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HIS 114: World Civilization 11 (NA/NLS/NLSB)

Source: 15.2

January 28, 2022

Zhang Han is intimately familiar with the Chinese state's management of network flows. What lesson does he draw from the history of that management? In his view, what interests need to be balanced in setting management policy? What debates about network management can you extract from Zhang Han's presentation of the issue?

(1)

- (a) The lesson that Zhang Han learnt is that various foreigners were gaining profit from Chinese goods and China also gains profits from the foreigners' goods. He found out that even though they were trading what they have for what they need. They call it "tribute" He discovered that, "A lot goes out, but little comes back in", In other words they were trading more so for honor, than for profit.
- "The payment of tribute does not amount to one-ten-thousandth of what is transacted in trade" (Page 26, Col. 2, Para 2) They should open the maritime markets and cease the aggressions of the merchant. Even if the border market runs at a loss the maritime will make up.
- (b) The interest that needs to be balanced in setting management policy is that. The interest of the merchants and of the people should be balanced. "As for the border markets in the northwest and the maritime market in the southwest, we should compare their profit and losses and their advantage and disadvantages, for the national economy and the livelihood of the people." (Page 26, Col 1, Para. 3).

- © The debate about network management is that policy should be put in place that everyone concerns benefit from network flow to prevent an invasion. “Suppose one day they go back on their treaties and charge over into our borderlands?”

(2)

- (a) The frame value that Zhang Han presents is social value.
- (b) What he assumed is that China Authorities prefer “greater Honor” over profit.
- © The similarity between China and the Tlaxcalan cabildo is that they both put social values, (status) over economy. In the text book states, “They reacted in a classic Agrarian elite way by attempting to regulate the scale of trade, thereby reasserting the dominance of politics over economics in order to maintain traditional class division:”