INDEX

The letter f following a page number denotes a figure.
The letter t following a page number denotes a table.

affirmative action, 31
agriculture: apple-growing, 72–75; Han emphasis on cereal crops, 12; importance to tradition, 39; opium cultivation, 39–41; private ownership of land, 26–27; as step to industrial development, 47
Ahou Muye, 197
alcohol use, 5, 37, 110, 171, 196, 202–5
altruism, 89–90
Anderson, Benedict, 28
Animism. See Shamanism
anomie, 37
arbitrary fees, 67–68, 75–77
Asian financial crisis: business collapse and, 76; currency collapse during, 46; Mianning County affected by, 68; tax revenue shortfalls and, 72
assimilation, 29
Association for Individual Laborers, 131–33
Association for Private Enterprises, 128–33, 135
autonomy, 29–31, 36, 191, 195–96, 212
Autonomy Law, 29–30
Bai people, 191
Baiwu Township, 94, 96
Bamo Ayi, 32
Banpo script, 189–90
Barth, Frederik, 171, 173, 184
Berlin, Isaiah, 7
big men, 17, 157
bimo: concentration of, in Meigu County, 60, 219f13; education of, 33; as entrepreneurs, 88, 103; as ethnic institution, 196, 199; fortuneteller, 32f; as healthcare professionals, 33–34; prohibition of, 29; purification rituals, 5; revitalization of tradition of, 31–34; ritual use of script by, 9, 33
Black Yi, 26, 40, 94, 176
bounded solidarity, 150–51, 156
Bourdieu, Pierre, 90, 137
brand awareness, 201
Brass, Paul, 195–96
bribery, 124, 140. See also corruption
broken-in (strong) relationships, 137–38, 148
Bureau for the Administration of Industry and Commerce, 129–32, 135
Bureau for the Administration of Rural Enterprises, 96–97
businesses: age of, 83, 86t; clan member employment by, 151–54; development of private sector, 44–46; in Ganluo
businesses (continued)
County, 65–67; growth by type of, 45t, 46t; in Jinyang County, 53–54; in Puge County, 71, 72t; report on issues facing, 76–81; types of, 84t, 85t; urban vs. rural, 47; Yi ownership of, 47–48; in Zhaojue County, 57, 58t
Butuo County: drug use in, 59; entrepreneurial biographies from, 107–9; HIV infection in, 59; interest associations in, 131–32; poverty in, 50, 60t, 74; as research location, 24–25; slave-owning society in, 188; social capital, 92; survival of traditions in, 58
cadres, 21, 75–76, 78, 195, 216n18
Cassirer, Ernst, 196
Chambers of Commerce, 128, 131–32, 135
charitable contributions, 89–90, 141–43
Chengdu, 100, 200
Chinese Communist Party (CCP): conflict with interest associations, 130–31; entrepreneurs’ dissatisfaction with, 144–46; entrepreneurs’ eligibility for membership in, 20; entrepreneurs’ membership in, 95, 124–28, 220n12; Nuosu termed slave-owning society by, 26, 34–35, 188; Nuosu vs. Han levels of membership, 112; regulation of market economy by, 116; United Front Departments, 128, 130, 132–33, 184
cholera, 6, 47
 cigarettes, 196, 202
circles of loyalty, 187, 195
clan enterprises, 152
clans: as cause of Yi backwardness, 161–62; decline in Nuosu connection with, 111; description of, 8, 26–27; diminishment of social function of, 161;
dispute resolution through, 6; equality within, 162, 210; as factor in commercial success, 116–17, 183; feuds, 27; financial obligations within, 157–58; membership as ethnic resource, 150; new associations within, 154–55; social obligations within, 6, 177–78; tong relationships and, 165–67; transition toward ethnic identity, 169, 207–10; women entrepreneurs roles in, 162–63, 164f
class mobility, 19
cold loyalties, 187, 209
College for Agriculture, Xichang, 23–24
Commission for the Revision of the Nuosu Script, 101
communalism, 213
Communist Youth League, 126
comparative entrepreneurial profiles by ethnicity: age and ethnicity, 83t; age of businesses, 83, 86t; attitudes toward the market economy, 113, 114t, 115–17, 173–74, 206; connection to the area, 82, 89; diversification in ownership by entrepreneurs, 83; economic, social, and political prestige, 117, 118t, 119–20, 134; educational backgrounds, 84–86; factors for commercial success, 116t; life goals, 110–13, 114t; professional capital, 87–89; reasons for becoming entrepreneurs, 86–87, 90, 183; social capital, 89–90; types of businesses, 84t, 85t; types of entrepreneurs, 90–93
Confucius, 29
consanguinity, 26
conspicuous consumption, 200–201
constructive drinking, 205
context theories, 18–19
continuous perennialism, 190
corruption, 32, 75, 136, 138. See also bribery
county government. See local government
crime, 35–37, 55, 146–47
criminal gangs: attacks on mines by, 68; attacks on outsiders, 77; in larger cities, 36; from Zhaojue, 56
cuisine of the Nuosu, 196–97, 202–3
cultural invasions, 35
cultural nationalism, 212
Cultural Revolution (1966–1976), 29; criticism of slave-owners during, 94; imprisonment during, 102; traditional crafts, 104
culture theories, 18
 cunning entrepreneurs, 21
Dechang City, 48, 93
deforestation, 9, 12, 41, 192
development aid, 194
“Development of the West” program, 13
deviance, 36–38
discrimination: against Han, 79, 122, 133, 183; against Nuosu, 78–79; against outsiders, 77–78; subtle, 183
dispute resolution, 6, 78
Dittrich, Eckhard J., 187
division of labor, 160, 182–83, 185, 196, 211
doctrine of socioeconomic formations, 26, 34
donations, 89–90, 158–61, 174
drugs: abuse of, in Butuo County, 59; abuse of, in Zhaojue County, 55–56; dependence, 37; opium, 39–41, 192
Durkheim, Emile, 160
Ebian Autonomous County, 9, 43
economic freedom, 113
economic segregation, 177–78, 180–82
economization, 128, 156, 167
economy: development of, in Liangshan, 44–50; market, 113, 114t, 115–17, 173–74, 206; shadow, 20–21, 106; social context of, 22; traditional Yi, 39–42
education: backgrounds by ethnicity, 84–86; of bimo, 33; community-supported teachers, 101; entrepreneurs’ level of, 53–54, 78; funding of schools by entrepreneurs, 158–59, 196–97; in Ganluo County, 65–66; high fees for, 55, 72; ideological indoctrination as, 134–35; in Jinyang County, 52; private schools, 200; socialization in the schools, 199
Elis, Norbert, 82
Elwert, Georg, 189
endogamy, 26, 31
enforceable trust, 150–51, 156
entrepreneurs: age and ethnicity of, 83t; as agents of social change, 14–17, 168–69, 196–202; background of spouses of, 88–89; as clan headmen, 104, 163, 165; dissatisfaction with sociopolitical conditions, 144t; effect on Yi culture, 22; and ethnic relations, 170–76; female, 162–63, 164f; government exploitation of, 78; Han and Yi compared, 23, 54; Han ex-slaves as, 92–93, 105, 164f; informal training for, 14; life goals of, 110–13; in political offices, 126; previous occupations of, 88t; previously self-employed, 92; reasons for becoming, 86–87, 110, 183; as role models, 111–12, 201–2; social capital of, 89–90; social interaction among, 181–82; traditional craft makers, 92, 104, 197; types of, 21, 90–93; weak ties to the bureaucracy, 138–40
entrepreneurs’ influence on local politics: charitable contributions, 141–43; Communist Party organization membership, 95, 124–28, 220n2; dissatisfaction with sociopolitical issues, 144–49; formal vs. informal political participation, 123–24; interest association membership, 125, 128–35, 209; interest in sociopolitical issues, 143–44; networking among entrepreneurs, 140–41; participation styles by ethnic group, 183; personal/social connections, 135–38; political institution membership, 124–25; satisfaction with local government, 121–23
entrepreneurship: academic studies on, 13–15; in China, 19–21; and economic/social change, 14–17, 168–69; economic theories and approaches to study of, 16; emergence in Liangshan of, 19; and ethnic economies, 17–19; factors behind development of, 3; illegal, 20–21, 106; as self-fulfillment, 86–87
evironment: deforestation, 9, 12, 41, 192; mining damage to, 67
equality, 162, 210
ethnic economies, 17–19
ethnic entrepreneurship, 17–19, 148–49, 190–95
ethnic identity: bimo as symbol of, 31–34; clan identity transitioning toward, 169, 207–9; concepts and definitions of, 186–88; entrepreneurs as agents of modernization, 196–202; entrepreneurs as carriers of symbols of, 196–97, 198f, 199; entrepreneurs’ role in, 188; and Nuosu-Han relations, 210–12; as a process, 187, 205; self-confidence through economic success, 195; stereotypes as expression of, 171–76; time/space markers of, 186, 188–95
ethnic learning, 208
ethnic minorities: academic research on, 14–15, 189; Autonomy Law and, 29–30; classification of, 28, 34–36; problems facing, 147–48; self-administration by, 30–31
ethnic relations: cultural divisions of labor, 182–83, 185, 211; economic segregation and, 177–78, 180–82; entrepreneurs and, 170–71; ethnic boundaries, 183–85; ethnic competition and Nuosu cooperation, 183, 185; ethnic entrepreneurs as perceived by Han and Yi, 171–76; forms of confrontation, 195–96; market competition and, 176–77, 196; in urban vs. rural areas, 181
ethnic resources, 17–18, 150–56
ethnicity, 170–75
ethno-nationalism, 211–12
ethnocentrism, 173
Evers, Hans-Dieter, 23
family handicraft tradition, 92, 104, 197
family-run businesses, 20
Federation of Industry and Commerce, 128–33, 135, 184–85
feudalism, 104, 188
feuds, 27, 37, 97, 209
forced assimilation, 29
Freire, Paulo, 35
Fu Shouzong, 190
Gang of Four, 100
Ganluo County: cross-cultural social interactions, 182; dissatisfaction with public security, 146–47; education in, 65–66; entrepreneurial biographies from, 105–6; interest associations in, 129, 131–32, 180; interference by local cadres, 75–76, 78; mining in, 64–68; number of businesses in, 65–67, 73–
74; Nuosu entrepreneurs in, 83, 198f; ostentatious consumption in, 200; private sector development in, 64–68, 73–76; as research location, 24–25; school building by entrepreneurs, 158–59

Gao Gang, 29

gastro-politics, 139, 201

gauxy caste, 26

Geertz, Clifford, 158

Giddens, Anthony, 3

Granovetter, Mark, 16, 23, 89, 210

Great Leap Forward (1958–1960): deforestation during, 41, 192; forced assimilation during, 29; hunger during, 93, 102

green wares, 197

Guangxi province, 8

guanxi: across ethnic lines, 136, 185; alcohol use and, 203; clan-based, 96, 150; as corruption, 136, 140; credit obtained through, 76, 154; at the direct business level, 140–41; donations for symbolic capital, 89–90, 158, 174; as Han institution, 136–37, 176; importance for success of, 184; influence on government through, 124, 135–40; kin networks, 137, 152–54, 160; strength of ties, 137–41; and taxation levels, 79

Guizhou province, 8, 167

Guo Moruo, 190

Guo Yingjie, 34

Hagen, Everett, 18

Hall, Stuart, 173, 187

Han people: discrimination against, 79, 122, 133, 183; dissatisfaction with sociopolitical conditions, 144–49; ex-slaves as entrepreneurs, 92–93, 105, 164f; identity expressed through stereotypes, 171–76; lack of local connection among, 82; life goals of, 110–13; Nuosu disparagement of acting like, 19; preferential investment policy for, 54, 57; as source of workers, 12; as top of cultural hierarchy, 34–35; on wealth, 115; Yi as ancestors of, 189

Hanyuan County, 9

Harrell, Stevan, 28, 189–90

Hayami, Yujiro, 47

He Baogang, 34

headmen of clans, 104, 163, 165t

health care, 6, 33–34, 52

Heath, Dwight, 203

Hechter, Michael, 211

Hielie clan, 8

hierarchy of cultures, 34–36, 113

Hill, Ann Maxwell, 35

history, 188–93

HIV infection, 55, 59

Hobsbawm, Eric, 190, 204

hospitality, 203

Hui people, 213, 216n14

Huidong County, 48

Huili County, 48

income disparities, 115

individualization, 167–68

intellectuals’ prestige, 119

interest associations, 17, 125, 128–35, 148, 180, 209

interpersonal relationships. See guanxi

invented traditions. See guanxi

irredentism, 213

Japanese people, 189

Jinyang County: businesses in, 53–54; discrimination against Han, 79; education in, 52; health care lacking in, 52; poverty in, 51–54, 64; private sector in, 51–54, 74; as research location, 24–25; traditional economy in, 41

Jize Ji Amu, 93–97, 98f, 197
<table>
<thead>
<tr>
<th>Concept</th>
<th>Page Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jjike clan</td>
<td>8, 158</td>
</tr>
<tr>
<td>juvenile crime</td>
<td>56</td>
</tr>
<tr>
<td>kin networks</td>
<td>137, 152–54, 160</td>
</tr>
<tr>
<td>kinship</td>
<td>173, 220n1</td>
</tr>
<tr>
<td>Kolakowski, Leszek</td>
<td>188</td>
</tr>
<tr>
<td>Kunming</td>
<td>200</td>
</tr>
<tr>
<td>Lageman, Bernhard</td>
<td>14</td>
</tr>
<tr>
<td>language</td>
<td>187</td>
</tr>
<tr>
<td>laoxiang</td>
<td>106</td>
</tr>
<tr>
<td>laziness</td>
<td>96, 178, 194, 217n5</td>
</tr>
<tr>
<td>leadership types</td>
<td>165</td>
</tr>
<tr>
<td>legal system</td>
<td>143–44</td>
</tr>
<tr>
<td>Leibo County: discrimination against Nuosu in</td>
<td>79</td>
</tr>
<tr>
<td>Nuosu entrepreneurs in</td>
<td>83, 99</td>
</tr>
<tr>
<td>as research location</td>
<td>24–25, 216n22</td>
</tr>
<tr>
<td>Li Fang</td>
<td>21, 137, 220n3</td>
</tr>
<tr>
<td>Li Yongxiang</td>
<td>189–90</td>
</tr>
<tr>
<td>Liangshan Prefecture: dependence on state subsidies</td>
<td>195</td>
</tr>
<tr>
<td>divisions of</td>
<td>43–44</td>
</tr>
<tr>
<td>economic development in</td>
<td>44–50</td>
</tr>
<tr>
<td>emergence of entrepreneurship in</td>
<td>19</td>
</tr>
<tr>
<td>founding of</td>
<td>42</td>
</tr>
<tr>
<td>income disparity among counties in</td>
<td>49t</td>
</tr>
<tr>
<td>instability of entrepreneurship in</td>
<td>212</td>
</tr>
<tr>
<td>as marker for ethnic identity</td>
<td>186, 188</td>
</tr>
<tr>
<td>Nuosu Muddi</td>
<td>193–94</td>
</tr>
<tr>
<td>politics in</td>
<td>22</td>
</tr>
<tr>
<td>as poor region</td>
<td>10–11</td>
</tr>
<tr>
<td>statistics on</td>
<td>9</td>
</tr>
<tr>
<td>Liangshan Ribao (newspaper)</td>
<td>11, 66</td>
</tr>
<tr>
<td>life goals</td>
<td>110–13</td>
</tr>
<tr>
<td>Light, Ivan</td>
<td>17–18</td>
</tr>
<tr>
<td>Lin Biao</td>
<td>29</td>
</tr>
<tr>
<td>Liu Bocheng</td>
<td>192</td>
</tr>
<tr>
<td>Liu Yaohan</td>
<td>190</td>
</tr>
<tr>
<td>lobby groups</td>
<td>133–35</td>
</tr>
<tr>
<td>local government: debt</td>
<td>11</td>
</tr>
<tr>
<td>economic policy</td>
<td>122–23</td>
</tr>
<tr>
<td>entrepreneurial dissatisfaction with</td>
<td>144–46</td>
</tr>
<tr>
<td>health care</td>
<td>6</td>
</tr>
<tr>
<td>performance of</td>
<td>121–22</td>
</tr>
<tr>
<td>political participation patterns</td>
<td>123–24</td>
</tr>
<tr>
<td>sani-</td>
<td>tation inspections</td>
</tr>
<tr>
<td>state intervention</td>
<td>123</td>
</tr>
<tr>
<td>Loho clan</td>
<td>155</td>
</tr>
<tr>
<td>loyalties</td>
<td>187</td>
</tr>
<tr>
<td>Lugu Lake</td>
<td>72</td>
</tr>
<tr>
<td>Luhmann, Niklas</td>
<td>151</td>
</tr>
<tr>
<td>Luojing Mountain</td>
<td>71, 101</td>
</tr>
<tr>
<td>Ma Linying</td>
<td>56</td>
</tr>
<tr>
<td>Mabian Autonomous County</td>
<td>9, 43</td>
</tr>
<tr>
<td>Mao Zedong</td>
<td>94</td>
</tr>
<tr>
<td>market competition: ethnic relations and</td>
<td>23, 176–77, 196</td>
</tr>
<tr>
<td>Nuosu cooperation and</td>
<td>183, 185</td>
</tr>
<tr>
<td>market economy</td>
<td>113, 114t, 115–17, 173–74, 206</td>
</tr>
<tr>
<td>matsutake mushrooms</td>
<td>96</td>
</tr>
<tr>
<td>Mauss, Marcel</td>
<td>22, 203</td>
</tr>
<tr>
<td>mechanical solidarity</td>
<td>160</td>
</tr>
<tr>
<td>media</td>
<td>143t</td>
</tr>
<tr>
<td>Meigu County: bimo numbers in</td>
<td>60, 219n13</td>
</tr>
<tr>
<td>development successes in</td>
<td>81</td>
</tr>
<tr>
<td>dissatisfaction with local government</td>
<td>146</td>
</tr>
<tr>
<td>entrepreneurial biographies from</td>
<td>97, 99, 102–5</td>
</tr>
<tr>
<td>entrepreneurs’ development aid</td>
<td>194</td>
</tr>
<tr>
<td>government exploitation of business</td>
<td>78–80</td>
</tr>
<tr>
<td>interest associations in</td>
<td>131, 133</td>
</tr>
<tr>
<td>number of businesses in</td>
<td>60–63</td>
</tr>
<tr>
<td>Nuosu entrepreneurs in</td>
<td>83, 198f</td>
</tr>
<tr>
<td>as research location</td>
<td>24–25</td>
</tr>
<tr>
<td>strength of traditional ties in</td>
<td>168</td>
</tr>
<tr>
<td>tax breaks for business in</td>
<td>63–64, 74–75</td>
</tr>
<tr>
<td>as Yi cultural center</td>
<td>60, 64</td>
</tr>
<tr>
<td>Melanesians</td>
<td>17</td>
</tr>
<tr>
<td>Meyer, Thomas</td>
<td>212</td>
</tr>
<tr>
<td>mgajie caste</td>
<td>26</td>
</tr>
<tr>
<td>mgamo</td>
<td>202</td>
</tr>
<tr>
<td>Mgebbu Lunzy</td>
<td>35, 42</td>
</tr>
<tr>
<td>mgefu</td>
<td>202</td>
</tr>
<tr>
<td>Mianning County: cross-cultural social interactions</td>
<td>182</td>
</tr>
<tr>
<td>dissatisfaction with</td>
<td></td>
</tr>
</tbody>
</table>
public security, 146–47; entrepreneurial biographies from, 100–101, 103; infrastructure in, 68; interest associations in, 129, 131–32, 180; mining in, 70, 75; ostentatious consumption in, 200; private sector development in, 68–70, 75; as research location, 24–25; Yi enterprises in, 69–70

middle classes, 14

migration, 155

mineral resources, 9, 65

Ming Dynasty, 191

mining: in Ganluo County, 64–68; in Mianning County, 70, 75; in Yanyuan County, 73

minzu, 28, 32, 213

modernization, 7, 196–202

Mongol people, 216n14

moral economy, 168, 206–7

moral obligations, 156–63, 168

morality, 7, 147, 150–51

Mosuo people, 72

Muli Tibetan Autonomous County, 49–50, 197

multiple collectivities, 23

Nanzhao Empire, 191

nation-building, 13

National People’s Congress, 106, 159

Native Americans, 189

New Institutional Economics, 153

Ninglang County, 9, 96

non-kin relations, 155–56, 165–67

Nuoho, 40

Nuosu entrepreneurship: as agent of modernity, 196–202; confrontation with cadres, 195; as different from Han, 3; economic development and, 3, 206–7, 210; influence of, 206; market competition and, 176–77, 196; as part of ethnic learning, 208; reactive ethnicity of, 211; relevance for Chinese ethnic minorities, 212–14; state market economy vs., 6, 196

Nuosu Muddi, 193–95

Nuosu people: altruism among, 89–90; “big man” role among, 17; clan role among, 8; Communist Party and traditional values of, 112; discrimination against, 78–79; dissatisfaction with sociopolitical conditions, 144–49; endogamy among, 26, 31; forced assimilation of, 29; identity expressed through stereotypes, 171–76; language’s decline in use by, 199; life goals of, 110–13; local connections among, 82, 89, 110; problems facing, 147–48; revitalization of traditional institutions among, 31–34; as secondary ethnic group, 213; violence by Han against, 79; on wealth, 41–42, 115; women as entrepreneurs, 162–63, 164f. See also script of the Nuosu/Yi; Yi people

opium, 39–41, 192

organic solidarity, 160–61

organization membership, 125t

ostentatious consumption, 200

Pan WenChao, 203

Panzhihua, 9, 43

People’s Congresses, 124–25, 130, 132, 141

Polanyi, Karl, 16

Political Consultative Conferences, 38, 76, 95, 97, 104, 106, 124; entrepreneurs as leaders in, 132; Federation of Industry and Commerce role in, 129–30; prestige as membership goal in, 141

political machines, 156

political socialization, 199

politics. See entrepreneurs’ influence on local politics; local government
Index

popular memories, 204
Portes, Alejandro, 150, 156
poverty: and Chinese government policies, 12–13; in Jinyang County, 51–54, 64; reduction of, by entrepreneurs, 165; statistics, 10–11; Yi-Han differences in, 50
practical (weak) relationships, 137–41, 148
prejudice theories, 18–19
prestige, 117, 118t, 119–20, 134, 141–43
primary ethnic groups, 213
private sector development: in Butuo County, 58–59, 60t; in China, 19–21; county comparisons, 73–76; in Ganluo County, 64–68, 73–76; in Jinyang County, 51–54, 74; in Meigu County, 60–64, 74–75; in Mianming County, 68–70, 75; problems facing, 76–81; in Puge County, 70–71, 72t; in Xichang, 48; in Xide County, 73; in Yanyuan County, 72–73; in Zhaojue County, 55–57, 58t, 74
production responsibility system, 192, 221n8
productive donations, 158
professional capital, 87–89
public security, 146–47
Puge County: development failures in, 71, 81; entrepreneurial biographies from, 99–100, 101; interest associations in, 131; number of businesses in, 71, 72t; private sector development in, 70–71, 72t; as research location, 24–25; tourism development in, 70–71, 75, 101
pull entrepreneurs, 21, 90, 91t
push entrepreneurs, 21, 90, 91t

Qiang language, 215n2
Qiesa Wuniu, 221n3
Qin Dynasty, 189
Qing Dynasty, 191
quho caste, 26, 40
Radke, Frank-Olaf, 187
Rao Shushi, 29
reactive ethnicity, 211
reciprocity transactions, 150–51, 156
research methods, 23–25
ritual donations, 159–61
Rosenstein, Carolyn, 17
safety regulations, 66–67
Sahlins, Marshall, 42, 217n5
Sani people, 28
Sanxingdui culture, 189
Scarman, Lord, 211
schools, 158–59, 196–97
Schumpeter, Joseph A., 15
Scotson, John L., 82
Scott, James, 157, 207
script of the Nuosu/Yi: banning of, 29; business use of, 197; as carrier of ethnic identity, 31, 189–91, 199; entrepreneurs’ knowledge of, 84, 101, 104; revision of, 101; ritual use of, by bimo, 9, 33; spread of, in ancient times, 189; teaching of, 197; as world’s oldest, 189–90; Yi lack of knowledge of, 176.
See also Nuosu people; Yi people
second jobs, 20
secondary ethnic groups, 213
segregation, 23, 176–78, 180–82, 196
Sensenbrenner, Julia, 150, 156
separatism, 213
serfs, 27
shadow economy, 106
Shaga clan, 8
Shama Qubi clan, 8
Shamanism, 29, 31, 33, 59. See also bimo; suni
shanghui, 128
Shimian County, 9
Index

Sichuan province, 8, 10f, 13, 44, 71
Sichuan Trade Union Association, 127, 183
situation theories, 18–19
Siying qiye xiehui. See Association for Private Enterprises
slavery: Cultural Revolution criticism of slave owners, 94; Han ex-slave entrepreneurs, 92–93, 105, 164f; Nuosu as slave-owning society, 26–27, 34–35, 188; and slave mobility, 27, 35
Smelser, Neil, 18
Smith, Anthony, 190
social awareness, 111–12
social boundaries, 184
social capital. See guanxi
social change: and clan relationships, 160, 165; entrepreneurship and, 14–17, 168–69; individuation, 167–68; through Yi participation in political institutions, 37–38; and tong relationships, 165–67
social language, 201
social mobility, 155
   See also guanxi
social protest, 36–38, 79–80
social relationships. See guanxi
socialism, 112
Socialist Education Movement (1964), 99
soft laws, 30–31
Sombart, Werner, 21
special households, 95
Stalin, Josef, 26, 34
state historiographies, 35
state-run enterprises, 13, 20, 41, 59
status symbols, 200
stereotypes, 171–73
strong ties, 137–38, 148
sunri, 29, 33–34, 53
suyy, 27, 163
Swedberg, R., 18
symbolic capital, 89–90, 158
Szelenyi, Ivan, 14
Tapp, Nicholas, 28
taxes: and apple harvest reductions, 72; Asian financial crisis and, 72; disabled employees as exemptions, 68; as extortion, 67–68, 75–77; fixed rates for, 73; for Han investors, 54, 57, 79, 106, 178; Meigu County exemptions, 63–64, 74–75; mining sector exemptions, 67; transit tolls, 70
temporary workers, 107
theft, 36
three representations, 168
Tiananmen massacre, 96
Tibet, 211
Tibetans, 9, 36, 48–49, 209, 215n2
tobacco use, 110
tong relationships, 137, 165–68
torch festival, 71, 154
touren, 104, 163, 165
tourism, 70–71, 75, 101
town and township enterprises, 59, 64–65, 73, 75, 87, 131
towns. See local government
townships. See local government
trade unions, 126–27, 183
trader’s dilemma, 22, 157, 169
traditions of the Nuosu: alcohol use, 5, 37, 110, 171, 196, 202–5; crafts, 92, 104, 197; sharing food, 196–97, 202–3. See also bimo
transit tolls, 70
transportation, 11–12
Trenk, Marin, 157
trust, 150–53, 156, 162
tuotuorou, 196–97, 202f
tusi, 197, 201
Uighur people, 209, 213, 216n14
underground companies, 106
Index

United Front Departments, 128, 130, 132–33, 184
unregistered enterprises, 20–21
value introjection, 150–51, 156

Waldenfels, Bernhard, 170
Walzer, Michael, 7, 35
Wank, David, 138
warm loyalties, 187, 209
weak ties, 137–41, 148
wealth, 27, 41–42, 115, 157
White Yi, 26, 176
women entrepreneurs, 162–63, 164f
workers’ prestige, 119
Wu Jinghua, 101, 219n4

Xia Dynasty, 189
xiangzhen enterprises. See town and township enterprises
Xichang: clan branch associations in, 155; discrimination against Nuosu in, 78–79; entrepreneurial biographies from, 109; incorporation into Liangshan of, 42–44; individualization in, 168; ostentatious consumption in, 200; private sector concentration in, 48
Xide County: entrepreneur and staff in, 179f; entrepreneurial biographies from, 104; private sector in, 73–74; as research location, 24–25
Xinjiang, 211

Yala people, 28
Yanbian County, 43
Yanyuan County: entrepreneurial biographies from, 93–97, 98f, 109–110; entrepreneurs as clan leaders, 165; entrepreneurs’ development aid in, 194; interest associations in, 131; mining/agriculture as economic bases of, 72–75; ostentatious consumption in, 200; private sector in, 74; as research location, 24–25
Yi people: alcohol use by, 5; class system of, 26; as courageous, 209; effect of entrepreneurial class on, 22; guerrilla actions by, 28–29, 99; as Han ancestors, 189; history of, 188–93; populations of, 8, 191, 221n5; seen as lazy, 96, 178, 194, 217n5; seen as oldest East Asians, 189; seen as undeveloped by Han, 34–35, 188; socialist reforms among, 27–31; as underrepresented in employment, 13. See also Nuosu people; script of the Nuosu/Yi
Young, Frank, 18
Yuan Dynasty, 191
Yuexi County, 108, 179f
Yunnan province, 8, 167

Zangzu. See Tibetans
Zhaojue County: cross-cultural cooperation in, 185; dissatisfaction with public security, 146–47; drugs and crime in, 55–56; education in, 78; entrepreneurial biographies from, 106–7; HIV infection in, 55; interest associations in, 131–32; poverty in, 50, 55, 64; private sector development in, 55–56, 58t, 74; religious sects in, 56–57; report on core issues facing businesses in, 76–81; as research location, 24–25; Yi in Chengdu, 36
Zhou Dynasty, 189