

DAVE BARRY on the **JAPANESE RELUCTANCE TO SAY NO**

The Japanese always say Yes. It would be impolite to say No. The word for Yes is **HAI**. They have a word for No (**IE**) - but they never use it. Below is a guide for those doing business in Japan:

<u>Japanese:</u>	<u>English translation:</u>	<u>Actual meaning:</u>
<i>Hai !!!</i> (with great enthusiasm)	Yes	Yes
<i>Hai !!</i> (with some enthusiasm)	Yes	Maybe
<i>Hai !</i> (with measured enthusiasm)	Yes	I see
<i>Hai</i> (with little enthusiasm)	Yes	No
<i>Hai...</i> (without enthusiasm)	Yes	That is completely impossible.
<i>Hai.....</i> (with hesitancy)	Yes	That is the stupidest thing I ever heard.
<i>Hai?...</i> (with incredulity)	Yes	We will feed your proposal to a goat!

*From Dave Barry Does Japan, with helpful modifications by Dr. John Freedman