KNOWING THE EDUCATION BUSINESS AND POLITICS OF MODERN GUANXI CONFUCIAN SOCIETIES IN BENGKALIS ISLAND

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Abstract

Understanding modern Confucius Guanxi politics and business is a new science for business and politics that focuses on trust and mutual benefit between people. This means that people must maintain relationships, share information, solve problems, and seek opportunities to increase value for themselves and for others. This theory also emphasizes the importance of protecting power and complying with applicable business rules and norms. Writing this article is a review of the science of politics and business of Confucian Guanxi both in terms of good and bad. Theory and its applications are very useful for providing different views and perspectives on how to think and do things. However, the lack of politics and business with Bibliometric Analysis using VOSviewer and Publish or Perish. Confucian Guanxi can lead to incorrect understanding and action. For example, the classical theory of economics provides the view that markets will always move toward equilibrium, but this contradicts the fact that most markets in the world are unstable. This has led economists to develop new, more realistic theories. Another negative side of Confucian Guanxi political and business theories is that they can be misinterpreted. Another negative side of Confucian Guanxi political and business theories is that they can be misinterpreted. For example, some people may use psychological theory to claim that people with certain characteristics have limitations that prevent them from achieving their goals. This can lead to assault and exclusion. This theory also has another negative side. They can limit a person's thinking and limit their way of seeing the world. Some people may use theory to support their unfavorable views on certain political and business subjects.
Keywords: Business, Politics, Guanx Confucian Society, Education.

Abstrak

Memahami politik dan bisnis Konfusius Guanxi modern adalah ilmu baru untuk bisnis dan politik yang berfokus pada kepercayaan dan saling menguntungkan antar manusia. Ini berarti bahwa orang harus menjaga hubungan, berbagi informasi, memecahkan masalah, dan mencari peluang untuk meningkatkan nilai bagi diri sendiri dan orang lain. Teori ini juga menekankan pentingnya melindungi kekuasaan dan mematuhi aturan dan norma bisnis yang berlaku. Penulisan artikel ini merupakan review ilmu politik dan bisnis dari Khonghucu Guanxi baik dari segi baik maupun buruk. Teori dan aplikasinya sangat berguna untuk memberikan pandangan dan perspektif yang berbeda tentang cara berpikir dan melakukan sesuatu. Namun kekurangan politik dan bisnis dengan Bibliometric Analysis menggunakan VOSviewer dan Publish or Perish. Confucian Guanxi dapat menyebabkan pemahaman dan tindakan yang salah. Sebagai contoh, teori ekonomi klasik memberikan pandangan bahwa pasar akan selalu bergerak menuju ekuilibrium, namun hal ini bertentangan dengan fakta bahwa sebagian besar pasar di dunia tidak stabil. Hal ini menyebabkan para ekonom mengembangkan teori-teori baru yang lebih realistis. Sisi negatif lain dari teori politik dan bisnis Konfusius Guanxi adalah bahwa mereka dapat disalahtafsirkan. Sisi negatif lain dari teori politik dan bisnis Konfusius Guanxi adalah bahwa mereka dapat disalahtafsirkan. Misalnya, beberapa orang mungkin menggunakan teori psikologi untuk mengklaim bahwa orang dengan karakteristik tertentu memiliki keterbatasan yang menghalangi mereka untuk mencapai tujuannya. Ini dapat menyebabkan penyerangan dan pengucilan. Teori ini juga memiliki sisi negatif lainnya. Mereka dapat membatasi pemikiran seseorang dan membatasi cara mereka melihat dunia. Beberapa orang mungkin menggunakan teori untuk mendukung pandangan mereka yang tidak menguntungkan tentang subjek politik dan bisnis tertentu.

Kata Kunci: Bisnis, Politik, Guanx Confusian Society, Pendidikan.

INTRODUCTION

Guanxi is a Confucian political and business theory that focuses on relationships, trust, and mutual benefit between people.[1] This theory emphasizes the importance of maintaining and building a network of relationships in running a business. This theory is known all over the world, especially in China. Guanxi focuses on creating a network of relationships where people benefit each other and build mutual trust.[2] This means that people must maintain their relationships with other people, either by fulfilling their promises or by keeping their commitments.[3]

In Confucian political and business theory, running a business focuses on creating a network of mutually beneficial relationships. This means that when people are dealing, they should focus on how they can benefit each other. This means that they must work together to share information, solve problems, and increase opportunities. Besides that, Guanxi also emphasizes the importance of maintaining and building a network of strong and sustainable relationships.[4]

This theory and understanding meant that people had to build trust and mutual trust in one another. People need to be open and honest about what they want and what they can offer. This means that people should look for opportunities to increase value for themselves and for others.[5] Confucian political and business theory also focuses on maintaining relationships with policy makers, leaders, and those in power.

Overall this theory or understanding suggests that people should respect and appreciate higher people and try to cooperate with them. Yeung & Tung (1996), People also have to respect and value other people who do not have power. Guanxi also emphasizes the importance of respecting and complying with applicable business rules and norms. This means that people must obey the rule of law and strive to build mutually beneficial and respectful relationships

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[1] Anderson, Alistair R., and Edward Yiu-chung Lee. "From Tradition to Modern: Attitudes and Applications of Guanxi in Chinese entrepreneurship." *Journal of Small Business and Enterprise Development* 15.4 (2008): 775-787.

[2] Barbalet, Jack. "Conceptualising Informal Institutions: Drawing on the Case of Guanxi." *The British Journal of Sociology* 74.1 (2023): 70-82.

[3] Parnell, Martin F. "Chinese Business Guanxi: An Organization or Non-Organization." *Journal of Organisational Transformation & Social Change* 2.1 (2005): 29-47.

[4] Barbalet, Jack. "Where Does Guanxi come from? Bao, Shu, and Renqing in Chinese connections." *Asian Journal of Social Science* 49.1 (2021): 31-37.

[5] Hwang, Dennis B., et al. "Guanxi and Business Ethics in Confucian Society Today: An Empirical Case Study in Taiwan." *Journal of Business Ethics* 89 (2009): 235-250.

LITERATURE REVIEW

Confucianism Theory

Confucianism theory emphasizes the importance of maintaining harmonious social relations, respecting parents and leaders, respecting ethics and customs, being responsible for tasks, and maintaining justice. It is a way of life that has been followed in China for centuries.[6]

Confucianism, developed by the Chinese philosopher Confucius (551-479 BCE), is a comprehensive ethical and philosophical system that encompasses various aspects of life, including education.[7] Confucianism places a strong emphasis on education as a means to cultivate virtuous individuals and contribute to the betterment of society.[8] The theory of education in Confucianism is based on several key principles:

1. Respect for Learning: Confucianism regards learning and knowledge as the foundation of personal and social growth. It emphasizes the importance of respecting and valuing learning in all its forms. Education is seen as a lifelong process that extends beyond formal schooling.

2. Filial Piety: Filial piety, or respect for one's parents and ancestors, is a central value in Confucianism. Education is considered a means to fulfill one's duty to parents and ancestors by becoming a knowledgeable and virtuous person. Students are expected to show reverence and gratitude towards their teachers, who are seen as parental figures.

3. Moral Development: Confucian education aims to foster moral development and character cultivation. The focus is not solely on acquiring knowledge but on cultivating virtues such as benevolence, righteousness, propriety, wisdom, and integrity. Education is seen as a means to shape an individual's ethical behavior and instill a sense of social responsibility.

4. Rites and Rituals: Confucianism places great importance on rituals and rites as a way to maintain social harmony and order. Education in Confucianism includes the teaching of proper conduct, etiquette, and rituals. Students learn how to behave appropriately in different social contexts and develop a sense of social hierarchy and respect for authority.

5. Self-Cultivation: Confucian education emphasizes self-cultivation and self-improvement. It encourages individuals to engage in introspection, self-reflection, and self-discipline. Education is viewed as a means to develop one's character, refine one's moral sensibilities, and cultivate a sense of balance and harmony within oneself.

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[6] Wong, Meiling. "Guanxi and its role in business." *Chinese Management Studies* (2007).

[7] Clarke, Steve, and Saiful Alam Saiket. "China and Guanxi." *Contemporary Strategic Chinese American Business Negotiations and Market Entry*. Singapore: Springer Nature Singapore, 2023. 301-310.

[8] Chen, Michelle Sitong, and Gabriel Eweje. "Establishing ethical Guanxi (interpersonal relationships) through confucian virtues of Xinyong (trust), Lijie (empathy) and Ren (humanity)." *Corporate Governance: The International Journal of Business in Society* 20.1 (2019): 1-15.

6. The Analects: The Analects, a collection of Confucius' teachings and dialogues, serves as a fundamental text in Confucian education. Students study and interpret the Analects to gain insights into moral principles, ethical behavior, and the art of governing oneself and others.

Guanxi Society

Guanxi Society emphasizes the importance of maintaining harmonious social relations and building a strong network of relationships. It involves building mutually beneficial relationships between people to help each other.[9]

Guanxi, a concept deeply rooted in Chinese culture, refers to the intricate network of personal relationships and social connections that govern various aspects of life, including education. In a Guanxi society, education is not just about the acquisition of knowledge but also about building and nurturing relationships for personal and professional advancement. The theory of Guanxi society on education revolves around several key principles:

Social Connections: In Guanxi society, the cultivation of social connections is considered crucial for educational success. Students are encouraged to establish and maintain relationships with teachers, classmates, and influential individuals in their field of study. These connections can open doors to opportunities such as internships, job placements, and academic advancements.[10]

Reciprocity: Guanxi is based on the principle of reciprocity, which means that individuals are expected to exchange favors and support within their network. In the context of education, students are taught to show gratitude and reciprocate the help they receive from their teachers and mentors. This may involve assisting their teachers with tasks, offering support to classmates, or contributing to the academic community.

Mentorship: Within the Guanxi society, mentorship plays a significant role in education. Experienced individuals, such as senior students, teachers, or professionals in a particular field, take on the role of mentors to guide and support younger individuals in their educational journey. Mentorship provides not only academic guidance but also personal advice, career insights, and networking opportunities.[11]

Face and Reputation: Maintaining face and reputation is a central aspect of Guanxi society. Students are expected to uphold the reputation of their families and schools by excelling academically and demonstrating proper conduct. Success in education brings honor not only to

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[9] Lin, Liang-Hung. "Cultural and organizational antecedents of guanxi: The Chinese cases." *Journal of business ethics* 99.3 (2011): 441-451.

[10] Ding, Ling, Stephen A. Linstead, and Ambrose Field. "Confucian Connections: Foucault and Guanxi." *Leadership and China*. Routledge, 2022. 1-33.

[11] Dinh, Trung Quang, and Hilmar Þór Hilmarsson. "Understanding" Guanxi" in the Asian business context." *Revista de Management Comparat International* 21.1 (2020): 12-22.

the individual but also to their network of relationships, and failure can have adverse effects on one's Guanxi.

Collective Orientation: Guanxi society emphasizes the importance of collective well-being and social harmony. Education is seen as a means to contribute to the larger community and society as a whole. Students are encouraged to collaborate with their peers, share resources, and participate in community-oriented activities. This collective orientation fosters a sense of unity and cooperation among individuals pursuing education.

Long-Term Perspective: Guanxi society takes a long-term perspective on education. It recognizes that building strong relationships and networks requires time and patience. Students are encouraged to invest in their education, not just for immediate benefits but with a view to long-term success and the future support of their Guanxi network.

The theory of Guanxi society on education places great importance on social connections, reciprocity, mentorship, face and reputation, collective orientation, and a long-term perspective. It recognizes the significant role that personal relationships play in educational success and encourages students to build and nurture their Guanxi network for personal and professional advancement.

Politics and business patterns Confucian Societies Modern Guanxi can be defined as a system of values, rules of conduct and relationships that exist between government and business in China. This includes the theory of filial piety, guanxi and also the relationship that occurs between the government and business.[12]

Modern Theory

Modern Theory emphasizes the importance of using technology and science to solve social and economic problems. It also emphasizes the importance of progress, innovation and critical thinking to achieve more advanced goals.[13] In the modern era, education has undergone a significant transformation driven by the modern theory of education. This theory emphasizes student-centered learning, critical thinking, creativity, and the integration of technology as a vital component of the educational process. Technology plays a crucial role in the development of education by enabling new opportunities and enhancing learning experiences in several ways.[14]

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[12] Ruan, Ji, and Feng Chen. "The Role of Guanxi in Social Exclusion against the Background of Social Stratification: Case Studies of two Chinese villages." *Journal of Contemporary China* 29.125 (2020): 698-713.

[13] Emerson, David J., Ling Yang, and Yanyan Li. "Effects of Guanxi with Supervisor on Whistleblowing,"." *Journal of Forensic and Investigative Accounting* 12.2 (2020): 353-366.

[14] Hsien-Ming, L. I. N. "" Guanxi" Matters? Social Distance and Social Capital in Three Belgian Taiwanese Immigrants' Facebook Virtual Communities." *Intercultural Communication Studies* 28.1 (2019).

Technology provides access to a vast amount of information and resources. The internet has become a treasure trove of knowledge, offering a wealth of educational content, online courses, research materials, and multimedia resources. Students can explore diverse topics, delve into in-depth research, and access information from experts and scholars worldwide.[15] This access to information enhances their understanding, widens their perspectives, and fosters independent learning. Technology facilitates personalized and adaptive learning experiences. With the aid of educational software, online platforms, and intelligent algorithms, students can engage in tailored learning paths that suit their individual needs, preferences, and learning styles. Adaptive learning systems can assess students' strengths and weaknesses, provide targeted feedback, and offer customized content to optimize their learning outcomes. This personalized approach promotes self-paced learning, boosts student motivation, and maximizes their potential.

Technology enhances collaboration and communication among students and educators. Online collaboration tools, video conferencing platforms, and social learning networks connect learners from different locations, allowing them to engage in virtual teamwork, share ideas, and collaborate on projects. Technology breaks down physical barriers, enabling students to connect with experts, mentors, and peers worldwide. This fosters a sense of global awareness, cultural understanding, and collaborative problem-solving skills. Additionally, technology enables interactive and immersive learning experiences. Multimedia resources, simulations, virtual reality, and augmented reality technologies provide dynamic and engaging environments where students can explore complex concepts, conduct virtual experiments, and participate in realistic simulations.[16] These interactive experiences deepen understanding, enhance critical thinking skills, and spark creativity by making learning more tangible and experiential.

Technology facilitates ongoing assessment and feedback mechanisms. Digital assessment tools, quizzes, and online platforms allow educators to gather real-time data on students' progress, track their performance, and provide timely feedback. This data-driven approach helps identify areas of improvement, customize instructional strategies, and support students' individual learning needs effectively.[17] Technology promotes lifelong learning and continuous professional development.[18] Online courses, webinars, and virtual workshops enable educators to stay updated with the latest research, teaching methodologies, and educational trends. Technology empowers

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[15] Song, Zhenjie, and Kangqin Jiang. "Corporate Social Responsibility and Chinese Employees' Creative Behavior: Supervisor–Subordinate Guanxi as a Mediator." *Social Behavior and Personality: An International Journal* 50.8 (2022): 1-8.

[16] Yi, Lee Mei, and Paul Ellis. "Insider-Outsider Perspectives of guanxi." *Business Horizons* 43.1 (2000): 25-30.

[17] Yi, Lee Mei, and Paul Ellis. "Insider-Outsider Perspectives of guanxi." *Business Horizons* 43.1 (2000): 25-30.

[18] Berger, Ron, and Ram Herstein. "The Limits of Guanxi from the Perspective of the Israeli Diamond Industry." *Journal of Chinese Economic and Foreign trade studies* (2012).

educators to engage in collaborative professional learning communities, share best practices, and access a global network of educational resources.[19]

The modern theory of education embraces technology as a powerful tool that revolutionizes the educational landscape. Technology enhances access to information, facilitates personalized learning experiences, promotes collaboration and communication, provides interactive and immersive learning environments, enables ongoing assessment and feedback, and supports lifelong learning for both students and educators. By leveraging technology effectively, education in this modern era becomes more engaging, inclusive, and empowering, preparing students for the challenges and opportunities of a rapidly evolving world.

RESEARCH METHODS

This research is a review research where this type of research involves comparisons, and systematic analysis of the relevant literature on modern Confucian Guanxi political and business theory. This research can include theoretical studies and comparisons in several relevant journals with the aim of identifying the knowledge landscape and current developments. Research reviews generally involve critical studies of different but relevant articles and combine them to produce further conclusions for research and development on modern Confucian Guanxi political and business theory with bibliometric analysis using vosviewer, publish or perish and connected papers.
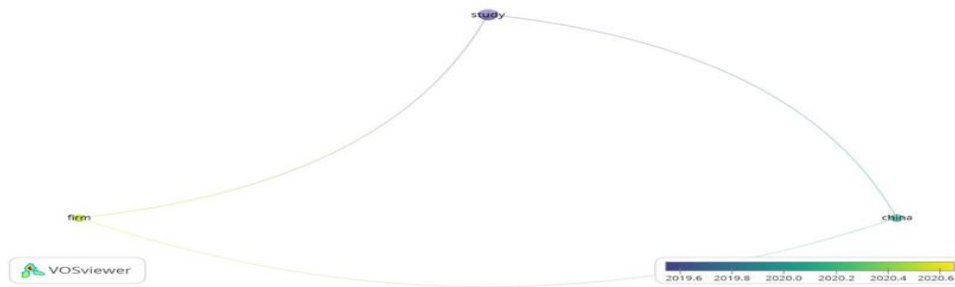
RESULT AND DISCUSSION

Understanding Confucian Guanxi's of political and business theory is a concept that focuses on trust and mutual benefit between people.[20] This means that people must maintain relationships, share information, solve problems, and seek opportunities to increase value for themselves and for others. This concept also emphasizes the importance of respecting power and complying with applicable business rules and norms. At the beginning of the research, we found that this topic was not widely discussed even though this concept had been used in almost all of Indonesia with Bibliometric Analysis using VOSviewer, Publish or Perish and connected paper as data show below:

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[19] Zhang, Carol X., et al. "Guanxi Influences on Women Intrapreneurship." *Tourism Management* 81 (2020): 104137

[20] Zhang, Shuai, et al. "Seeking Medical Services through Guanxi in China." *Patient Education and Counseling* 104.7 (2021): 1789-1795.

Figure 1. VOSviewer Confucian Guanxi

Source: Processed Data VOSviewer March 2023

From figure 1 above, it can be concluded that there has not been any discussion of politics and business and there have not been many articles discussing this topic. Likewise, check with the connected paper software as follows:
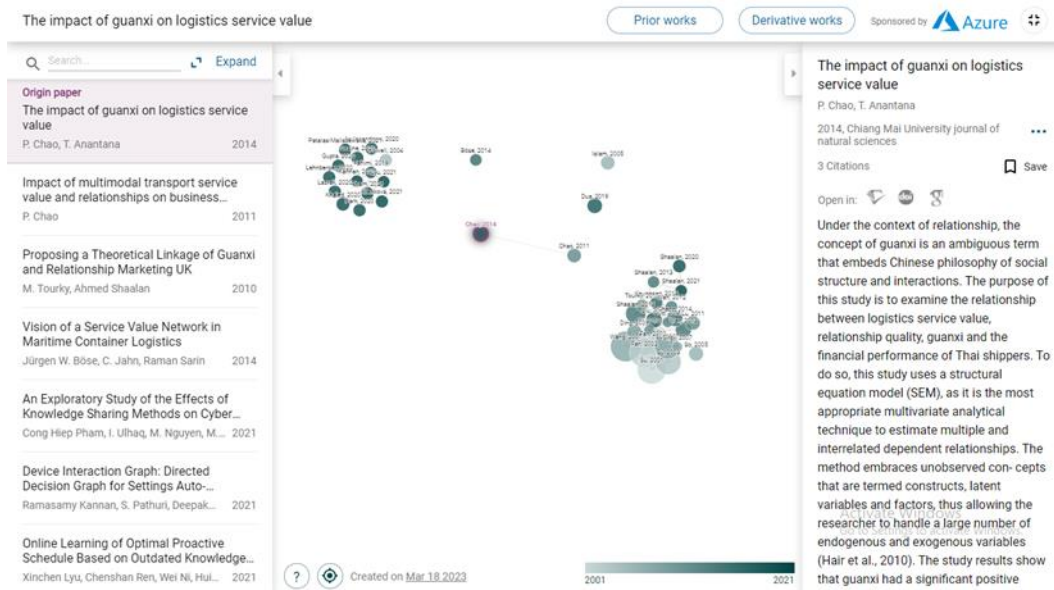

Figure 2. Connected Paper Confucian Guanxi

Source: Processed Data Connected Paper March 2023

Meanwhile, in Figure 2 above, it can be concluded that only China discusses this topic and there are not many articles discussing this topic. Likewise, check with the connected paper software. even though this theory or understanding has been practiced throughout the world.

Figure 3. Connected Paper Confucian Guanxi

Source: Processed Data Connected Paper March 2023

Meanwhile, in Figure 3 above, it can be concluded that only China has discussed this topic with politics and business and there are no articles discussing this topic by combining politics and business. If checked with the software connected paper. This is the urgency of this research.

The Confucian Societies Guanxi Modern political and business pattern can be defined as a system of values, codes of conduct and relationships that exist between government and business in China. It includes the concept of filial piety, guanxi and also the relationship that occurs between the government and business.[21] This concept is also related to the concept of filial piety, which is a Confucian value that focuses on the relationship between parents and children. He emphasized the importance of respecting parents and also respecting and maintaining relationships with other families. In the business context, filial piety emphasizes the importance of maintaining relationships with business partners and building a strong network with them.[22] Guanxi is a concept that originates from the Confucian philosophy which emphasizes the importance of maintaining good relations with others. This includes building strong relationships with business and government partners. The relationship that occurs between government and business is also determined by guanxi. Government and business work together and synergize to achieve common goals Dinh (2020). This concept also emphasizes the importance of maintaining

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[21] Mukhopadhyay, Boidurjo. "Guanxi vs Talent Acquisition: Evaluating the Effects of Guanxi Referrals in Sino-Foreign Colleges." *Research Journal of Business and Management* 6.4 (2019): 232-242.

[22] Zhang, Yi, and Zigang Zhang. "Guanxi and Organizational Dynamics in China: A Link Between Individual and Organizational Levels." *Journal of Business Ethics* 67 (2006): 375-392.

harmonious relations with government and business. Governments are involved in making business decisions and can help businesses achieve their goals. They can also influence business decisions by influencing laws and regulations.

Positive Points about Politics and Business Confucian Societies Modern Guanxi

Guanxi is a Chinese term used to describe complex social relationships. It emphasizes the attachment and obligation built through long-term relationships, and emphasizes loyalty, honesty, and kindness. In Confucian society, personal relationships and interests are considered more important than laws or rules. Therefore, in Confucian society, social relations built through guanxi are important for achieving business and political goals Berger.

Modern Guanxi has evolved and become more complex. Although traditional, modern guanxi also emphasizes loyalty, honesty, and kindness. However, modern guanxi also emphasizes the importance of broad networks and the ability to access important information and resources.[23] This enables those with strong guanxi to achieve business and political goals and interests more quickly and efficiently. Thus, modern guanxi is still an important component of Confucian society, although the emergence of new technologies has made social relations more complex and widespread.[24]

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The Negatives of Confucian Societies Confucian Societies Modern Politics and Business

Modern Confucian politics and business emphasize personal relationships that can lead to fraud and manipulation in the decision-making process. This causes decisions based on certain groups or races.

Modern guanxi increases gender and social class inequality in society, because only certain people can take advantage of personal relationships to increase their wealth. There are no women's rights, especially in the world of work. Modern Confucian politics and business often stifle the innovation and creativity needed to thrive in an age of globalization. This is caused to maintain the uniqueness of a product or heritage that has been maintained for a long time.

Modern Guanxi hinders transparency and accountability in government, because personal relationships are above all else. This happens because based on certain groups, they believe that they do not need to publish all their reports. Politics and business Modern Confucianism often hinders people's political participation, because it places more emphasis on personal relationships than on human rights because they no longer look at gender.

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[23] Yeung, Irene YM, and Rosalie L. Tung. "Achieving Business Success in Confucian Societies: The Importance of Guanxi (Connections)." *Organizational dynamics* 25.2 (1996): 54-65.

[24] Yang, Zhilin, and Cheng Lu Wang. "Guanxi as a Governance Mechanism in Business Markets: Its Characteristics, Relevant Theories, and Future Research Directions." *Industrial Marketing Management* 40.4 (2011): 492-495.

In conclusion, the Confucian Societies Modern Guanxi political and business pattern is a system of values, codes of conduct and relationships that exist between government and business in China. It includes the concept of filial piety, guanxi as well as the relationship that occurs between government and business.[25] This concept emphasizes the importance of maintaining harmonious relations with government and business and also building a strong network with business partners.[26]

CONCLUSIONS

The Confucian Societies Guanxi Modern political and business pattern can be defined as a system of values, codes of conduct and relationships that exist between government and business in China. It encompasses the theory of filial piety, guanxi as well as the relationship that exists between government and business. It emphasizes the bonds and obligations built through long-term relationships, and emphasizes loyalty, honesty, and kindness. However, modern guanxi also emphasizes the importance of a broad network and the ability to access important information and resources. This allows those with strong guanxi to achieve their business and political goals and interests more quickly and efficiently. Modern Confucian politics and business emphasize personal relationships that can lead to fraud and manipulation of decision-making processes. For future research, try to link this with guanxi habitual behavior with others and non-guanxi people. In conclusion, the Confucian Societies Guanxi Modern political and business pattern is a system of values, rules of conduct and relationships that occur between government and business. The understanding of guanxi also believes that relationships that occur between government and business must be maintained in order to build a strong network with business partners.

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[25] Lin, Hsien-Ming. "Guanxi, Social Capital and School Choice in China: The Rise of Ritual Capital." *International Journal of China Studies* 9.1 (2018): 135-139.

[26] Lee, Edward Yiu-chung, and Alistair R. Anderson. "The Role of Guanxi in Chinese Entrepreneurship." *Journal of Asia Entrepreneurship and Sustainability* 3.3 (2007).

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