The expression "laowai salary" can now be found in the Oxford English dictionary.
老外的薪水这个词现在可以在牛津英语词典里找到了。
Láowài de xīnshuǐ zhè gè cí xián zài kè yǐ zài liú jīn yǐng yǔ zì diǎn lǐ zhǎo dào le.

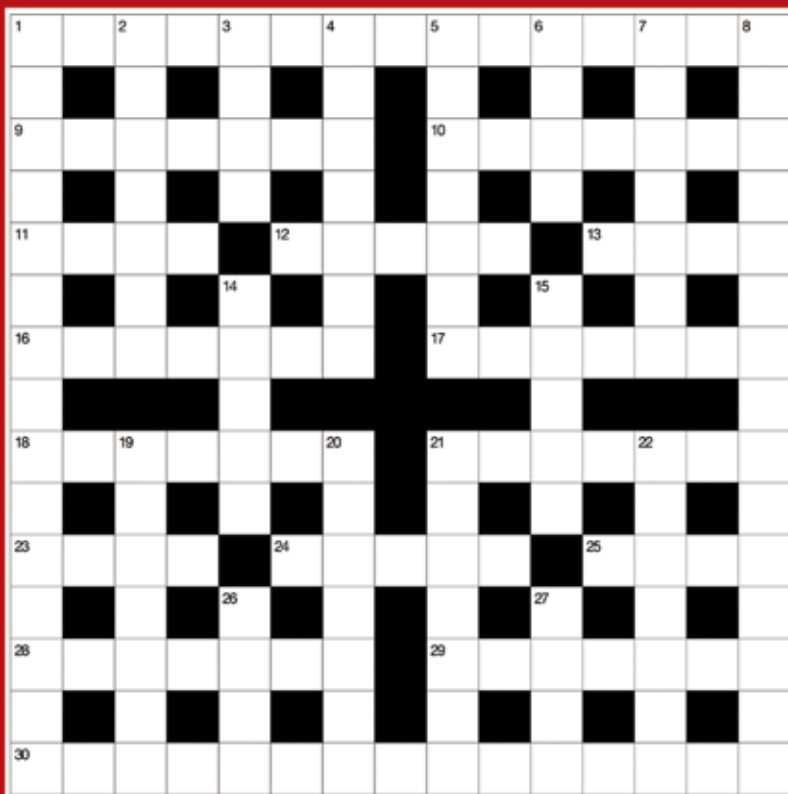
If you want a job go to China, Europe is dead.
如果你想要一份工作, 去中国吧, 欧洲没什么希望了。
Rúguǒ nǐ xiǎng yào yī fèn gōngzuò, qù Zhōngguó ba, ōuzhōu méi shé me xīwàng le.

I love being my own boss. I can decide when I work. But I did get burn-out syndrome from working all the time...
我很喜欢当我自己的老板, 我可以决定我什么时候工作。但是因为我一直工作, 我得了过劳病。
Wǒ hěn xǐ huān dāng wǒ zì jǐ de lǎo bǎn, wǒ kě yǐ jué dìng wǒ shén me shí hòu gōngzuò, dàn shì yīn wèi wǒ yī zhí gōngzuò, wǒ dé le guòlǎobing.

Getting a work visa for China seems about as easy as calling president Hu.
拿到一个中国工作签证是很容易的一件事, 就跟打电话给胡主席一样容易。
Ná dào yī gè Zhōngguó gōngzuò qiānzhēng shì hěn róng yì de yī jiàn shì, jiù gēn dǎ diànhuà gěi Hú zhǔxí yíyàng róng yì.

The Nanjinger Cryptic Crossword

By Adam Wilkie



Across

- 1 A set of instructions or a disciplined squadron (11,4)
- 9 An inexpensive cinema (7)
- 10 Shoe or coach disturbed this land (7)
- 11 Some barmaid expects help (4)
- 12 Strange, strange wider (5)
- 13 A river in drought, initially dry (4)
- 16 Humble cockney, in the ends of two points, falls (7)
- 17 The most one can make of two mothers about a team (7)
- 18 Wait from estimated time of arrival before London university initially twice backwards (7)
- 19 Order the ship to leave, to leave the stage empty (4,3)
- 23 Correct to buy goods on this? (4)
- 24 Definite article in alternative, alternative (5)
- 25 Some, just yesterday, had eye trouble (4)
- 28 Straighten out again, Mr Capone in rule (7)
- 29 Royal tower brother (6,1)
- 30 Time for river relaxation, according to the old song (6,9)

- 1 Back up for enterprises (15)
- 2 River up in from liberty (7)
- 3 Absorbed in complicated factor (4)
- 4 Horns for workers with the French king inside (7)
- 5 Meanwhile, the termini are faulty (7)
- 6 Par (4)
- 7 Mixture of two articles and a weight (7)
- 8 Neither a republic nor on this earth (7,2,6)
- 14 Found in 9 (5)
- 15 Be, was and is to a T (5)
- 19 A French length to free (7)
- 20 European country from the east in no disorder (7)
- 21 Some uncle, mentally calm (7)
- 22 American province on volunteer seaport (7)
- 26 Going up, eager to become a prima donna (4)
- 27 Were possibly a jug (4)

Down

TOP OF MIND

Every morning as the first part of our daily routine many of us work hard on what is the most important part of who we are, or at least who we want to be. Some people spend several minutes matching ties with the right shirt, making sure it goes with the right suit, and so on. In the case of the ladies this is a ritual that often begins the night before.

“IT’S ALL ABOUT THE IMAGE”

By Ronald Paredes

The importance of these personal ceremonies lies in the fact that at that moment we are in fact doing that most important of jobs; we are working on our own branding.

Every little choice that we make; from the way we dress and the way we talk, to how we communicate and interact with our colleagues, clients and customers, sends a message. We can actually manipulate in our favour how we are perceived and shape the way people think about us.

In a country such as China with her culture that puts so much importance on face (miànzi), branding becomes a very important aspect of our personal and professional life, especially in reference to our image and how people think of us.

It is well known how the world’s biggest corporations go to great lengths expending astronomical sums every year to advertise their products and services, but is not all about selling; a large portion of this budget goes toward development and maintenance of brand image. As living entities these corporations attempt to control every aspect of how people perceive them, their product and their services. Nobody wants a P.R. disaster on their hands; from which the costs of recuperating could be staggering with some companies never making it out at all. Consider the horrific recent examples that befell Toyota and B.P.

Image branding and Public Relations in China are still very under developed concepts; we have witnessed how for so many years the perception of Chinese made products has been less than favourable. Cheap copies, doubtful processing, low quality raw materials plus harmful chemicals additives etc., are all part of the same old story. The MO is always the same; the philosophy of producing more with less for the quick profit.

Such a bad perception is sadly hampering the efforts of other Chinese companies who are working hard to improve the quality of their products and services in order to compete in a global market where standards are much higher; it is a steep climb for them despite having products that are every bit as competitive and reliable.

In the same way that people, products, services and companies rely on branding campaigns to interact with their potential customers and shape their images to their exact and specific needs, so cities and countries also use such methods to influence the way they are perceived by their own citizens and foreigners alike.

Progress has already been made but still it remains imperative to remodel the way people think of China; after all we would prefer their perceptions to be that of a serious and reliable competitor. **NU**

In a future article we will delve deeper with an investigation as to how other cities and countries benefit themselves with a well conceived branding strategy.

In Conversation With...

Pop star-philanthropist

**HEATHER
SCHMID**

and her CEO,
Neuroscientist

**RAFAY
MEHDI**



■ **C**o-founders of Goddess Inc., a fresh blend of entertainment and charity, while staying at Hilton Nanjing as judges for the Charm Star Competition, on the branding of goodness through glamour and music.

RM: "We feel that content is missing in a lot of entertainment, and the content here is the values. If you have a daughter or a teenage kid, do you feel [it's] safe for them to go to that world of entertainment? We want to create a platform where you can go to that unsafe world, but now you have a choice to also use a safe model. With that in mind, we thought that we should go to the country where they value the content most. China seems to be a civilisation of content; it has a huge history, it has values, it emphasizes a lot on values, it emphasizes a lot on traditions."

HC: "I made my choice to come here. I was a Miss Millennium beauty pageant winner, travelling the United States as a pop singer. I made the choice that it wasn't who I was. The fact that I had trained for a 3 ½ octave range and the fact that I had a certain value system; I didn't want to be performing in Las Vegas everyday with all of the drama and self indulgence, that wasn't who I was."

These are the values that brought Schmid and Mehdi together and drives them in every facet of the operation of Goddess Inc.; from Heather's many live singing performances to their charity work, which has involved work with orphanages in China, earthquake victims in Pakistan and the new "Adopt a village" campaign.

HC: "I was at the Grammy's when Rihanna didn't come because her and Chris Brown got into that huge fight and he beat her up. And now, Rihanna and Chris Brown have a duet out two years later. What does that tell to the preteen who is in love with Chris Brown? 'Oh it's okay, it's no big deal.' Well not for me. And not that I want to be judgemental but I have morals, I have values. I think that as a recording artist I stick to my values. I come here because it's part of my value system, I associate with Goddess Inc. because I value that."

RM: "The consumer should have a choice where those values are preserved, where those values are glamorized. Glamour is a potion. You can put it on self-destruction or you can put it on preservation. You can put it on negative energy or you can glamourize positive energy. I think that you can make anything sexy to the human mind. The idea was; why can't we make good sexy?"

Find out more about this unique project at www.thegoddessinc.com. **NJ**

previews & reviews



Restaurant Review

Istanbul

Turkish Cafe

By Michael White

Chinese translation by Yolanda Tu

“Smoking or non-smoking?” is the first question we are prompted with as we enter Istanbul, a Turkish restaurant tucked away in a lane off Shanghai Lu (north end). Being a member of Generation Y, I'm not sure I've ever been asked this question, and it seems even stranger than being asked it in China. “Non-smoking”, one of my friends chips in before I have a total meltdown of the mind and soon we are seated, menus in hand, in the section without a haze of smoke or towering hookahs situated on the tables.

The menu is packed with all the Turkish goodies that set my mouth watering: dips, Turkish bread, kebabs, wraps and Turkish style pizza. Suddenly, in a daze of European/Middle Eastern euphoria we have ordered one of each to share between the three of us. Walking may be a difficulty after this meal.

When the eggplant dip arrives with six small slices of Turkish bread we feel vindicated in our decision to order an extra basket of bread. That is until, our dish of chicken sautéed with tomato, peppers and onion also arrives with a bonus basket. Nevertheless we begin tearing, dipping, dunking and smothering with a complete disregard for the meals we have to come. The sautéed chicken is delicious enough to be enjoyed on its own leaving us plenty of bread for the eggplant and yoghurt dip, which is anything but bland. Though by this point we were feeling slightly stuffed, the arrival of our mini kebab platter awakens a new hunger as well as a fresh topic of conversation: “If there was a kebab stall actually inside 1912, Nanjing would be absolutely perfect”. Thankfully for the sake of our already overloaded stomachs, there is a reasonable break between the kebabs and the pizza. The break is so reasonable that after a while we are forced to

inquire as to the whereabouts of our final meal. Our friendly waiter brings it out soon after and leaves it piping hot in the middle of the table. For those unfamiliar, Turkish pizza would best be compared to the Italian calzone and is a delectable combination of meat, cheese and spices that is the perfect round off to a meal of fresh and invigorating flavours.

We recline back in our chairs looking like three men in their third trimesters with gigantic satisfied grins on our faces. Those grins turn to looks of pure shock when our waiter brings out a serving of complimentary carrot dip and Turkish bread. He claims it is to make amends for the delay of the pizza, though I am sure this is some kind of sadism; forcing us to eat more despite our pain. We stumble out of Istanbul feeling very much like the glutton in that famous Monty Python sketch, but for us there will be no after dinner mint.

“你们抽烟吗？”当我们走进一个名为伊斯坦布尔，隐藏在上海路一条小巷子里的土耳其餐厅（靠北边）时被问到这个问题。作为一名Y世代^①，貌似还没人这样问过我，可是在中国问这样的问题似乎显得更奇怪。正当我莫名其妙时，“不抽不抽”，我的一个朋友已经插嘴道。我们就拿着菜单、被领到无烟区就座，这里自然不会有烟雾缭绕，桌上也没有放着高耸的水烟。

一看菜单，里面满是让人垂涎三尺的土耳其美食：各色的调味蘸酱，土耳其面包，烤肉串，卷饼以及土耳其风味的匹萨。就这样，陶醉在中东异域风情中的我们三个人愉快的决定将菜单里的东西都点了个遍。也许这顿饭吃完，就会撑的走不动路了。

茄子酱是与一小篮六片的土耳其面包一同送上来，那时我们还觉得再点一份面包也不为过。直到另一篮面包随着洋葱胡椒番茄鸡丁一起端上来，我们才知道自己错了。不管怎样，我们开动了，各种撕蘸泡爆，胡吃海喝，完全不顾下面还会有其他菜上来。鸡丁单独吃起来就已经很美味了，所以我们就把面包、茄子酱还有没什么味道的酸奶都扔在一边。其实差不多都开始觉得饱了，可是新上来的小羊肉串再度唤醒了我们的食欲，还引发了新话题，“如果1912里面有个烤羊肉串摊，那就完美了！”

幸好胃里的食物已严重超载，大家得以在羊肉串和匹萨上菜的间隙间合情合理的歇了一会儿。休息的很是时候，不消一会儿工夫我们又开始打听最后一道菜的下落。友好的服务生很快便把热腾腾的匹萨端上桌来。想要和不明白的人解释土耳其匹萨，可以把它比喻成意大利的半月匹萨。土耳其匹萨可谓是肉、芝士、香料三者的美妙结合，香料的运用更是提升了整个匹萨的口感。

我们懒洋洋地靠在椅子上，脸上流露出心满意足的笑容，就像三个已经熬到学年最后一个学期的家伙。

这时，服务生又端着胡萝卜蘸酱和土耳其面包向我们走来，大家都惊呆了。。他解释说这是为了补偿我们刚才等匹萨等了太久，但是我坚信这完全是种虐待。酒足饭饱之后，我们步履蹒跚的出了伊斯坦布尔的门，感觉自己俨然是蒙提派森^②剧中的饕客，可惜的是饭后没有薄荷。

注释：

①Y世代，是美国的一个世代名称，所谓的世代，就是指在某一时期内出生的一批人群，他们具有代表性的特色，与探讨的根基和影响力。Y世代这个名词被公认为美国人在20世纪的最后的一个世代，在这个世代诞生成长，进入青年期后，2000年就过了。同时另一个广义的Y世代，则包括了目前在25岁到5岁的美国青年、青少年、孩童。也就是西方世界通称的青少年族群。由于世代的年龄和族群定义不是透过正式官方过程来进行的，而是由人口学家、新闻媒体、畅销作家和书籍、大众文化行销、市场研究人员来主导，所以目前并没有精确的Y世代构成定义。但在许多不同小组讨论议题中，Y世代的相同范围多介于1978年到2001年之间。

②蒙提·派森（英语：Monty Python），又译为蒙提巨蟒、跽低喷饭，英国六人喜剧团体。他们的电视喜剧系列“《Monty Python's Flying Circus》”在1970年代风靡全球，并进而拍摄了几部经典的剧场版电影，包括《蒙提·派森和圣杯》（又译“巨蟒和圣杯”，Monty Python and the Holy Grail）、《蒙提·派森和布莱恩的一生》（又译“万世魔星”，Monty Python and the Life of Brian）、《Monty Python and the Meaning of Life》等等，前两部更是进入了IMDB网站前250的行列。

Istanbul Turkish Cafe 食正坊咖啡馆, 209 Shanghai Lu 上海路209号.

Tel: 83309030

Restaurant Review

Bringing the Silk Road to Nanjing

By Laura Helen Schmitt.

Chinese translation by Yolanda Lu



The “Silk Road Xinjiang Restaurant” instantly drew me in with its yellow glowing characters and the Arabic writing above, promising to take me on a trip to that part of China so resemblant of Arabia it is hard to believe the two are associated.

The smell of lamb meat greets you at the door, accompanied by atmospheric Uigur music and colourful decorations including camel statues and ancient-looking vases. It is exactly how I, as a person who has never been to the Western outskirts of the mainland, would imagine it.

Contrary to the outside of the restaurant, which gives no English indication of the food available here – which might be a reason to avoid it – the menu is not only made up with aesthetic pictures of the dishes but has English translations. Therefore, if you end up ordering specialities such as the Xinjiang horse intestines or the fried sliced deer with pepper, which interestingly tastes a lot like salami, you will not be doing it inadvertently.

For the more traditionally minded there is, as to be expected of a Xinjiang place, an extensive variety of lamb. The first page of the menu will immediately make your mouth

water with a delicious picture of the restaurant's signature – original boiled lamb chop, the speedy delivery of which impressed. For hot food lovers who are familiar with the spiciness of the lamb kebabs from street stores this lamb chop might be slightly lacking in chili. This is not necessarily to its detriment since this way you can taste the lamb's full flavour. Overall very enjoyable, but I would personally recommend the “stewed lamb with soup”, a tasty broth in which the lamb meat becomes wonderfully soft.

For non lamb lovers, there are a number of other options available including what I am convinced is the best aubergine dish I have ever had (it being my favourite vegetable, I have had quite a few). With the Yaozhu Eggplant Casserole, the cook, a genuine Xinjianger, has managed the unthinkable; an aubergine which is just oily enough to be soft, but that is not swimming in oil as many aubergine dishes, whether from China, Italy or Spain, tend to be.

After a finale of homemade yoghurt with Xinjiang raisins, only one question remains to be asked; Why go to the Silk Road, if the Silk Road can come to you? Just kidding of course; I would if I could afford it.

南京的丝绸之路

劳拉·海伦·施密特

丝绸之路新疆餐厅的阿拉伯文金色招牌熠熠生辉，仿佛把我带到了中国土地上充满阿拉伯风情那一块疆域，难以置信，中国和阿拉伯之间会有怎样的联系。

刚到门口，羊肉诱人的香味就扑面而来，动听的维吾尔族乐曲在空气中悠扬，各色装饰品骆驼雕像、古朴的花瓶……让人目不暇接。虽然没有去看过中国大陆西部的景观，能想象出来的也就是这样。

从外观看起来，这家餐馆应该不会有英文餐单，所以很多外国人往往会避而远之。可事实上，它家的菜单上不仅是中英双语的，而且每道菜都配有精美的图片。因此，你也不会在不经意间就点了譬如新疆马肠或者胡椒炸鹿肉片那些尝起来很像意大利香肠的特色小吃。

对于思想较传统的人，他们能想到的新疆美食就是各式各样的羊肉菜。菜单的第一页就有让人口水直流的图片——它家的原创招牌菜煮羊肉。餐厅上菜的速度之快令人印象深刻。对那些钟爱街头烤羊肉串的辣食爱好者来说，这道菜的辣味可能不够足。瑕不掩瑜的是你可以更充分的品尝到羊肉的味道，总的来说真的很美味，不过我个人更推荐羊肉炖汤，浸在美味的肉汤中，羊肉的肉质变的更加柔软了。

对于不吃羊肉的人来说，这里还是有很多其他菜可吃的，比如我吃到了有史以来最美味的茄子（茄子是我最爱的蔬菜，我吃的可不少）。厨师是位地道的新疆人，瑶柱茄子砂锅的味道在他手里就变的不可思议：菜的油度恰到好处，足够让茄子变得柔软；可又不像在意大利，西班牙或者中国的其他地方做的茄子那样，全都是油。

吃完加有新疆葡萄干的手工酸奶后，我只剩下一个问题：既然丝绸之路都已经呈现在眼前，那又何必还要去真的丝绸之路？开玩笑说，如果有钱的话我还是会去的。

Silk Road Moslem Restaurant 丝绸之路穆斯林餐厅,
260 Guangzhou Lu 广州路260号.

Tel: 83705680

Movie Trailer Preview

Prometheus

By Frank Hossack



- **“Alien”** from director Ridley Scott (1979) introduced us to the genre of horror sci-fi, and stands today as the best example thereof. Until now. For Mr. Scott has recently had other ideas.

Mr. Scott will also likely not forgive us for first referencing the sequel to his seminal work; “Aliens”. Yet its relevance is noted with lead character Ripley (Sigourney Weaver) in her nightmares of experiences on and above planet LV-426 with the Alien; she is out of her mind in terror when presented with the idea of returning to confront such places and beings.

Similarly, it has been 35 years since we were terrified by “Alien”. With his first return to the genre since Blade Runner (1982), many feel that with the creation of “Prometheus”, Scott is in the process of pulling off something of a miracle through a fascinating sub-prequel to the genre defining epic that goes down as one of the best movies of all time. Therefore, and given that at time of going to print our little DVD store had not yet the movie in stock, The Nanjinger felt it worthy to warrant a review/preview (we’ve no idea what to call it) of the trailer alone.

Assuming one has seen “Alien” (and you’re a relative sci-fi buff), this is a film to be viewed with caution. Extreme caution. The “I’m about to be more scared than I have ever been” kind of caution. Not only from our fear of the Alien, but also from issues of faith that their existence (in the movie) raises. Humanity is always most afraid of the unknown, and the assertion with “Prometheus” makes for an unknown with unlimited terror potential.

30-40 seconds into the trailer, one is starting to feel apprehensive; another 10 seconds makes us extremely uncomfortable. Elizabeth Shaw (Swedish lead Noomi Rapace) says, “Not a map, an invitation”, which, followed by Scott’s credit as director is likely to make us feel, “I’m not doing this. Not going there, again.” Yes, it’s that powerful.

Scott’s perfection takes over; choosing to black light the screen and highlight the audio (it’s the most sensory sense) with narrative treated audio-wise identical fashion to John Hurt’s words in the 1979 classic; “We have to go on. We must go on”. Our gut takes over from there. A silhouetted astronaut’s torch beam pierces the layer of mist protecting the alien eggs, and we’re ready to scream.

Shot in 2D and 3D on the Isle of Skye in Scotland, Iceland (best alien landscapes) and the world’s largest sound stage; Pinewood’s 007 stage outside of London, Scott likes it big. And realistic. He wants the actors to have to do as little work as possible. It also reduces the need for CGI, in turn creating a more believable environment.

Whatever happens with “Prometheus”, one idea will remain; that a revisit to “Alien” will serve to remind us of the scary perfection in both film-making and the Alien itself that defined our terror in the first place. A nagging thought remains; that Scott may not be far off; the updated plot could really represent our place in the universe. Now that’s scary stuff.

Through our views of only the trailer and other limited clips available online, we’re willing to bet that with “Prometheus”, Ridley Scott has defined a new genre of movie; not sci-fi, not horror, nor terror; but that of termination. That makes it, for now, the best movie trailer ever made.





"Rob Crook nervously visualizing victory while internalizing the BSN team mantra 'FRIM' - 'PONG' - 'FRIM' - 'PONG' "





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nanjing.hilton.com

The contemporary Hilton Nanjing hotel is part of Nanjing Wanda Plaza, a development of luxury shopping outlets, expansive malls, entertainment facilities and office towers. The hotel is a 2 min. walk from the metro, 20 mins. drive from the city center and railway station and 40 mins. from the airport.

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侵华日军南京大屠杀遇难同胞纪念馆

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86612230 / 86610931

Hours: Tue - Sun from 8:30 to 16:30

Located on a former execution ground and mass burial place of the massacre. Admission is free.

Rabe House 拉贝故居

1 Xiaofenqiao, Guangzhou Lu

小粉桥1号

Tuesday - Sunday from 8:30 to 16:30

The former home of the German Industrialist who saved thousands of Nanjing people in 1937 during which time the house served as a refugee shelter.

Nanjing Brocade Museum

南京云锦博物馆

240 Chating Dong Jie 茶亭东街240号

86518580 Hours: 8:30am - 5:00pm

Visitors can observe professionals working on wooden looms making the finest brocade on earth.

City Wall Museum 南京明城墙遗址博物馆

8 Jiefang Men 解放门8号

83608359

Long-gone city gates, maps and a full-scale model of the walled city. Captions in Chinese.

Nanjing Museum 南京博物院

321 Zhongshan Dong Lu 中山东路321号

Artifacts from Neolithic to communist.

Qingliangshan Park 清凉山公园

Guangzhou Lu, near the intersection of Huju Lu

广州路西端

A quiet park, once home to Chinese artists, that offers calligraphy and stone museums, as well as an art gallery and pottery studio open to the public.

Nanjing Science Museum 南京科技馆

9 Zijinhua Lu, Yuhua District

雨花台区紫荆花路9号

58076158

Hands-on fun and learning for kids. IMAX Cinema.

Gulin Park 桂林公园

21 Huji Bei Lu 虎踞北路21号

Gardens, paintball and BBQ plus a view of the city from the top of the TV tower.

Jiuhuashan Park 九华山公园

Beijing Dong Lu 北京东路

Climb to the top of the park to visit the temple and pagoda. A great way to get on the city wall for a scenic spot with gorgeous views of the city.

Zixia Lake 紫霞湖

A mountain fed lake in which you can swim. Please exercise with care - a number of deaths occur each year as a result of cramp brought on by cold currents flowing into the lake from deep inside the mountain.

Nanjing Hongshan Forest Zoo

红山森林动物园

101 Heyan Lu 和燕路101号

Underwater World 海底世界

South side of Purple Mountain

中山陵四方城8号

8:30am-5pm

Xuanwu Lake Park 玄武湖公园

1 Xuanwu Xiang 玄武巷1号

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6 West Songhua Jiang Jie,
Jianye District (near Olympic Stadium)
南京市松花江西街6号, 建邺区, 靠奥体北门
(中华紫鑫广场北面) 金陵中学实验小学内
8669 6778

Nanjing International School 南京国际学校

8 Xueheng Lu, Xianlin College
and University Town
仙林大学城学衡路8号
85899111

Novas Education Management 诺瓦斯国际

2405, Building A, New World Centre,
88 Zhujiang Lu
珠江路88号新世界广场A幢2405
68858565

Foreign Trade & Economic Development Agencies

Australian Trade Commission 澳大利亚贸易委员会南京代表处

1163, 11F, World Trade Center, 2 Hanzhong Lu
汉中中路2号金陵饭店世界贸易中心11层1163室
84711888 -1163

Netherlands Business Support Office 荷兰贸易促进委员会南京代表处

Suite 2316, Building B, 23/F, Phoenix Plaza,
1 Hunan Lu
湖南路1号凤凰国际广场B楼23层2316室
84703707

Baden-Württemberg International 德国巴登符腾堡州国际经济和科技合作协会

7-3 Dabeixiang Meiyuan Xin Cun
梅园新村大悲巷7-3号
84728895

China-Britain Business Council, Nanjing 英中贸易协会南京代表处

Rm 2514-2515, 50 Zhonghua Lu
中华路50号2514-2515室
52311740

European Union Chamber of Commerce 中国欧盟商会(南京)

30F, 1 Zhujiang Lu 珠江路1号30层
83627330

Nordrhein-Westfalen Business Partners 德国北莱茵威斯特法伦州经济促进局驻华

南京代表处
50 Zhonghua Lu 中华路50号
52270000

Language Training

Alliance Française de Nanjing 南京法语联盟

4F, Qun Lou, 73 Beijing Xi Lu
北京西路73号裙楼四楼
83598762
Nanjing Normal University (Xianlin Campus), 28
Xueheng Lu
南京法语联盟仙林分部 南京师范大学附属实验学校行
政楼四楼下, 学衡路28号
83598876
www.afnanjing.org
info.nanjing@afchina.org

JESIE-Goethe-Language Centre JESIE -歌德语言中心

Jiangsu College for International Education, 3rd
Floor, 205 Shanghai Lu 江苏省国际教育学院3楼, 上海
路205号
83335690
www.goethe-slz.js.cn

JESIE Corporate Training

苏教国际企业培训
Suite 210, 205 Shanghai Lu
南京市上海路205号210 办公室

Clubs & Charities

Nanjing International Club

南京国际俱乐部
www.nanjinginternationalclub.com
Founded in 1990 with the objective of promoting
social contacts and good community relations
within the international community in Nanjing.
Events take place weekly, monthly and annually.

Nanjing Toastmasters

南京第一家英语演讲俱乐部
www.nanjingtoastmasters.com
Weekly meetings at Hohai University.

Hopeful Hearts

www.hopefulhearts.info
Raises funds for medical treatment of children
with heart conditions.

Pfrang Association

普方基金会
7-3 Dabeixiang Meiyuan Xin Cun
梅园新村大悲巷7-3号
84729068
www.pfrang-association.org
Helps sponsor the education of children in poor
regions of Jiangsu province.

Shopping

Art

Jiangsu Art Gallery 江苏省美术馆

266 Changjiang Lu 长江路266号
84506789
Local artists' work, changed frequently.

ART 国艺堂

D-1 Shuimuqinhuai, 99 Shitoucheng Lu 石头城路99
号水木秦淮D-1号
84506789
Picture framing service and art related supplies.

Stone City Modern Art Creation Gallery

石城现代艺术创意园
72 Beijing Xi Lu 北京西路72号
Exhibition of modern Chinese art.
55583708

Shenghua Art Center

南京圣划艺术中心
2 Zhoutai Lu, on Jiangxin Zhou (Grape Island)

江心洲民俗街洲泰路2号(原乡土乐园)
86333097 86333100
Exhibition of Chinese contemporary art.

Nanjing Drug Art Museum

Building 22, 12 Dinghuai Men Jie
定淮门12号(世界之窗软件园) 22号房
Social experiments between local and foreign art-
ists.
83752646

For the Home

B&Q 百安居

90 Kazimen Da Jie (beside Metro)
南京卡子门大街90号麦德龙旁
52450077

IKEA 宜家家居

99 Mingchi Lu (East side of Kazimen Plaza)
南京市秦淮区明匙路99号(卡子门广场东侧)
4008002345

Working House

生活工场

4F, Zifeng Tower, Zhongshan Bei Lu
中山北路紫峰大厦购物广场4F
52360109
Stylish kitchenware in dark tones, candles and co-
lourful vases or even camera cases; just a few of
the fascinating products that await in every corner
of this shop with two other branches in Nanjing.

Hongxing Furniture

红星国际家具广场
224 Zhongyang Lu 中央路224号
83118005
Large furniture mall with many shops. Large range
of prices, styles, etc.

Jinsheng Market 金盛百货大市场

2 Jianning Lu
下关区建宁路2号(南京南厦对面)
9 Wangjinshi (off Changjiang Lu)
玄武区长江路网市9号
Daqiao Bei Lu (beside North bus station)
江苏省南京市浦口区大桥北路(长途北站旁)
58507000
Large indoor market with everything from home
décor to wires, Christmas trinkets and electronics.
Cheap but be prepared to bargain.

Jinling Decoration Market

金陵装饰城
88 Jiangdong Zhong Lu
江东中路88
86511888
Everything needed for a new home.

Longjiang Flower Market

龙江花卉市场
78 Qingliangmen Da Jie
清凉门大街78号
Huge flower market with plants, cut flowers, fish
tanks and fish, plus a selection of gardening tools.

Modern House NJ (Remo) 摩登仓

Ground Floor, Lan of mercy and Social Hall, off
Huaqiao Lu
慈悲社兰之堂5-2号
86555566
www.amodernhouse.com.cn
Copied designer furniture & décor.

Malls

Deji Plaza 德基广场

18 Zhongshan Lu 中山路18号
84788066
A premier mall with wide variety of high class
shops such as Louis Vuitton and Burberry. In-
cludes also a movie theatre.

Nanjing Aqua City 南京水游城

1 Jiankang Lu 健康路1号
52233999
Home to many restaurants and western brand name shops as well as a cinema and the BHG import supermarket.

Golden Eagle Shopping Center

金鹰国际商城
89 Hanzhong Lu 汉中中路89号
84708889
Offers a wide selection of clothing, homeware, and a foreign food supermarket on the upper floor.

Wanda Plaza 万达广场

88 Hongwu Lu
白下区洪武路88号(近淮海路)
84783706
98 Jiangdong Zhong Lu
江东中路98号
86805588 / 86805577
Largely occupied by Chinese brands but with an increasing number of well known foreign retailers in the process of moving in. Includes Walmart outlets and large cinema (IMAX in the Hexi location).

Golden Wheel In-Citi 金轮新天地

8 Hanzhong Lu 汉中中路8号
84773788
Many restaurants plus brands such as Sephora, H&M, and Timberland, plus the ubiquitous Costa Coffee.

New City Mall 新城市广场

99 Caochangmen Da Jie 草场门大街99号
86210888
Many brand name shops, restaurants, a yoga studio, and a movie theatre.

Grand Ocean Department Store

大洋百货
122 Zhongshan Nan Lu 中山南路122号
Frequent promotions and many good value food stalls the basement.

Orient Department Store 东方商城

2 Zhongshan Nan Lu 中山南路2号
Gucci, Celine and other designer brands.

Electronics

Professional Photography Equipment Market

照相器材专业市场
3F, Binjiang Friendship Shopping Center, 301
Jiangdong Bei Lu
江东北路301号滨江友好商城三楼
Specialists in wedding photography plus equipment and lighting, flash etc.

Camera & photography equipment Market 东鼎照相市场

Dongding Plaza, 699 Zhujiang Lu
珠江路699号东鼎照相市场
Widely regarded as the best camera and equipment market in Nanjing.

Mobile Shops on Danfeng Jie

丹凤街-手机
Indoor markets specialized in new and second-hand mobile phones and repairs.

Zhujiang Lu - IT Products

珠江路-IT产品
A multitude of stores that selling everything you can imagine and more; computers, cameras, MP3 and MP4 players, iPad, webcams, hard drives, and portable flash drives.

Zhongyang Lu - Video Games

中央路-电子游戏
Any type of video game for all video game systems. Also do minor repairs.

Suning Electronics 苏宁电器

Local firm that is now one of China's largest retailers for electrical household appliances. Branches all over Nanjing.

Sports

Decathlon 迪卡侬

286 Ningli Lu (next to Metro)
宁漂路286号(麦德龙对面)
Sport Megastore, 9am-9pm

Giant 捷安特

178 Zhongshan Bei Lu, opposite the fabric market
"Bu Bu Bu"
中山北路178号
83611227
Largest branch of the popular bike manufacturer.

Jinxianghe Rd 进香河路

The outdoor store street in Nanjing; shops for biking, hiking, backpacks, equipment and apparel for outdoors.

Groceries

Nanjing Bakery

www.nanjingbakery.com
Delivery of home made cakes, ready to bake pizzas, lasagna etc. plus a range of grocery items such as pasta, butter, cheese, sauces and spices.

HomeGrocerChina

Rm 503, Building 65, Yushuiwan Garden, 169
Yudao Jie 御道街169号御水湾花园65室503室
84400397
www.homegrocerchina.com
Online shopping of premium imported products conveniently delivered to your door.

Metro 麦德龙

288 Ningli Lu 宁漂路288号
300 Jianning Lu 下关区建宁路300号
German hypermarket with a wide selection of foreign foods.

BHG Market

B2 Floor, Aqua City, 1 Jiankang Lu 健康路1号水游城地下2层
66985066 / 66985068
91 Matai Jie
马台街91号
68675666 / 68675699
Features a very large stock of imported goods plus fresh organic fruit and veg.

Carrefour 家乐福

235 Zhongshan Dong Lu
中山东路235号
84658588
The omnipresent French hypermarché with four stores in Nanjing and a fifth (Pukou) on the way.

RT Mart 金润发

39 Danfeng Jie
玄武区丹凤街39号(近北京东路)
83358788 / 83356077
Chinese supermarket with a decent foreign food section and three outlets in Nanjing

Auchan 欧尚

151 Hanzhongmen Da Jie
汉中门大街151号(近纪念馆东路)
86555568
Another French hypermarket with three stores in Nanjing.

Yaohan City Market

南京八佰伴
Phoenix International Bookmall, 1 Hunan Lu
湖南路1号凤凰国际
Foreign food supermarket.

NJ Times Grocery 泰晤士

48 Yunnan Lu 云南路48号
83685530
Compact yet its location close to the home of many expats, especially students make this a very popular foreign food store with a wide selection of imported yet pricy food.

GSAB 新源宝

6-1C16 Block 6 Taiwan Product City, Hexi Dajie
河西大街台湾名品城6馆6-1C16号
52360050
Limited selection of imported items from Taiwan difficult to find elsewhere.

Organic Food 有机食品

Available in many supermarkets and big Chinese food markets, but need to ask staff. Organic foods can be ordered online from <http://shop.njaf.gov.cn>.

Wine Outlets

Aussino Cellar 富隆酒窖

Room 109, 198 Zhongshan Dong Lu
隆酒窖 南京市中山东路198号109室
84679799
www.aussino.net

Ziyo Wines 南京紫元酒窖

18 Mochou Dong Lu 南京市建邺区莫愁东路18号
13770923489

NJ Eminence Cellar 香松酒窖

Inside Wutaishan (opposite to Jin Inn)
Guangzhou Lu 广州路, 五台山体育场
66012088

Chateau Family Cellar 名庄世家酒窖

16-10 Mochou Hu Dong Lu
莫愁湖东路16号-10
87781899 / 13852287767

Jiangsu Jiuchao Distillery 江苏九朝酒业

278 Hongwu Lu
洪武路278号
84404159

Foreign Language Bookstores

Foreign Language Bookstore

外文书店
218 Zhongshan Dong Lu (Beside Taiping Nan Lu)
中山东路218号长安国际(太平南路路口)
57713287

Xinhua Bookstores

新华书店
56 Zhongshan Dong Lu (near Hongwu Lu)
新街口店白下区中山东路56号(近洪武路)
86645151
54 Hunan Lu (near Matai Jie)
鼓楼区湖南路54号(马台街口)
83374645

Phoenix International Book Mall

凤凰国际书城
1 Hunan Lu
鼓楼区湖南路1号八佰伴旁(近中央路)
83657000 / 83657111

Online Shopping

Chunjie365

www.chunjie365.com
cs@chunjie365.com
58933356
Online shopping site with English version that offers fun and unique gifts from the US and Asia with the ability to engrave or personalise for that special someone.

Services

Travel

NU Lufthansa German Airlines

德国汉莎航空公司

Reservation Service:

4008 868 868 (CH,EN)

Sales Office: Room 951, World Trade Center, 2 Hanzhong Lu

汉中路2号金陵饭店世贸中心951室

Fax: 84722624

nanjing_lufthansa@dlh.de

Lukou Airport Int'l Check-in Service - Room 417

NU D.T. Travel

大唐国际(香港)商旅服务管理有限公司

22E, Golden Wheel Mansion, 108 Hanzhong Lu

汉中路108号金轮大厦22E

84720097

Ticket Booking: 400 886 1212 (FREE)

Quality English service that includes flights, visas, hotels and holiday packages.

Transportation

Nanjing Train Station

南京火车站

141 Longpan Lu

新庄龙蟠路141号

85822222 (enquiry)

85824224 (tickets)

www.njstation.com

Online train timetable and booking, but only in Chinese.

Nanjing South Train Station

南京南站

Shuanglong Dadao / Yunan Lu

雨花台区双龙大道玉兰路

52414183

Principal stop on the Shanghai to Beijing high speed train line.

Nanjing Lukou

International Airport

南京禄口机场

Lukou Town, Jiangning District

江宁区禄口镇

968890 52480499

Serves all parts of the country in addition to direct international flights to Germany, Japan and Korea.

Airport Shuttle Bus

机场大巴

¥20

1. East square, Nanjing Railway Station, 221

LongPan Zhong Lu 南京火车站 龙蟠中路221号 6am-8.30pm, leaving every 30mins

2. Nanjing Zhonghua Men Station, 508 Yingtian

Da Jie 南京中华门车站 应天大街508号 6am-9.00pm, leaving every 20mins

Nanjing Coach

Terminals

南京长途汽车站

Coach timetable/ticket enquiry 96196

Nanjing Zhonghuamen Coach Terminal

南京中华门长途汽车总站

508 Yingtian Da Jie

应天大街508号

52418504

Nanjing North-Central Coach Terminal

南京中北长途客运中心

160 Huahongcun

秦淮区红花村160号

Nanjing Zhongyangmen Coach Terminal

南京中央门长途汽车总站

1 Jianning Lu

建宁路1号

85531288

Healthcare

NU Nanjing International SOS Clinic

南京国际(SOS)紧急救援诊所

1F, Grand Metropark Hotel Nanjing,

319 East Zhongshan Lu

中山东路319号维景国际酒店1楼

84802842 (by appt.)

Mon-Fri 9am-6pm, Sat 9am-12noon / 24hr Alarm

Center: 010 6462 9100

www.internationalsos.com

Western doctors and public pharmacy. Service listed in English & Chinese. Multilingual staff: EN/CN/JP/DE.

NU Flossy Care

福乐氏齿科诊所

#105, 1 Huaneng Garden, Taiping Bei Lu

南京太平北路108号华能城市花园1幢105

84069389 / 13951994471

www.025ya.com

Offers all kinds of oral treatments including dental implants, crowns or bridges, dental whitening, cosmetic dentistry, root canal therapy, orthodontics and more. 100% Bilingual staff with another branch in Suzhou.

NU Global Doctor

环球医生

6 Mochou Hu Dong Lu (next to Shuiximen Da Jie)

建邺区莫愁湖东路6号左邻风度花园01幢1楼

86519991

Emergency Number: 13805174397

www.globaldoctor.com.au

Australian medical company offering primary and occupational healthcare plus emergency assistance. Multilingual staff: EN/IT/JP/PT/ES/KO/CN.

Health Examination Center

江苏省国医馆

2F, Outpatient dept. of NJUTCM, 282 Hanzhong Lu

汉中路282号南京中医药大学门诊部二楼

86646068

www.joinmi.com

English speaking staff, diagnosis by imported advanced medical technology and treatment by Traditional Chinese Medicine. 100% non-invasive.

Nanjing Entrance and Exit

Inspection and Quarantine Bureau

江苏出入境检验检疫局

1 Baixia Lu 白下路1号

52345328 / 84456805

Health checks for work permit / visa applications.

Gulou Hospital 鼓楼医院

321 Zhongshan Lu 中山路321号

83304616

The major trauma hospital (24 hr).

Nanjing Children's Hospital

南京市儿童医院

72 Guangzhou Lu 广州路72号

83117500

People's Hospital 人民医院

300 Guangzhou Lu 广州路300号

83718836

The major western medicine hospital.

Yifeng Super Drugstore 益丰大药房

159 Hanzhong Lu (west of JS hospital of TCM)

汉中路159号(省中医院往西30米)

86795111-825 8am-9pm

English speaking staff.

Jiangsu Provincial Hospital of TCM

江苏省中医院

155 Hanzhong Lu 汉中路155号

86617141

The major Chinese medicine hospital.

Jiangsu People's Hospital

江苏省人民医院

300 Guangzhou Lu 广州路300号

83718836

The major western medicine hospital.

Nanjing Maternity and Child Healthcare Hospi-

tal 南京市妇幼保健院

123 Tianfei Xiang 天妃巷123号

84640777

The major maternity hospital in Nanjing.

BEN-Q Hospital 明基医院

71 Hexi Da Jie 河西大街71号

58807810

Another popular choice for expats, BENQ is staffed by local specialists, with occasional visits from Taiwanese doctors.

Dan-De Dental Clinic 丹德齿科

D6, 9F, Huawei Mansion, 107 Shigu Lu

石鼓路107号华威大厦9楼D6

84217177

Centrally located dental clinic with western standards and several other branches.

KB+ Dental Hospital 康贝佳口腔医院

31 Fujian Lu (Huafu Mansion)

83433333 / 4001108899

www.kangbeijia.com

Jiangsu's first digital dental hospital.

NU Nanjing Union Dental Clinic

南京友联齿科

1F, Grand Metropark Hotel Nanjing,

319 Zhongshan Dong Lu 中山东路319号

维景国际酒店一层

84818891 / 84808888-6555

dentist@uniondental.cn

Western standard dental care with English language.

Coaching

MTI Nanjing

#1402, Building 1, World Times Square, 8 Dongbao Lu

东宝路8号时代天地广场1幢1402室

84714552

www.mticonsulting.com

Provides HR coaching and training solutions, combining international standards with local market needs. The MTI team supports companies of all sizes and branches from a new office in Nanjing.

Dan Clarke

www.lets-get-happy.com

Nanjing based life coach offering advice on how to become happier and less stressed, plus ways to improve your life.

Property Services

NU Sun Homes Real Estate

南京中涛房产经纪咨询有限公司

Room 1901, Xinghan Mansion, 180 Hanzhong Lu

南京市汉中路180号星汉大厦1901室

51860592 / 5186 0590

www.shre.com.cn

sunhome@shre.com.cn

Pre-move Consulting, orientation programs, home search service, settling-in programs and vehicle leasing. Branch offices in Wuxi and Suzhou.

NU Crown Relocations

嘉柏(中国)国际货运代理有限公司

Rm 1908, Block B, New Century Plaza,

1 Taiping Nan Lu

太平南路1号新世纪广场B栋1908室

84541017

Provides moving services, school search, intercul-

tural services and a host of departure and destination services for relocating employees, expatriates, diplomats and private customers.

CMR Corporate Property & Relocation 南京诺麦房地产咨询

12C1, Jinlun Mansion, 108 Hanzhong Lu
汉中中路108号金轮大厦12C1座
84701658
www.cmrchina.com

Complete relocation service to multinational companies, with additional services including driver's license and import/export of pets.

Legal

Picozzi & Morigi Law Firm 意大利诺高基莫里吉律师事务所

A4, 21F, Golden Eagle, 69 Hanzhong Lu
南京市白下区汉中中路89号 金鹰国际商城21楼A4
86556731
nanjing@picozzimorigi.it
www.picozzimorigi.cn
www.picozzimorigi.com

Italian law firm operating in China since 1991 and licensed by the Ministry of the Justice with two representative offices in Nanjing and Shanghai. Provides legal services in English, French, Chinese, Spanish, Italian and German with special regard to investing in China, M&A, labour law, IPR protection and cross border dispute.

Dacheng Law Offices 大成律师事务所

2F, 72 Beijing Xi Lu
2楼北京西路72号中华人民共和国
83755108
nanjing.dachenglaw.com
Hongliang.Hu@dachenglaw.com
Ranked #1 in Asia by size, with branches in 26 countries and all over China. Nanjing branch is ranked #1 in Jiangsu Province (EN/CH/ES/JP/KO).

Jeffrey Wang

中银(南京)律师事务所
8F, Jincheng Tower, 216 Longpan Zhong Lu
南京市龙蟠中路216号8楼
13605182614 / 58785588 / 58788688
wyz_jeff@163.com
Business lawyer with more than ten years legal practice in Nanjing plus fluent English and knowledge in both legal and business areas.

Faith Houses

Nanjing International Christian Fellowship

Ramada Hotel, 45 Zhongshan Bei Lu
南京中山路45号 南京华美达怡华酒店
Sundays 9:30am to 11:30am
Foreign passport holders only. English service.
Translation available in Chinese, French and Spanish.

KuanEumHui Korean Buddhist Club

观音会南京韩人佛教会
1703, Building 2, Fuli Shanzhuang
富丽山庄3栋1703室
13222018582
Service: 11:00am

Shigulu Catholic Church 石鼓路天主教堂

112 Shigu Lu 石鼓路112号
84706863
Korean service: Sat 4.30pm
English/Chinese Service: Sun 4.30pm

The Church of Jesus Christ of Latter Day Saints

Jingli Hotel, 7 Beijing Xi Lu
北京西路7号晶丽酒店
Mormon service, Sun at 10am
Foreign passport holders only.

Pets

Amy Hao Hao Pet Care

爱好好好
18 Nantai Xiang Xi (off Wang Fu Da Jie) 王府大街
南台巷西18号
84203097 / 13952034351
Professional cat and dog grooming service run by a local Nanjing girl who speaks fluent English.

Tom Dog Pet Center

汤姆狗宠物中心
1 Shanghai Lu 上海路1号
86662858
Pet stayover and dog walking service, retail outlet and English speaking staff.

Nanjing Veterinary Station

南京畜牧兽医站宠物总医院
448 Longpan Zhong Lu
龙蟠中路448号
84484781
Major centre for vet services and vaccinations.

Ai-Bi Pet 艾贝尔宠物医院

258-27 Zhongyang Lu
中央路258-27号
83112202

Media Production - Design - Photography

SinoConnexion

南京贺福文化传媒有限公司
14F, Building 1, World Times Square, 8 Dongbao Lu, Hexi
鼓楼区东宝路8号时代天地广场1幢1417室
84718617 / 13851522275
www.sinoconnexion.com
info@sinoconnexion.com
International award winning professional foreign owned video and media production company with 25 plus years experience in traditional broadcast media and print, and 19 years of work in the media industry in China. Advertising agency services also available.

VOZ Design

语音设计
Office 612, Sunong Building, 357 Mochou Lu
莫愁路357号苏农大厦612室 210004
85520158 / 180 6168 5196 / 159 5057 5174
www.vozdesign.com
contact@vozdesign.com
Professional marketing oriented graphic design and brand development. No copies, no templates, only creativity and lots of brain juice. Mediocrity is a disease we fight everyday.

Nicolas Harter Photography

137 7076 1603
www.nicolasharter.com
A French photographer specialising in wedding, commercial and event photography, and author of photo-book "Africa Square", a profile of African artists at the 2010 Shanghai Expo.

Phrephotos Photography

1377 099 9175
www.phrephotos.com
Photographic services offered. Product shots, portraiture and more.

Miscellaneous

Icalse Copier Rental 南京艾科思商贸有限公司

Huashan Hotel, Zhujiang Lu, Nanjing
南京珠江路华山饭店内
6866505
www.icalse.com
icalse@126.com
Photocopier and shredder rental, in all sizes including those for industrial use. Other branches in Suzhou, Kunshan and Shanghai.

Interpreter & Translation Service

Professional interpreter with extensive Sino-foreign business background
13002512862
nanjing.interpreter@gmail.com

Satellite TV Installation Service

13770323459
nanjingstv@gmail.com

Bottled Water Delivery Service

By Coca-Cola Nanjing
4008282288 (Free)
Mineral water, pure water, water machine cleaning.

Lustre Cobbler 莱斯特皮鞋修饰

Golden Eagle Shopping Center, 89 Hanzhong Lu
汉中中路89号金鹰国际
Central Department Store, 79 Zhongshan Nan Lu
中山南路79号中央商场

Hong Bang Tailor

红邦裁缝
18 Nanxiu Cun, Shanghai Lu 上海路南秀村18号
The tailor of choice for many a Nanjing expat.

Leisure & Sports

Massage & Spa

Pathways Spa & Lifestyle Club

颐庭Spa生活会馆
13F, Tian'an International Building,
98 Zhongshan Nan Lu 中山南路98号13楼
84540166
www.pathway-spa.com
Lifestyle club consisting of a dedicated spa area with private treatment rooms, Thai Massage room and Foot Massage room. Other facilities include yoga and meditation rooms, sky garden lounge and private function rooms.

Flow SPA 川·天地

46 Xijia Datang, Ming Cheng Hui (200m north of Xuanwu Lake's Jiefang Gate)
明城汇西家大塘46号
57718777
Hours: 10:30am-10:00pm
Sino-German joint venture. 12 luxurious single and twin private suites for men & women.

Shoujia Medical & Health Center 手技按摩

136 Changjiang Lu 长江路136号
84702129
Various types of massage with blind masseurs.

Facial-Spring 春之源美容中心

28-1 Dashiqiao, Danfeng Jie 丹凤街大石桥28-1号
83604422
Various packages available including face, neck and shoulder massage.

OneZo 春之源美容中心

400 Zhongshan Nan Lu 中山南路400
85861099
Upmarket spa with a focus on TCM catering for CEO types.

Gyms & Sports

Yanlord Tower Club

仁恒国际俱乐部
116 Lushan Lu
南京市建邺区庐山路116号
87765111
www.yanlordtowerclub.com
With Fraser Suites Nanjing looking after all your needs, this is the place to unwind in total comfort, to relax with family, cement existing friendships, build meaningful new ones. A wide range of leisure and entertainment facilities is available for your undisturbed enjoyment.

Olympic Century Star Ice Skating Club

奥体世纪星滑冰俱乐部

222 Jiangdong Zhong Lu (Inside Olympic Center)
江东中路222号奥体中心内
86690465 / 86690467

Nanjing North Star Ice Skating Club

南京北极星滑冰俱乐部

Qinhua Sports Center,
20 Pingjiangfu Lu
秦淮区平江府路20号
52200031

Ninth City Billiards 9城花式撞球

1912 District, 52 Taiping Bei Lu
太平北路52号1912街区
84504303
1pm till late. ¥15/hr in the afternoon.

Nanjing Leiniaio Paragliding Club

南京雷马滑翔伞俱乐部

Wutaishan Sport Center Tennis Stadium
南京市五台山体育中心网球场
84458450 / 15335179782

Klein Billiards 克莱思台球

135 Hongwu Lu 洪武路135号
51587158

Zhongshan Shooting Club

中山射击俱乐部

12 Lifu Jie
白下区李府街12号
84615141
Shotgun, rifle and pistol shooting, into the city wall!

Changqing Taekwondo 长青跆拳道馆

145 Zhongshan Dong Lu
玄武区中山东路145号
84541055

Karate Eifuukaikan 空手道影风道场

96 Yushi Jie 鱼市街96号
52989189

Pisarev Ballet 比萨列夫芭蕾舞学校

B901 Junlin International Mansion, 5 Guangzhou Lu
广州路5号君临国际B901室
86975095

Daoshun Archery 道顺射箭

Wutaishan Sports Centre, 173 Guangzhou Lu
广州路173号 五台山体育中心
51888882

Art & Culture

Nanjing Art and Cultural Center

南京文化艺术中心

101 Changjiang Lu 长江路101号
84797920
Regular large-scale shows by professional Chinese and foreign performers.

Jiangnan 631 Niuda Theatre

江南631牛达剧场

5 Yanling Xiang 延龄巷5号
84419786
Weekend Chinese modern small theater shows.

Nanjing Art Academy Concert Hall

南京艺术学院音乐厅

15 Huju Lu 虎踞北路15号
83498249
Irregular performances by Chinese and overseas students and faculty.

Jiangsu Kunqu Theater 兰苑剧场

4 Chaotian Gong 朝天宫4号
84469284
Live performance of Kunqu opera.

Golf

Sofitel Zhongshan Golf Resort

钟山高尔夫俱乐部

7 Huanling Lu 环陵路7号
84606666

Ginkgo Lake Golf Club 银杏湖高尔夫俱乐部

1 Guli Yinxing Hu 江宁区谷里银杏湖1号
86139988

Nanjing Harvard Golf Club

南京昭富国际高尔夫俱乐部

176 Zhenzhu Jie, Pukou
南京市浦口区珍珠街176号
58853333

Beauty

Wan Yan Shi Beauty Salon

完颜氏美容沙龙

Room 108, Building 2, 9 Wenfan Lu
文范路9号2幢108室
85791042

VS Philosophy Hair Salon

沙宣理念美发

6F, Deji Plaza 德基广场6楼
84763486

Nail Bar 指爱你美甲

44 Wangfu Da Jie
王府大街44号 84209596

Sweet Love in Nails 指间密语

89 Shanghai Lu
上海路89号

Cinema (call for English language availability)

Xinjiekou International Cinema in Deji Plaza

德基广场新街口国际影城

18 Zhongshan Lu
中山路18号德基广场7楼
84797700

Nanjing Shangying International Cinema

南京上影国际影城

New City Mall, 99 Caochangmen Da Jie
鼓楼区草场门大街99号龙江新城市广场3楼(近江东北路)
86223345 / 862240908

Aqua City Hengdian Cinema City

南京水游城横店国际影城

4F, Aqua City, 1 Jiankang Lu 建康路1号水游城4楼
82233599

Food & Drinks

Asian Cuisine

The Lobby Restaurant at Fraser Suites

仁恒盛阁国际公寓大堂餐厅

116 Lushan Lu
建邺区庐山路116号
86268888 Ext. 643
Sink your teeth into mouth-watering delights such as tender-grilled rib-eye steak, roasted chicken, or the seafood linguine cooked in spicy tomato sauce. Asian must-tries also include Hainanese chicken rice and laksa.

Keziguli Muslim Restaurant

克兹古丽餐厅

53 Wangfu Da Jie
王府大街53号
85981468
A delicious change from the standard Chinese cuisine: spicy noodles, potatoes, chicken and lamb dishes. Xinjiang performance.

Silk Road Moslem Restaurant

丝绸之路穆斯林餐厅

260 Guangzhou Lu
广州路260号
83705680
Some stay away, since it is not obvious that Silk Road has an English menu, with photos to boot. Signature dish boiled lamb chop and homemade yoghurt with raisins are among the must-tries in a colourfully decorated environment accompanied by Uigur music.

Istanbul Turkish Cafe

食正坊咖啡店

209 Shanghai Lu
上海路209号
83309030
A range of Turkish and Vietnamese food, including Turkish "pizza", kebabs, wraps, freshly made yoghurt, and some desserts. All food is halal. No smoking section available.

Golden Harvest Thai Opera Cafe

金禾泰大餐厅

2 Shizi Qiao, Hunan Lu
湖南路 狮子桥2号
83241823
One of the only authentic Thai restaurants in this area of the city. Prices tend to be quite high, with set meals for four costing up to ¥1,000.

Pho Saigon

金禾泰大餐厅

2F, Huanya Plaza, 33 Shigu Lu
白下区石鼓路33号环亚广场2楼
84465722
Popular fare includes Vietnamese style noodles (pho) and others such as vegetarian dishes and seafood as well as the standard beef, pork, chicken and duck selections. Mains range from ¥26-50.

Indian Cuisine

Masala Kitchen

玛莎拉印度餐厅-酒吧

A05, No 12 Xian Yin Bei Lu, Xianlin
南京市栖霞区仙隐北路12号亚东商业广场A05
84448858
masala_kitchen@live.com
Well known for its blend of vegetarian and meat dishes plus savory Tandoori oven dishes and exotic curries cooked fresh by a chef with over 20 years of experience in his hometown of Hyderabad. Also offers a fine selection of imported wines and beers.

Taj Mahal

泰姬玛哈印度料理

117 Fengfu Lu
丰富路117号
84214123
189 Shanghai Lu 上海路189号
83350491
Established in 2003, the Taj Mahal Indian Restaurant made a name for itself by offering a great variety and exotic blend of high quality authentic Indian cuisine that it continues to this day, making it forever popular with the foreign community.

Himalaya-Nepalese & Indian Restaurant

喜马拉雅尼泊尔印度餐厅

193 Shigu Lu (behind the Sheraton)
石鼓路193号
8666 1828
Himalaya is a very popular restaurant serving a variety of Nepali and Indian foods in a setting as authentic and inspired as the dishes themselves. English menu, English speaking staff, free delivery within 1 kilometre. Wifi available.

Kohinoor Restaurant

科伊诺尔餐厅

2F, Ramada Hotel, 45 Zhongshan Bei Lu
中山北路45号华美达怡华酒店2楼
83122522
Vegetarian and non-vegetarian curries made in the original unimitable style of Indian and Pakistani cuisine prepared by chefs brought especially from the mystery lands.

Punjabi Restaurant

本杰比印度餐厅

2 Shizi Qiao, Hunan Lu
湖南路狮子桥2号
83245421
A well-established Indian restaurant in Nanjing offering traditional Kadhais, Murghs, Masalas and Vindaloos in addition to more familiar Chinese dishes. Free delivery within 3 kilometres.

Japanese Cuisine

Wadouraku

和道乐日本居酒屋

121 Shigu Lu
石鼓路121号
84465760
Patronised by many from Nanjing's Japanese community, and largely thought of as the genuine Japanese experience in Nanjing.

Tairyo Teppanyaki 大渔铁板

57 Zhongshan Lu
中山路57号
84729518
54 Taiping Bei Lu (in 1912)
太平北路54号, 在1912里
84458310
3 Kunlun Lu
昆仑路3号
58850588
Famous for its special offer: ¥180 for all you can eat and all you can drink, including sushi, sashimi, sake, beer, and everything on the menu.

Shuizihui 水之惠

18-2 Wangfu Da Jie 王府大街18-2号
84217517

Nagoya 那古野

4F Grand Hotel, 208 Guangzhou Lu
广州路208号古南都饭店4楼
83311999

Korean Cuisine

Fudefang 福德坊

6 Taoguxincun, Hankou Lu
汉口路陶谷新村6号
83312091

Ke Jia Fu 可家福

38 Nanyangyangying (near Ninghai Lu)
鼓楼区南阴阳营38号(近宁海路)
83314283

Vegetarian

The Green Field – Vegetarian Restaurant

绿野香踪素食馆

1F Zhengyang Building, 56 Yudao Jie
御道街56号正阳大厦一楼
6661 9222
A wide selection of creative dishes and plenty of fresh vegetables along with special drinks and teas.

Pure Lotus 静心莲

1 Section C, Shuimuqinhuai, 99 Shitoucheng Lu
石头城路99号水木秦淮C区1号
83752306

LvLiuJv (Living by Green Willow)

绿柳居素食馆

248 Taiping Nan Lu (near Changfu Jie)
太平南路248号1-2楼(近常府街)
86643644

Western Bars & Restaurants

Studio 21 Grill Restaurant

藤美

193 Shigu Lu (behind the Sheraton)
石鼓路193号(石鼓湾美食休闲街区)
86795269 / 13072525212
With genuine European flavours, grilled meat and seafood specialties, Studio 21 also offers renowned home made desserts, all in an elegant and relaxing atmosphere. Special Set Lunch Menu with prices from ¥38 and specials for student and teachers, plus live music every Friday and Saturday during dinner.

C-Lounge

玺酒廊

237 Zhongshan Dong Lu (back of the Central Hotel)
中山东路237号(中央饭店后门)
An altogether more ambient vibe from the people who brought us Castle Bar, differentiating itself with Chinese nostalgia themed events and parties. Open from 6pm - 2am on weekdays and often later at weekends. Free wifi.

Nail Jazz Bar

钉子吧

10 Luolang Xiang (200m south of the Sheraton)
罗廊巷10号, 立金斯利酒店200米
8653 2244
A relaxed bar that offers a wide variety of imported beers. The bar has a cozy upstairs and a more open downstairs, complete with stage and foosball table.

Blue Marlin

蓝枪鱼音乐餐厅

8 Changjiang Hou Jie, 1912
南京市玄武区长江路后街8号1912酒吧街
84537376
Liyuan Zhong Lu, Jiangning (near Baijia Lake)
利源中路(百家湖附近)
523932890
Yadong Plaza, 12 Xianyin Bei Lu
仙隐北路12号 亚东广场

One of the more established hangouts in Nanjing that with new locations make it still popular with expats. Offers quality drinks plus German and European dishes. Happy hour from 4-7pm.

Bebbis

百比思

1st floor, Orient Department Store, 2 Zhongshan
Nan Lu
中山南路2号东方商城1楼
84730121
Interesting Fondue experience.

Danny's Irish Restaurant & Pub

丹尼·爱尔兰餐厅&酒吧

4F, Sheraton Nanjing, 169 Hangzhong Lu
汉中路169号金斯利酒店4楼
8666 8888 7775
Quality hotel dinners plus the usual selection of beer and liquor in addition to being a good place to sit and chat. Live performances and TV sport. Open from 6 pm.

Cosima

可西玛

120 Shanghai Lu (near to Hankou Lu)

上海路120号

83337576

Famous for being the smallest restaurant in the city, serving a variety of Spanish food. Good tapas, pizza and a nice variety of wine. Outdoor seating expands the capacity of the restaurant considerably!

Secco Restaurant and Bar

喜客西餐厅

3 Kunlun Lu
(South of Xuanwu Park's main gate)
昆仑路3号, 在玄武湖公园正门的南边
8370679
A German restaurant and bar that is a good place to start a night out, located beside the city wall. Another major expat draw that features barbeque, buffet, outdoor dining and strong mixed drinks.

Talking & Talking 2

对话西餐厅

Room 101, 9 Pei De Li,
Ninghai Lu
宁海路培德里9号栋101室
83200844
20 Jinyin Street
金银街21号
83323969
Offers a surprisingly large variety of beers and liquors, as well as a good selection of food. Open 11:00 am until late, tending to fill up at night time.

Don Quixote

堂吉柯德餐厅与酒吧

39 Chengxian Street,
off Zhujiang Lu
珠江路成贤街39号
83359517
This pub doubles as a Spanish restaurant offering a variety of cuisines. However, after the kitchen closes, a live band comes on upstairs. Downstairs, there is a large screen plasma TV and video games.

Sancho Panza

到堂吉柯德

173 Guangzhou Lu, Wutaishan Stadium North gate (take the stairs to the right)
广州路173号, 五台山体育场北大门内
(无高尔夫球场西侧台阶上)
A 2-floor bar featuring live music, pool, food and quality eats plus a fully-stocked bar.

Ciao Italia

你好意大利

193-2 Shigu Lu (outside Sunlow Bay near the Sheraton) 石鼓路193-2号
86608807
Ciao Italia's master chef Giuseppe serves over 140 authentic Italian specialties, including 30 varieties of pizza that are considered some of Nanjing's best. Free delivery is available.

Pisa Pizza

比萨斜塔意式西餐厅

81-8 Shanghai Road
上海路81-8号
1580 517 7575
Pisa Pizza has a reputation for serving up the finest pizza in the city, straight from the wood fired oven.

Country Road

约翰·丹佛

20-1 Nanxiucun
南秀村20-1号
87776422
With pasta, pizza, steak, coffee, wine, music and books, Country Road is both popular and elegant.

Blue Sky Expat Bar & Grill 蓝澳西餐厅

77 Shanghai Lu
上海路77号
86639197
www.the-bluesky.com

One of the original expat bars to open in Nanjing, serving burgers, pizzas, plus Aussie meat pies and more. A wide range of beers and spirits are available, including several Australian brands; it is the only bar in Nanjing to serve Bundaburg Rum (Bundy). There are also weekly and monthly pool competitions and like any good pub, music you thought you had forgotten about. Free wifi and weekend openings at 10.30am.

Ellens Bar 艾伦酒吧

132-3 Guangzhou Lu
(a few metres from the corner of Shanghai Lu)
广州路132-3号
83641119
丁家桥75号
58825052
75 Dingjia Qiao
Laid back and relaxed atmosphere plus food & drinks at great value prices make this a favourite amongst the student crowd.

Swede and Kraut 云中西餐厅

12 Nanxiucun 南秀村12号
86638798
Features an impressive beer list, including German and Belgian labels, alongside a menu of traditional European foods and desserts. Take out and special holiday dinners are available.

La Table de Mr. Eiffel 巴黎盛宴

83 Guangzhou Lu, near Qingliangshan Park
广州路83号, 靠近清凉山公园
83711900
Offers authentic French cuisine and carries an extensive list of French wines by the glass. Located in an old Chinese garden house with an entrance on Qingliang Shan Park and an outside terrace.

Soul Mate 索味法式休闲餐厅

15-1 Nanxiucun,
off Hankou Lu
南秀村15-1, 靠近汉口路
83328418
Located in an old house very close to Nanjing University, Soul Mate serves French style pizzas, omelettes, mixed drinks, wines, and beers. Open from 11:30 am to 10 pm.

Les 5 Sens 乐尚西餐厅

52-1 Hankou Lu
汉口路52-1, 靠近南京大学
83595859
A surprisingly inexpensive French restaurant. Homemade traditional French dishes (set menu and à la carte available) for lunch and dinner in a friendly atmosphere. Many dishes cost less than ¥50. Open 11:30 am to 10 pm, with take away service. Free WiFi.

Jimmy's 吉米来吧

193 Shigu Road (inside Sunglow Bay
near the Sheraton)
石鼓路193号
86792599
209 Shanghai Lu (across from Skyways)
上海路209号

83318085

www.jimmysnj.com

A popular American-owned sports bar offering satellite sports, a very well stocked bar that includes a large variety of whisky, plus simple American, most famously, pizza. From the tiny other location, Another Jimmy's serves up specials to the Shanghai Lu student community.

61 House 陆拾壹号餐厅

61 Hankou Xi Lu
汉口路61号
83205979 / 13851434386
Former bomb shelter that is now a significant stop on the live music circuit in China for international unsigned bands.

Behind the Wall 答案墨西哥餐厅

150 Shanghai Road (in Nanxiu Cun)
上海路150号, 在南秀村
83915630
One of the oldest bars in Nanjing serving drinks and food in a relaxed atmosphere, and in the warmer months on one of the finest terraces in the city. Live musical performances go well with strong sangria and beer.

Jack's Place 杰克地方西餐厅

35 Wang Fu Da Jie
王府大街35号
84206485
160 Shanghai Lu
南京上海路160号
83323616
Humble yet honest, Jack's Place has tellingly been around Nanjing for around 15 years, serving up Italian favourites popular with expats and locals alike.

La Cantina 南京米凯列酒业有限公司

#2-7 East Nantai Xiang (off Wangfu Da Jie)
南台巷东2-7号
58787665 / 13813842543
A small wine bar of appreciation and plain old relaxation with a considerable selection of wine (largely Italian) complimented by snacks and friendly Italian/Chinese service.

Eminence Cellar 香松酒窖

Inside Wutaishan (opposite to Jin Inn),
Guangzhou Lu 广州路, 五台山体育场
66012088
High quality western restaurant offering organic food, breads baked on-site; a full cigar bar, private meeting rooms and a huge wine cellar.

Potato Bistro 马铃薯

5*301 Kangqiao Sheng Fei, 9 Wenfan Road,
Xianlin University Area
仙林大学城文苑路9号
85791293
A bistro based on green, organic, fresh foods and authentic tastes within a quiet environment. A 150 square metre outdoor BBQ balcony is also available. Free wifi.

Paulaner Brauhaus 宝莱纳啤酒花园

123 Guangzhou Road
广州路123号
83117188
A chain restaurant and bar located on the side of Wutaishan Stadium's hill, with decor, beer, and food that are entirely German.

Vanilla Sky 香草天空

4-4 Taoguxincun, off Shanghai Road
上海路陶谷新村4-4号
83202884
Vanilla Sky serves up a variety of Western foods, including pizzas, pastas, steaks and salads. Prices are reasonable, and a cozy atmosphere keeps many customers coming back.

Bellini Italian Bar & Restaurant 贝丽妮意式餐厅

1-106, 9 Wenfan Lu, Xianlin
大学城文苑路9号1-106室
85791577
Stylish and elegant yet easy in which to relax. Utilising ingredients specially sourced, many dishes and drinks are unique in Nanjing. Free wifi. Closed on Mondays. Reservations are advised.

Boston Chips 波士顿炸番天

New City Mall, Hexi
河西新城城市广场
An array of boardwalk food, such as hotdogs, tater tots, mashed potatoes, onion rings, and chicken fillets, including BBQ and Cajun styles. Two other locations in Nanjing.

Bakery & Café

Skyways 云中食品店

160 Shanghai Road 上海路160号
83317103
A18, Yadong Commercial Plaza, 12 Xianyin Bei Lu
仙隐北路12号 亚东广场A18室
85791391
One of the best known foreign shops in Nanjing offering breads, made-to-order sandwiches, cakes, chocolates, desserts, plus a fair selection of imported deli items such as cheese and salami. Large cakes and pies can also be pre-ordered. Indoor and outdoor seating.

Sculpting in Time Café 雕刻时光咖啡馆

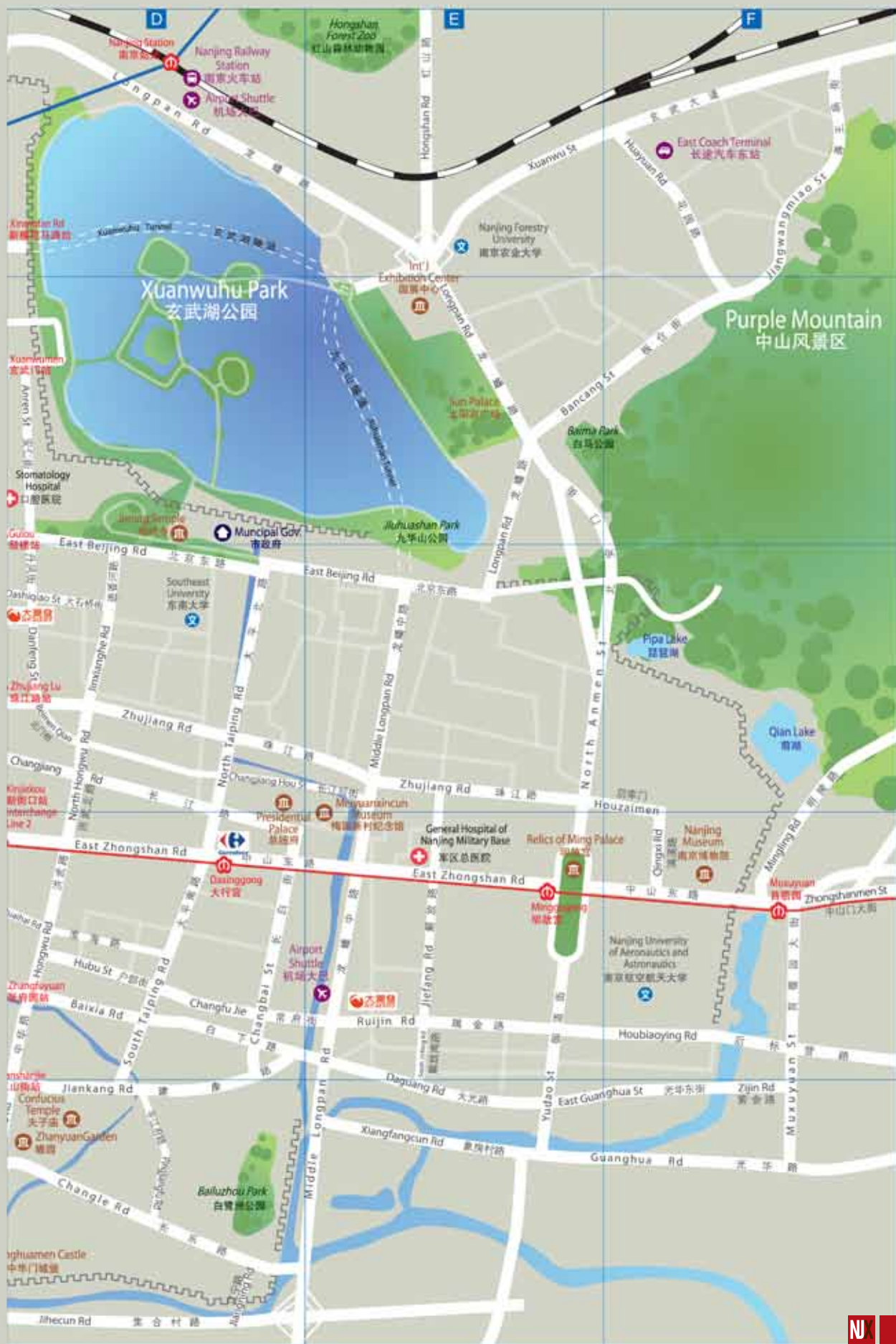
2F, 47 Hankou Lu 汉口路47号2楼
83597180
32 Dashiba Jie (Confucius Temple East Gate)
秦淮区大石坝街32号 (夫子庙东门)
Sculpting in Time was started by two college graduates from Beijing offering a pleasant coffee house atmosphere, along with brunch, cocktail hours, film screenings, a variety of Western food, plus widely known brownies. The balcony at the Confucius temple branch offers romantic night time views over the Qinhuai river. Free Wifi.

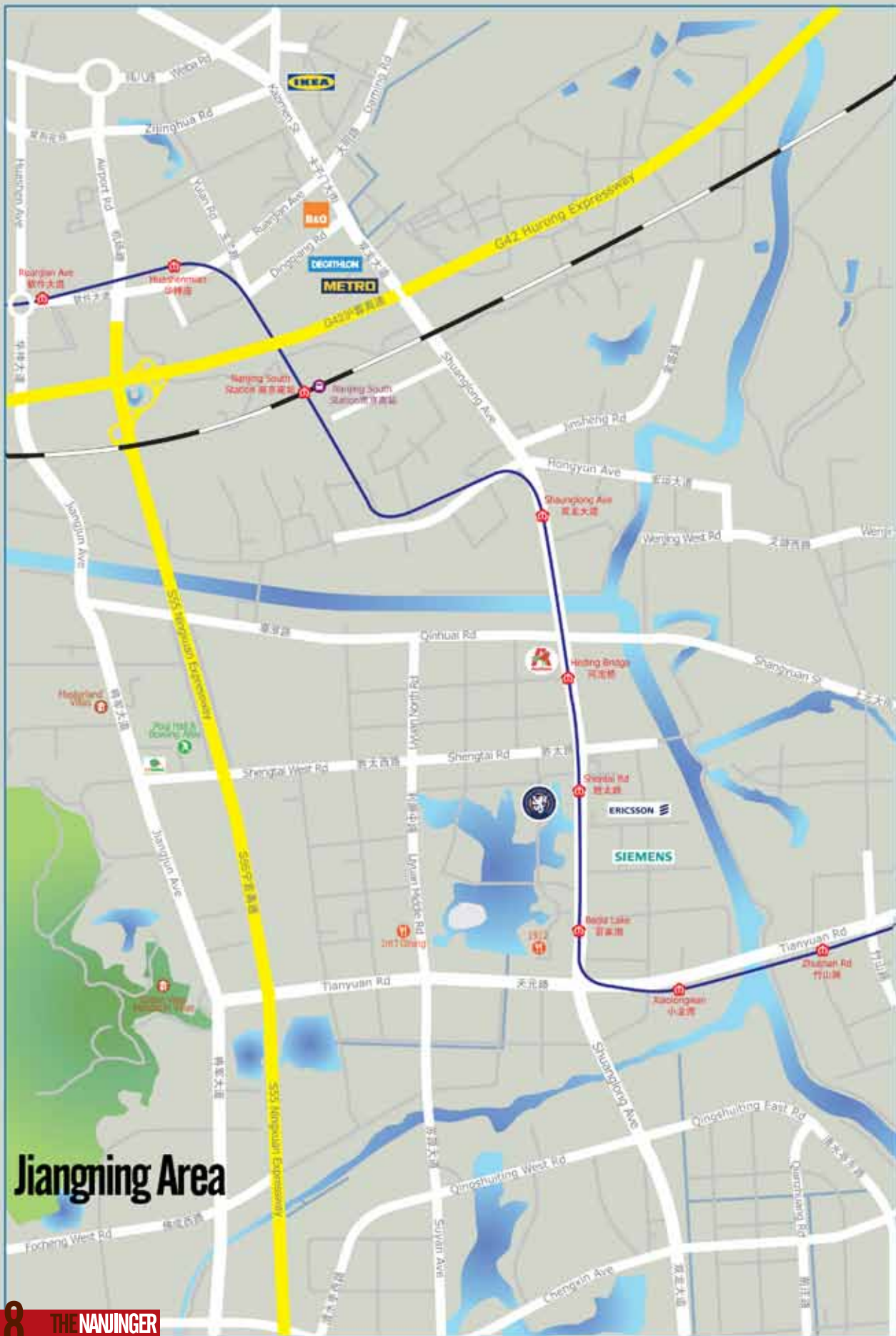
3 Coffee 3号咖啡馆

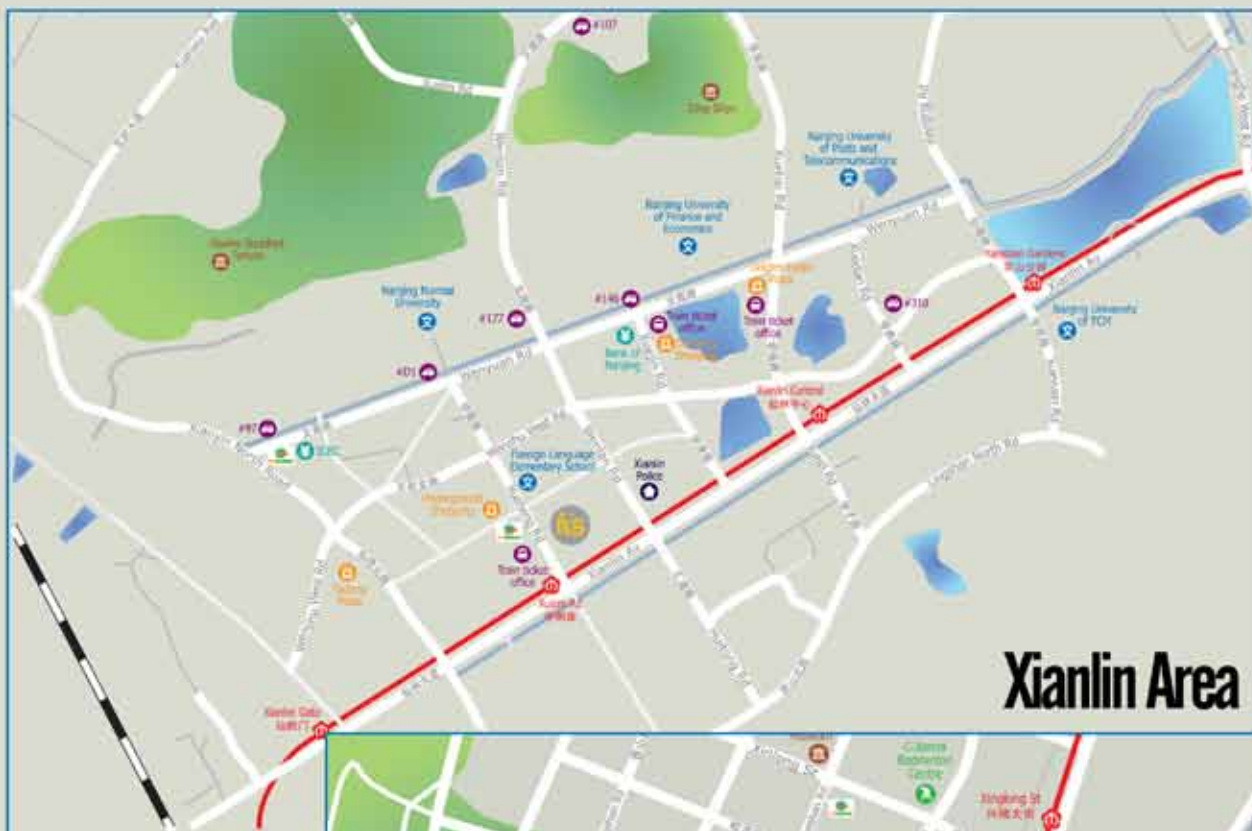
82-1 Shanghai Lu
上海路82-1号
83244617 / 83311505
An upper floor library has art, design and photography books and magazines. Offers a range of coffee, tea, alcohol and limited snacks. Balcony affords a nice view of Shanghai Lu. Free Wifi.

Godot's Home 戈多的店咖啡馆

23 Nanxiucun, off Shanghai Lu
南秀村23号
86637484
A beautifully designed, relaxed café off Hankou Lu inspired by the play by Irish Playwright Samuel Beckett serving a great range of coffee, tea and food in a cozy atmosphere. Opening hours/days are somewhat haphazard.







Xianlin Area

Map Symbol Legend

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Olympic Area

NX THE NANJINGER CLASSIFIEDS

For detailed information about these and many other classified ads and events please visit www.nanjingexpat.com

Jobs - Positions Vacant

■ Client Services Liaison / Admissions Coordinator - BSN

The British School of Nanjing is a fast growing international school located in Jiangning, Nanjing on the shores of Baijia Lake. Surrounded by lake views & protective gardens, our school hosts close to 200 international students from 26 different countries. As a part of the British Schools Group (www.britishschools.co.uk) our school is managed by a very experienced and professional team. If you would like to apply to join our team in this position, please send the following information by email:

Your resume or cv - A cover letter stating why you think you suit this position - A recent photograph - Any references you may have

Email: hr@bsn.org.cn

For full advertisement text, visit: www.nanjingexpat.com

■ English part-time Teacher to start on September!

Hi there, we are looking for part-time English teacher from UK, US, Australia, Canada - Native Speaker. To teach younger children from age 4-12 yrs old. The job will start at the end of August or beginning of September 2012. We based at Longjiang, Guluo area. Please send your cv and photo if you are interested for the job.

Email: 76120038@qq.com

For full advertisement text, visit: www.nanjingexpat.com

■ Looking for Native English teachers

Greetings! Our school needs few native English teachers (UK, USA, Australia, Canada, South Africa) with experience in teaching kids (4-13 year old kids).

We have:

Demo classes - pay is 200-300 yuan

Normal classes - pay is 200 yuan

School is run by a nice lady. She pays salary on time and provides all help you require to teach. We have Chinese teaching assistants too. Work will start from July 1st week, summer classes would run until end of August and other classes would continue for long time. You can send your resume/CV by email.

School is in Nanjing city, can easily be reached by taking metro line 2.

Email: judyjudge8.at@gmail.com

For full advertisement text, visit: www.nanjingexpat.com

Jobseekers

■ English Soft Skills Trainer/ Teachers Trainer

Certified (Soft Skills Trainer) with long time language instruction (TESOL too). Located in NJ.

Email: abualsuudrami@hotmail.com

Phone: 15000227537

For full advertisement text, visit: www.nanjingexpat.com

■ Looking for full time teaching job for summer

Hello. I'm Modar. I'm from Syria. I have been teaching kids in Nanjing for 3 years. Right now I'm working as full time teaching job during weekends and Wed afternoon. so I still have so much free time. Free time: MON-FRI: morning - afternoon - evening. Weekends: evening after 6:00. I'm ready for any interview or demo classes. Also I was teaching adults for different levels. Hope to get any jobs soon...

Email: modar_metawi@yahoo.com

Phone: 13770347751

For full advertisement text, visit: www.nanjingexpat.com

Classified Services - Wanted

■ Looking for language partner asap!

Nanjing local girl want to find a language partner. I can teach U mandarin or Nanjing local language. I can show U kinds of Nanjing local food and I also can show U where to drink where to play. I just want to practise my courage because my job requires me talk with foreigners in English. I work for an accounting firm. I hope I can find U soon. Best wishes.

Email: cpazhang929@yahoo.cn

For full advertisement text, visit: www.nanjingexpat.com

■ Find a German language partner

I'm a 18-year-old girl and I want to learn German with a language partner Besides evening, my time is all allowed to learn German

and the best meeting point is wanda plaza in hexi

In addition, if u want to learn chinese, I can teach u too

Hope someone can contact me

Email: zhaoyangisnj1314@126.com

For full advertisement text, visit: www.nanjingexpat.com

For Sale

■ Tokina 11-16mm f/2.8 Pro DX Digital Zoom Lens - Nikon

I purchased this lens in the US in December. I have used it twice, so it is practically brand new. It takes beautiful photos! If you are a professional or a serious hobbyist this lens would be great for you! Buy it from me and avoid paying the high import fees that you'll be covering at the camera shops!

The new Tokina AT-X 116 PRO DX is an ultra-wide angle lens with a fast f/2.8 aperture for better photography in low-light situations. Many photojournalists consider having an f/2.8 aperture a must for any lens in their camera bag. Based on the award-winning optical design of the AT-X 124 PRO DX (12-24mm f/4) lens, the new AT-X 116 PRO DX has a slightly shorter zoom range to maintain optical quality at wide apertures. Tokina's exclusive One-touch Focus Clutch Mechanism allows the photographer to switch between AF and MF simply by snapping the focus ring forward for AF and back toward the camera to focus manually. There is no need to change the AF-MF switch on Nikon cameras** and there is no second AF/MF switch on the lens for Canon, everything is accomplished by the focus ring.

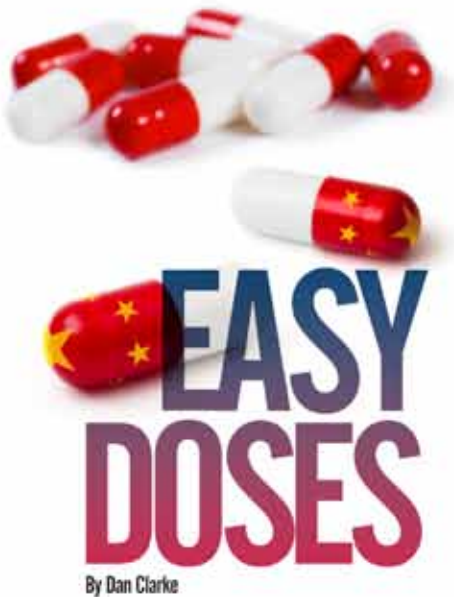
Asking price: ¥4,000

Email: islandschoolhouse@gmail.com

For full advertisement text, visit: www.nanjingexpat.com



The Nanjinger Cryptic Crossword Answers



Overworked and Burning Out

■ **G**reat news everyone, it's summertime. Now we can all go home for the holiday, take a tour around China, sit back and relax with friends, go to dozens of banquets and gain guanxi with Chinese officials and businessmen, or start teaching a room full of screaming 5 to 10 yearolds in a stuffy classroom with no support and virtually no curriculum.

There is something I have noticed with quite a few expats; either we work too hard, or we hardly work. Whether a teacher, businessman, student, or other, there is always work or business related activities that you can or should be doing and a chance to earn more money.

The problem with these opportunities is that you can find yourself burning out fairly easily.

I have occasionally found myself running all over Nanjing trying to get from one job to another, working ten or 12 hour days because I kept accepting more and more opportunities. Individually each job would be easy, but when you add up four or five part-time gigs on top of regular work it can quickly get out of hand.

I have talked with business people who complain that on top of their regular job, they are doing editing work for partners or clients on the side, going to four or five banquets a week to make nice with different important people, and in one case, trying to start their own business all at the same time. They looked worn out, used up and unhappy.

One thing you have to remember is that overworking is not healthy. Making extra money, helping out friends and gaining work experience is great, but you have to have a healthy work-life balance. Unfortunately in China, it is very easy to slide too far one way or the other because of all the different opportunities for work and play that are available.

If you think you might be working too hard, consider these points:

1. Are you frequently tired and/or lack energy?
2. Do you feel there are not enough hours in the day to complete everything?
3. Do you have trouble sleeping at night?
4. Do you often sit to enjoy some entertainment by yourself?
5. Do you have a hobby you participate in at least once a week?
6. Do you see friends outside of work several times a week?

If you answered yes to questions 1, 2, and 3, and no to 4, 5, and 6, you could be overworking, and need a break.

Remember if you're overworked, you're probably overstressed. This will quickly lead to burnout, which means you will not be able to work at all because you lack the energy, ideas and will to actually do something.

So if you think you're overworked, cut back on some things, take a short vacation, and reconnect with your social life. **NU**

The Big End

By Frank Hossack

苏 THE NANJINGER

Jeep


Clubs are all the rage in China, with there appearing to be a club for just about every hobby and activity imaginable; in the auto world manifested by clubs devoting their loyalty to one particular make and model. How many times have you seen a Ford Focus with a sticker on the back that says "Focus Friends Club - No. 255"? While it may be difficult to imagine what activities these clubs offer (other than going for a drive), one sets itself apart; the Jeep club.



A marque of Chrysler, Jeep had its beginnings in 1941 when it became the four wheel drive reconnaissance vehicle of choice for the American military, through manufacturers Willys-Overland's capability in delivering the necessary stringent specifications to their client. Thus was born Jeep's reputation as a vehicle able to handle just about anything you throw it at, a facet that has never been far from Jeep's core marketing message. Incidentally, Jeep also has a long history in China, being the first auto joint venture in the People's Republic; dating from 1984 this brought us the Beijing Jeep.

Unlike other cars we have test driven for The Big End, Jeep is one whose customer profile in China is almost identical to elsewhere; a wide range of buyers aged 20 to 40 comprising successful entrepreneurs and others with a genuine interest in the outdoors. This is where the Jeep club comes in. Our salesman was enthusiastic in showing us photos from their recent jaunt to remote Anhui; a 20 strong convoy assortment of the four Jeep models currently imported to China (Patriot, Wrangler, Compass and Grand Cherokee) that spent a weekend camping and putting the cars through their paces. The impressive piece of hardware can handle depths of water that virtually spill over the top of the bonnet along with a 60 degree incline. "All you can see is the sky", commented our salesman.

While we at The Nanjinger have every intention on taking up the club's kind invitation to join them on their next outing, here on city tarmac it may be tempting to think any Jeep model may be largely redundant. Not entirely so. In an urban environment plenty use can still be made of a removable roof, huge boot space, loud speaker plus power socket in the tailgate, and the capacity to carry extraordinarily large numbers of people; at 1.94m I fit in the back seat of the Compass with plenty of legroom to spare.

As an active member of Nanjing's Meteorological Club I'm going to be among the first to know when the floods hit. Jeep is the all the vehicle I'm going to need. Watch out for me; with Jeep's road manners nearby you going to get more than your feet wet. 

The Nanjinger test drove Jeep at 江苏天泓瑞博汽车服务有限公司, 大明路179号.
Tel: (025) 85459199

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