

The Relationship between the Professional Background of Businessmen in Quanzhou in Song Dynasty and the Economic Development of the City

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ABSTRACT. Since the Song Dynasty, the activities of Fujian merchants, known as Yan Shang, YanJia, began to attract the attention of the society, and became more and more important in the business world. Their fields of activity are mainly land and sea trade, commerce, transportation, finance. Meanwhile, the sidelines of geishas, monks, Taoist priests and farmers can't be ignored. At that time, they took the initiative to devote themselves to these jobs, not only because of overpopulation and lack of arable land, which triggered new opportunities for commercial profit. Moreover, people of Fujian origin, including those who came to the post as a doctor, combined with the social economy with strong geographical ties when planting in the fields. Therefore, in order to fully grasp the significance of Fujian businessmen's activities, it is necessary to comprehensively understand the special trend of Fujian society and the historical, local and socio-economic conditions at that time.

KEYWORDS: Song dynasty, Quanzhou businessmen, Economic development

1. Introduction

Merchants, a major force in the rise of civil society in Song Dynasty, succeeded in upward social mobility through science, marriage, and donations. The activities of merchants in Song Dynasty were a sign of their low social status separated from their economic power. However, the social mobility represented by merchants was a closed state of Chinese feudal society since the Han Dynasty. Facing the conservative commodity economy structure of Song Dynasty, businessmen developed by themselves. Through social mobility, the whole society of Song Dynasty showed the characteristics of openness, mobility and civilization [1].

2. The Historical Background of the Shang People's Population in Song Dynasty Quanzhou

Quanzhou since the beginning of the Tang Dynasty, overseas trade will be vigorously launched, through the fifth generation to the Song formed a special group of sea merchants. The focus of the discussion is on local businessmen, not including the Merchantgroup). Scholars have done a lot of research on this and have written a lot. Up to Today, "boat to three Foqi" of the "Quanzhou Outline First Zhu Yu", "Jia Shang Gaoli" and generations of attacks of the foreign merchant Shixuan, to Japan's trade Li Chong, "with the sea port to occupy the city" Wang Yuanxuan, Bao Bao and other large businesses have been familiar [2]. Wang Lianmao has statistics: "Kori History" is clearly recorded as Quanzhou businessmen, or from the Chinese literature to know quanzhou businessmen, their time to go to the Northern Song Dynasty in 1015 (The Year of the Jubilee, Gao Li-Sung eight years) to 1090 (Yuan Yu five years, Gao Li Xuanzong seven years), count 21507 people. "0 At that time Quanzhou overseas trade businessmen scale can be seen - And Zhao's "Zhu Zhi" is a vivid proof of Quanzhou in the Song Dynasty to many countries in the world trade. There is much more to be said about this because of the research results. Of course, engaged in domestic The quanzhou people of trade are no less, they are in Jiangsu and Zhejiang - with "water and land floating trend", in Guangnan "fighting over the ridge, often to Rich", and even broke through the court restrictions "navigation to Jingdong, Hebei, Hedong and other roads" trapped, in these domestic trade "taste With the village of several people to tie the knot jia, from the waterway straight to Shandong. Lin Zhaoqing, who has been in and out of the sea for more than ten years, has been very much used to make good use of the sea [3]. Traffickers to Lin'an - belt "for Haijia more than ten years, to 20,000" Yang Kehui, etc. have also been known to everyone. Quanzhou businessman Yu Guo The situation of internal trade is not discussed too much, but because the focus of this paper is on the composition of the merchant steam, it is not a good deal for the merchant's country. The internal and external trade situation is not deeply analyzed. The example of the above-mentioned Quanzhou businessmen doing business at home and abroad and thus getting rich is undoubtedly a strong impact on the people at that time. Quanzhou, which is "densely barren" has a simple business practice very early

on, with simple business ideas, and the Song Dynasty was an ancient Chinese The modern economy is the most liberal and relaxed period of development, so these successful businessmen's business achievements must infect more and more Body, they learn from each other to imitate, in the role of the public psychology, promote the Quanzhou people's simple business ideas of the continued survival. This The values spread rapidly, along with people's needs and gradually accumulate, precipitate, constantly strengthen, speak ingenuity and one by one The continuous expansion of profit behavior, and ultimately triggered the generalization of business behavior, people have joined the business team, from the career of business men into it's very complicated [4].

3. The Main Factors of the Economic Development of Quanzhou in Song Dynasty

3.1 The Community from the Business Generally Brought the Expansion of Business, the Expansion of Market Demand for Quanzhou Successfully Built a Multi-Level Market System.

In the traditional economic development, rural industry, external market, commercial agriculture development, city and population are five important factors, the core of which is “production for the market”, therefore, it is important to cultivate and develop a broad and perfect market system. One of the great achievements of Quanzhou people in song dynasty is to bring a broad and perfect market system for Quanzhou, thus laying the foundation for the further development of the Yuan Dynasty. The above has mentioned that Quanzhou businessmen to overseas and domestic regional development, which makes the domestic market and overseas markets are rapidly expanding, especially the emergence of many part-time businessmen, the use of various conveniences from business, but also to make quanzhou north of the vast area north of Quanzhou has become a huge market in Quanzhou. Song Dynasty Quanzhou maritime business overseas development is a lot of academic research, no longer repeat [5]. These Quanzhou people, who often sell overseas, set up trade terminals abroad in order to reduce the risk of trade, which can be used to store commodity stocks and to observe the needs and interests of consumers and suppliers, making overseas trade markets more rational and secure. Overseas merchants brought a large number of spice drugs and other imports, local agricultural craftsmen produced local products, but also a steady stream of domestic transport. If there is no broad domestic market demand, overseas trade will be exhausted, local production will lose vitality. At the same time, the domestic market also provides a broad hinterland for Quanzhou, to bulk export porcelain, for example, in addition to Quanzhou Dehua kiln, magnetic stove kiln, Anxi, Nan'an, Tong'an and so on has been the academic community to form a consensus on the production base of the bulk export porcelain of the port of Hedgehog, many porcelain sextents throughout the country, such as Longquan kiln, Jingdezhen porcelain, etc., are constantly being confirmed to be transferred overseas by Quanzhou. In his book “Chinese Porcelain on the Silk Road at sea”, the Japanese scholar Sansu Longmin introduces the distribution of Song Dynasty porcelain in Singapore, Jakarta, Indonesia, Saigon, Vietnam, Mesor and Madras in India, Bampur ruins in Pakistan, Samarra ruins in West Iraq, and Forstant in North Africa. Many of these porcelains are transferred out by Quanzhou. At that time, “if you want to ship a broad foreign trade, it is Quanzhou can go abroad.” If Shang Jia stop to Taiwan, temperature, spring, Fu trade, has not tasted the seven continents, Kunlun and other oceans. If there is a sea, that is, from Quanzhou port to Thelani Gate, you can release the ocean. “

3.2 Active Businessmen to Promote Agricultural Commercialization, Handicrafts Start-Up for the Market Production

The strong commercial atmosphere of Song Dynasty Quanzhou stimulated - some farmers who stayed in their hometown to sit back to farming abandoned the old-fashioned concept and began to plant consciously, so commercial agriculture flourished. “The sea-by-sea salsa salt for life, the mountain people to mulberry for the industry.” The economic benefits of cotton is very high, song dynasty national hero Xie Yande had a poem cloud: “wood cotton thousands of plants, eight mouths do not worry about poverty.” Jiangdong get this kind of, can also become rich. “2 A large number of Quanzhou people thus grow cotton, but also woven into cotton cloth export. During the Year of South Zhu Shaoxing, there were 5,000 cotton cloths in Quanzhou [6]. Song Dynasty Qihua Huihui” a pot of gold also. Yi import easy beads, slugs, basins more valuable”, so Hua Lin's son Hua Shichang on the “Tuhai Xingtian, planted flowers” to expand the operation. In order to pursue commercial profits, Quanzhou species lychee farmers are “businessmen and traders, and the rural people are more beneficial.” - I don't know hundreds of billions of dollars. “Can be seen in the Song Dynasty Quanzhou farmers planting is not blind, they adjust the direction of planting according to the needs of the market, learn to market as a weather vane for purposeful production. appear - a rapid and concentrated shift from a relatively static state to a freer, more liquid state based on market and business exchanges [7]. There are many drivers of the commercialization of crops, mainly the massive growth of the population, the expansion of international trade, and the intrinsic driving force of businessmen and agricultural operators to obtain higher profits and profits. When the market around the city is expanding, demand is growing, and merchants are active between the markets, it is bound to be keenly aware of the different profits brought about by different demands. The different acquisition desires of merchants guide the producer's focus from the value of the use of the product to the exchange

value. Thus commerce is no longer subordinate to agriculture, but in turn guides agricultural production. Agricultural products are no longer consumed only by landowners and farmers, but are involved in the general circulation system as an exchange or raw material. Crop production has emerged some new phenomena, paving the way for the formation of a new type of agriculture for development. At this time, the frame of the economic activities is broken, the rural economy appears to be more dynamic, active and colorful [8].

3.3 Business-Related Personnel At All Levels Promote the Formation of Social and Business Values, Thereby Reducing Transaction Costs

Business consciousness gradually moves from the individual to the society, which is accepted intentionally or unintentionally by the whole society. This kind of liberation of thought will inevitably bring about changes in people's ideas and behavior. He first influenced the policy measures of local officials, which the famous economist Kos called "institutional arrangements" in favor of business. Economic development depends on the reduction of transaction cost, transaction cost and institutional arrangement is closely related, it depends on a country's system, such as the legal system, political system, social system and education and culture. The system determines the economic performance. Ancient China was in a farming society for a long time, the ruling class in order to maintain the rule, re-agricultural and commercial, institutional arrangements are not conducive to the development of commercial economy. But Quanzhou this barren land, is not conducive to farming, since The Beginning of Wang Yizhi, it "cherish the southbound boat, promote trading." Especially in the Song Dynasty, the officials basically showed a heavy peasant, academic and business interest, for Quanzhou's business system to provide a relaxed political environment. Such as Shaoxing six years, in order to encourage the development of trade, "ChiQuanquan Liannanfu play please, the city of the first port can recruit the boat to extract the goods, tired price and 50,000 runs, 100,000, make up the official has a difference [9].

4. Relationship between Quanzhou Merchants and Urban Social Structure in Song Dynasty

From the sociological point of view, the social mobility of businessmen is a form of social integration, which is a kind of self-adjustment and self-evolution made by the closed and conservative social structure since the Han and Tang Dynasties, when faced with the external pressure of the boom of commodity economy and the growth of the businessman's power. First of all, including businessmen, the civilian class through various ways to change their identity, status, to achieve the vertical flow of individuals and families, families, so that the Song Dynasty social hierarchy order has been loosened, so that the whole Song Dynasty society presents the characteristics of openness, mobility and civilization. The increase of social mobility in Song Dynasty transformed society from a replica layered structure that was attacked from generation to generation to an alternative layered structure of intergenerational convection. In particular, the general implementation of the system of science and regulation, for all sectors of society can not be limited by family, identity, lineage, and through their own hard study, hard work to achieve upward mobility mechanism, which is undoubtedly with the previous this people's life and even generations bound to the same social status level, the whole society is like a pool of stagnant water cured layering structure is very different, it represents people's hope to realize their own value and self-development. Not only that, the Song Dynasty civilian class through the examination should be raised to achieve the increase of upward mobility opportunities, pointing to a principle of equality. The system of science and technology mainly to test results to decide the choice, not only broke the identity barrier and to lock the hospital, paste name, reputation and other ways to reflect the principle of fairness of the examination, so that the hanxiu people have by virtue of their own knowledge, can win the court of fair competition [10].

The second is that the rising flow of the civilian class, such as businessmen, has partly changed the way the traditional chinese social hierarchy is formed. The principle of social class composition gives way to individual ability and performance from the emphasis on identity and lineage, so that the composition of the bureaucrat class in song dynasty has the characteristics of pluralism and openness. The re-establishment of this composition of the ruling class, although it has not changed the official-civil dual hierarchy structure of traditional Chinese society, the ruling class occupying the top of the pyramid is still a very small part of the society, the civilian class that constitutes the bottom of the pyramid is still the majority of the society, the ruling class is still the possessor of the scarce resources of wealth, power and prestige. But the relationship between officials and the people is no longer as sharp as the previous society, there are a system between the two, the system of donation and other channels, so the relationship between the top of the pyramid and the bottom of the pyramid is no longer the relationship between the opposite (or the sharpness of this opposition to a certain extent, but become an open hierarchical relationship). This not only avoids the curing of the composition of the ruling class to a certain extent, but also breaks, so that people of different classes of society have a long-term, reasonable, predictable expectations, hoping to achieve their own and even the family's honor and ideals through their unremitting efforts, hard work, so that individuals in order to improve their own position of all efforts and their enthusiasm and enterprising spirit and the overall goal of achieving a healthy operation of society to reach agreement. Compared with the previous society, the Song Dynasty society showed an unprecedented vitality, which can

not be said to be with the Song Dynasty such a mobile, open social stratification system has a great relationship.

The professional characteristics of businessmen determine that businessmen run around for profit, is the most active people in the traditional society, but before the Song Dynasty, when society was in a kind of solidification and layering structure, the businessmen in marriage, friendship and other close, lasting interpersonal network showed the main interaction with the members of their own class and their own social status similar to the agricultural and working class, and the status of their higher social upper level contact and exchange of commodities, in addition to the exchange of goods. Since the Song Dynasty, the degree of social openness has been continuously improved, the channels of social circulation are more smooth, businessmen through the taxi, bureaucratic class of marriage, friends or donations to buy officials, into the Shilin and other ways not only expand edge as individual businessmen's own interpersonal network, but also more social significance, the realization of upward mobility of businessmen in the change of their social status, their personal interpersonal network also crossed the boundaries of social hierarchy and social elites have a close and lasting relationship. However, the upward mobility of businessmen does not mean that the interpersonal relationship between the businessmen and their original class, especially those with their relatively close and stable social relations, will end with the rise of their status, on the contrary, as a successful realization of the upward vertical flow of businessmen or their children, it is likely to become a bridge and link between businessmen and all levels of society, to stimulate the world to enhance the understanding of businessmen, bridge the gap between the various levels of society, so as to achieve the role of social integration.

5. Conclusions

It is impossible without some recognition of the legitimacy of wealth possession by the whole society and the recognition of the legitimacy of profit-seeking in business. It can be said that the open and pluralistic cultural system is the concrete manifestation of Quanzhou's social and commercial value gradually dominated, which in turn plays a role in the maturity of Quanzhou's business ideas. Using the idea of Mr. Zhang Bincun, a Taiwanese scholar, they taught Quanzhou trade in a way that enhanced the human resources of Quanzhou businessmen and made it a customs of sea trade, which the author believes should be a commercial custom. In fact, if there is no Quanzhou society as a whole for business and business men respect, it can not have such a situation. This social form and cultural environment further cultivates a strong sense of openness and special tolerance, shows tolerance of heterogeneous culture, forms a cultural model of conflict, coexistence and integration, and promotes economic development and change, and commercial prosperity. In the opening up, Quanzhou people learn from overseas businessmen about overseas needs, skilled skills, business talent, and step by step to strengthen business values.

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