

ENGLISH SUMMARY

Negotiation: A Brief Survey (1)

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Key words ; NEGOTIATION, NEGOTIATING BEHAVIOR, DIPLOMACY, BARGAINING, CONFLICT RESOLUTION, CULTURE, NATIONAL CULTURE, INTERNATIONAL DIPLOMATIC CULTURE, "ERABI", "AWASE", "HIGH CONTEXT", "LOW CONTEXT".

Although numerous books and articles on negotiating behavior have been published in Japan, neither comprehensive nor academic study has appeared so far. Nor has been a serious introduction to, not to speak of a critical examination, of Westerns literature on the subject. This article tries to fill gap.

After a clear definition of negotiation, and distinguishing it from related concepts such as diplomacy, bargaining, the article proceeds with the classification of negotiating behavior (Chap. I).

While Western scholars look at the study of negotiating behavior either as an "art" or a "science", this author considers it as both "art and science" (Chap. II).

The larger part of the article deals with the relationship between "culture" and negotiation. Here again it starts with the definition of culture, followed by an examination of its subcategories (national culture, regional culture, sub-culture, professional culture, transnational culture, international diplomatic culture, world culture, and universal culture). Additionally, it classifies "negotiating culture" in dichotomies (e. g., warrior-type v s. merchant-type, masculine-feminine, introversive-extroversive, "erabi"- "awase", and "high-context"- "low context").

There are two schools of thoughts, regarding the role cultural factors play in negotiating behavior: the first argues that culture does play a very important role, whereas the second denies this assertion. This author believes that cultural factors play a role of a catalyst in negotiations by reinforcing more fundamental determinants as "structure" and/or "process" (Chap. III).

The Mysteries of the Akita School of Dutch-Style Painting

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Key words ; AKITA SCHOOL OF DUTCH-STYLE PAINTING, HIRAGA GENNAI, ODANO NAOTAKE, SATAKE SHOZAN, THE NEW BOOK OF ANATOMY, THE DAWN OF WESTERN SCIENCE IN JAPAN, PORTRAIT OF A WESTERN LADY, SUZUKI HARUNOBU, THOMAS JEFFERSON, OPTIQUE, AMERICAN FOLK ART

It was Hirafuku Hyakusui who, in his *Nihon Yoga Shoko* of 1930, was the first to discover a school of Dutch-style painting that had flourished in the second half of the eighteenth century in the Akita domain, in a remote corner of the northeastern region of Honshu. From then until today many studies have been published on this subject. Yet, trying to look from both broad and narrow, detailed perspectives, this school continues to present a real puzzle to our eyes. How was it possible for a young samurai by the name of Odano Naotake to react so perceptively to the initiation to Western painting he received from Hiraga Gennai who was visiting the domain from Edo in 1773? How could the same Naotake, barely settled in Edo, collaborate in something as important as illustrating the book *Kaitai Shinsho* (New Book of Anatomy)? How can we be certain that *A Western Lady*, bearing such a strong resemblance to a young girl painted at the beginning of the nineteenth century by an anonymous female painter of New Hampshire, was in fact the work of Gennai? Behind both works, there must be somewhere a European prototype. The fact that, in his library at Monticello, Thomas Jefferson enjoyed looking through exactly the same kind of peeping glasses (optique) as the one painted in 1770s by Suzuki Harunobu in Edo, is a testimony to the fact that culture traveled the same distance from Europe to what was soon to become the United States, as it did from Europe to Tokugawa Japan under the administration of Tanuma Okitsugu. The same kind of emotions and yearning, curiosity and groping for the Western world seems to have motivated many to transcend the boundaries and limitations imposed by the "seclusion" policy of the Tokugawa.

A Study of the Disease Called Kakke in the Edo Period

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Key words ; EDO PERIOD, RICE, DISEASE, DIAGNOSIS, BERIBERI, KAKKE

The disease called Kakke was endemic to Japan in the Edo period, and the subject of dozens of monographs. Modern historians writing about this disease have routinely equated it with beriberi, and explained its prevalence in terms of the Japanese rice diet.

This essay calls this equation into question, and argues for the need completely to rethink the identity of kakke.

A Historico-geographical Study on Ancient Roads viewed from the Establishment Process of the early Sovereignty in Japan.

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Key words ; ANCIENT ROADS, SOVEREIGNTY, YAMATO, KAWACHI, YOKOOHJI, TAKENO-UCHI-KAIDO, NAGAO-KAIDO, MICHI, WANI, OKINAGA, OSAKA.

This paper intends to discuss the meaning of ancient roads in the political structure of the early sovereignty. In this study we especially focus on two roads which run east and west in Yamato (Nara prefecture) and Kawachi (Osaka prefecture). One is called “Minami-no-yokoojji” (South broad roads) in Yamato, or “Takenouchi-kaido” in Kawachi. Another is “Kita-no-yokoojji” (North broad roads) in Yamato, or “Nagao-kaido” in Kawachi.

We give attention to the fact that the eastward extension line of the former road reaches to the summit of Mt. Osaka where god dwells and that at the east end of latter Wanishita shrine is located. According to the etymology of Japanese “michi” (road), “mi” is a prefix to the property of god or sacred things, so “chi” means originally road. This explains that in ancient time god governs road.

The god of Mt. Osaka was worshiped by the clan of Okinaga, and Wanishita shrine was the sacred place for the clan of Wani. Okinaga and Wani were powerful clan, for their daughters became the empress.

Considering the mentioned above, it is explainable that big tombs of ancient emperors whose empress were daughters of Okinaga and Wani were built along the “Takenouchi-kaido” and “Nagao-kaido” .

The Alchemist's Utopia : The Pseudo-Ko Hong's Alchemist Dream and his Image of Illusory Geographical World

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Key words ; TAI QING JIN YE SHEN DAN JING, KO HONG, NAN ZHOU YI WU SHI, ROMAN ORIENT, UTOPIA, ILLUSIONS, ALCHEMY, TAOISM, NAVIGATION, GEOGRAPHY.

The volume III of Tai Qing Jin Ye Shen Dan Jing, which was written by pseudo-Ko Hong—allegedly a sixth century alchemist—is a geography of the South Seas and the Western Lands, from Vietnam to the Roman Orient. This book has, up until now, been employed as a volume of historic-geographic documents. However, it will be made clear here that this volume is, in fact, none other than the Utopia of an alchemist as envisaged by a Taoist. The aim of the article is to analyse and reconstruct the image of this illusory geographical world.

Genetic Origins of the Ainu

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Key words ; AINU, ORIGIN OF THE JAPANESE, RYUKYUAN, POPULATION GENETICS, DUAL STRUCTURE HYPOTHESIS, MOLECULAR ANTHROPOLOGY

This paper reviews the present anthropological understanding on the origins of the Ainu population of Hokkaido, northern Japan, with special reference to the recent developments of molecular anthropology. It is composed of the following three chapters: (1) Problems of the racial classification, (2) History of the study of the origins of the Japanese, and (3) The genetic origins of the Ainu. In the first chapter, the author examines the concept of race and racial classification in the light of modern biology. It was shown that the concept of race is no more valid, and the racial classification should be abandoned.

In the second chapter, the author takes a general view of the history of the study of the origins of the Japanese peoples. It was proposed that K. Hanihara's "dual structure hypothesis" is the best model at the present to be tested. The author examines it in two parts: (1) the present Japanese populations are basically made by two different groups, the "Proto-Japanese" (populations of the Late-Paleolithic to Jomon times) and the immigrants of the Yayoi and Kofun times, and, (2) the Proto-Japanese are of southeast Asian origin, while the later immigrants came from northeast Asia. While the author's molecular anthropological studies support the first part, the second part of the hypothesis could not be supported.

In the third chapter, the origins of the Ainu population are examined in the light of recent progress in molecular anthropology. It was shown that the Ainu and the Ryukyuan populations are in fact related to each other, and the Ainu show closer genetic affinities to northeast Asians than to southeast Asians, even when the admixture of the Ainu gene pool is taken into consideration. A hypothesis on the origin of the Ainu is proposed: the Ainu originated from the Upper-Paleolithic population of northeast Asia, to which probably the Upper-Pave fossil specimens belong.

Mono (Things)—Oysters and Thunderstones

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Key words ; MONO, CLASSIFICATION, BEN CAO, AMBIGUITY, CHANGE, CREATION, TECHNOLOGY, BELIEF, OYSTERS, THUNDERSTONES

Humans classify and perceive. However, no matter what method of classification is employed, there are somethings that cannot be classified easily because they can actually be classified across a number of spheres. In other words, there exist things that

incorporate ambiguity. Due to the very fact that this ambiguity is uncertain, a sphere with its own particular meaning is constructed. Here I shall take up the two subjects of oysters and thunderstones which both possess an ambiguous nature and analyse their particular spheres of meaning and symbolic interaction.

Ethnographical Notes on Munda (2)
—Cultivator, Hunter, Artisan

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Key words; MUNDA LANGUAGE FAMILY, BIRHOR, ASUR, TURI, CULTIVATOR, HUNTER, ARTISAN, HISTORY OF THE MUNDA LANGUAGE, OCCUPATION.

I have introduced the following theory in my previous paper. According to Zide & Zide (1973), Birhor people, who is a nomadic hunter in recent years, was a cultivator in pre-historical period. In other words, Birhor is one of the sample which is against the evolutionary process; i. e. from hunting to agriculture. I, however, have doubts about it. Thus I discuss about the relationships between the language family and the occupation.

In historical linguistics, the languages in the same language family are derived from the mono proto-language diachronically. This is based on the stammbaum theory. Thus we inferred that the proto-society was homogenous. That is to say, we thought that the occupation in the proto-society was only one. But we should take the convergence of languages belonging to the different language family into consideration. For example, the artisans (iron-smelter, basket-maker etc.) can be derived from the other language family. Because these technology are brought by the outsiders to the Munda society. Thus in this paper we discuss the artisans in the Munda society, e. g. the Asur, an iron-smelter, the Turi, a basket-maker, and the Birhor, a rope-maker with reference to a history of the Munda language family.