

2013 年度

「卓越した大学院拠点形成支援」プロジェクト

京都大学大学院アジア・アフリカ地域研究研究科アフリカ地域研究専攻

海外学会発表助成 報告書

**The Mobility of China Shop in Botswana:
A Double-Edged Sword for Surviving Business**

Yanyin ZI

Since the 1990s, China shops in Botswana have increased and expanded from the cities to the rural areas. The booming of China shops created jobs for Botswana citizens and provided cheaper daily needs for the local people. However, on the other hand, the shops are criticized for occupying local market, exploiting local labor and dumping poor quality goods. Faced with strong regulations in an increasingly hostile climate and slipping down profit margin due to the severe competition among China shops, some Chinese merchants try to make their business survive by moving their shops to better business environments.

This research analyzes the vulnerability and mobility of China shop through a case study in Botswana observing the movement of Chinese merchants when their shops faced with a vital blow in local trade policy. After introducing the general situation of Chinese business in Botswana and the background of Chinese merchants, I examine the challenges Chinese merchants encounter and the movement they take when faced with a hostile policy environment. I gather life stories and opinions of Chinese merchants and observe daily people-to-people interactions between Chinese merchants and local people. I argue that although moving shops appears to be beneficial to the surviving of business, on the contrary, it also has a side effect that distracts Chinese merchants from analyzing the potential problems in their business management and themselves.

This research is based on fieldwork in Botswana from November 2011 to January 2012 and September 2013 to November 2013, conducted in Mandarin and English. I interviewed Chinese migrants, Botswana local assistants and customers in the China wholesale and retail shops in the capital city and rural areas of Botswana.