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**ASIAN IMMIGRATION TO NEW ZEALAND AND  
THE ROLE OF NETWORKS IN  
INTERNATIONAL TRADE**

A THESIS PRESENTED IN PARTIAL FULFILMENT OF  
THE REQUIREMENTS FOR THE DEGREE OF  
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## Abstract

This study investigates the influence of immigration on international trade, one area in which the frequently-claimed economic benefits of immigration may occur. While the literature reviewed is inconclusive on the existence of net economic benefits resulting from immigration, it identifies personal networks as an important asset of some immigrants, particularly ethnic Chinese. The nature of the personal networks which immigrants are part of, and the role these networks play in international trade, are examined, with particular reference to North Asian immigration to New Zealand. The experiences and opinion of recent immigrants, and others with current experience in immigration and trade, are collected through personal interviews and serve as the data for this work. The findings of this study support claims of the importance of personal networks and identify different methods by which New Zealand benefits from the networks of immigrants. This, together with the knowledge and attributes of immigrants, are assets with value and should be treated as a form of human capital. However, the value of these three is potential in nature and must be acted on for the value to be realised. This work also highlights the critical lack of theoretical and conceptual work on immigration, both of which are prerequisites for sound applied research, informed public debate and competent policy and political decision making. This study offers two small contributions to this shortage, a method for measuring the true level of immigration accurately, something which is not happening currently, and develops a definition for the term "New Zealander," useful in the immigration debate and a requirement for the development of any criteria for citizenship selection.

**Title:** Asian Immigration to New Zealand and The Role of Networks in International Trade.

**Key Words:** Immigration, Asian, North Asia, personal networks, economics

**Author:** Paul Seiler

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# Table of Contents

ABSTRACT.....	ii
ACKNOWLEDGEMENTS.....	iii
TABLE OF CONTENTS.....	iv
LIST OF TABLES.....	vi
LIST OF FIGURES.....	vii
ABBREVIATIONS.....	viii
<b>1. INTRODUCTION.....</b>	<b>1</b>
1.1 BACKGROUND AND MOTIVATIONS .....	1
1.2 AIM, OBJECTIVES AND OVERVIEW .....	2
<b>2. Asian Immigration to New Zealand.....</b>	<b>4</b>
2.1 THE HISTORY OF ASIAN IMMIGRATION TO NEW ZEALAND .....	4
2.1.1 <i>Origins of Asian Immigration</i> .....	4
2.1.2 <i>The Early Arrivals, 1866-1920</i> .....	6
2.1.3 <i>The Easing of Legislation, 1921-1945</i> .....	8
2.1.4 <i>Post World War II, 1945-1983</i> .....	9
2.1.5 <i>Recent Developments, 1984-1997</i> .....	10
2.2 IMMIGRATION DATA.....	14
2.3 CLOSING COMMENTS .....	20
<b>3. IMMIGRATION, TRADE AND NETWORKS .....</b>	<b>21</b>
3.1 THE ECONOMICS OF IMMIGRATION .....	21
3.1.1 <i>Labour Market</i> .....	24
3.1.2 <i>Capital Flows</i> .....	27
3.2 INTERNATIONAL TRADE.....	29
3.3 PERSONAL NETWORKS .....	32
3.4 CLOSING COMMENTS .....	35
<b>4. METHODOLOGY.....</b>	<b>37</b>
✓ 4.1 LITERATURE REVIEW .....	37
✓ 4.2 PERSONAL INTERVIEWS.....	38
4.2.1 <i>Asian Immigrants</i> .....	38
4.2.2 <i>Experienced Others</i> .....	40

<b>5. RESULTS AND DISCUSSION.....</b>	<b>41</b>
5.1 DEFINITIONS AND CONCEPTUAL WORK.....	41
5.1.1 <i>Immigration Measurement</i> .....	41
5.1.2 <i>Who is a New Zealander?</i> .....	42
5.1.3 <i>Selection for Citizenship</i> .....	46
5.2 THE POLITICS OF IMMIGRATION.....	48
5.2.1 <i>Finding Our Identity</i> .....	48
5.2.2 <i>Racism</i> .....	50
5.2.3 <i>Time Scale for Policy</i> .....	52
5.3 THE OVERSEAS CHINESE.....	54
5.4 THE ROLE OF NETWORKS.....	57
5.4.1 <i>Quantification of the Strength of Personal Networks</i> .....	62
5.5 IMMIGRATION TO NEW ZEALAND.....	63
5.5.1 <i>The Decision to Migrate</i> .....	63
5.5.2 <i>Adjustment and Commitment</i> .....	65
<b>6. CONCLUSIONS AND FUTURE RESEARCH.....</b>	<b>68</b>
6.1 CONCLUSIONS.....	68
6.2 FUTURE RESEARCH.....	71
<b>APPENDIX A APPROVED RESIDENCE DATA, 1982-1995.....</b>	<b>73</b>
<b>APPENDIX B LETTER TO NORTH ASIAN MIGRANTS.....</b>	<b>79</b>
<b>BIBLIOGRAPHY.....</b>	<b>80</b>

## List of Tables

TABLE 2.1 NEW ZEALAND ANNUAL IMMIGRATION AS MEASURED BY AR, PALTA AND NPALTA, 1985-1995.....	16
TABLE 2.2 NEW ZEALAND ANNUAL IMMIGRATION FROM NORTH ASIA AS MEASURED BY AR, PALTA AND NPALTA, 1985-1995.....	18
TABLE 2.3 AR FOR NORTH ASIA COUNTRIES, 1985-1995.....	20
TABLE 3.1 NEW ZEALAND EXPORTS TO NORTH ASIA, 1991-1995 (\$MILLION, FOB). ....	31
TABLE 3.2 NEW ZEALAND IMPORTS FROM NORTH ASIA, 1991-1995 (\$MILLION, CIF). ....	31
TABLE 3.3 LINKAGES IN MIGRATION SYSTEMS .....	34

## List of Figures

FIGURE 2.1 NEW ZEALAND ANNUAL IMMIGRATION AS MEASURED BY AR, PALTA AND NPALTA, 1985-1995.....	17
FIGURE 2.2 NEW ZEALAND ANNUAL IMMIGRATION FROM NORTH ASIA, AS MEASURED BY AR, PALTA AND NPALTA, 1985-1995. ....	19
FIGURE 5.1 DEFINITION OF NEW ZEALANDERS BASED ON CITIZENS, UNDESIRABLE CITIZENS (UC) AND DESIRABLE NON-CITIZENS (DNC).....	45



## Abbreviations

AI	Asian immigrant
APEC	Asia Pacific Economic Co-operation
AR	Approved residency or approved resident
BIP	Business immigration policy
c&i	Commitment and identity
CAM	Capital assisted migration
DNC	Desirable non-citizen
EIP	Entrepreneur immigration policy
EO	Experienced other
EOHK	Experienced other in Hong Kong
EONZ	Experienced other in New Zealand
EOSK	Experienced other in South Korea
NPALTA	Net permanent and long-term arrivals
PALTA	Permanent and long-term arrivals
r&r	Rights and responsibilities
UC	Undesirable citizen