

DOING BUSINESS IN JAPAN

DOING BUSINESS IN JAPAN: UNDERSTANDING
JAPANESE BUSINESS CULTURE

COURSE DURATION: ONE DAY

UNDERSTANDING JAPANESE BUSINESS CULTURE

A one-day cultural awareness training workshop for business and commerce.

COURSE OVERVIEW

As more businesses take advantage of the huge opportunities in Japan different cultural and business norms are often of concern.

Doing Business in Japan: Understanding Japanese Business Culture is a one-day, interactive training workshop that explores Japanese culture and business culture and examines how it differs from elsewhere. The focus is on building practical skills for communicating, working, negotiating and doing business with Japanese colleagues, suppliers, customers and other business contacts.

WHO SHOULD ATTEND?

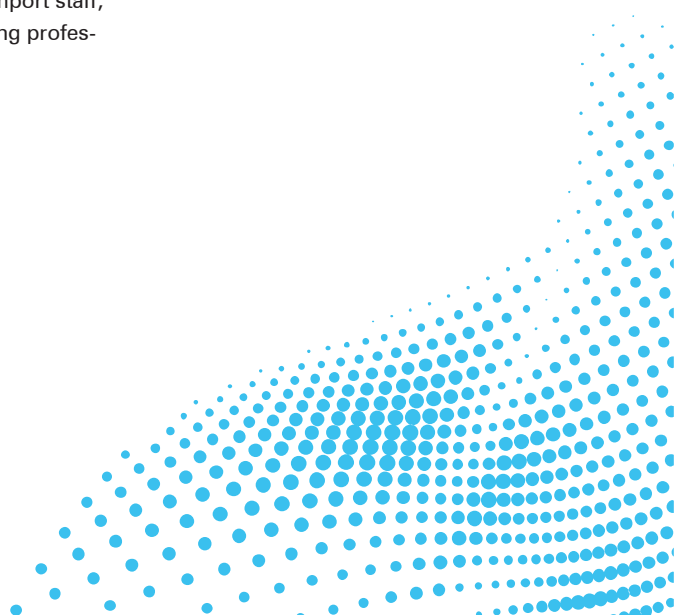
Doing Business in Japan: Understanding Japanese Business Culture will benefit anyone with face-to-face or virtual contact with Japan including expatriate assignees; international executives; global managers; export and import staff; negotiators; and global HR and training professionals.

Learn more at
www.culturewise.net
+44 (0) 20 3787 5521

THE BENEFITS

Successful delegates leave **Doing Business in Japan: Understanding Japanese Business Culture** with hints, tips and strategies for understanding Japanese culture, business culture, business-etiquette, business practices and business structures, together with practical communication, management and work skills to help get things done with Japanese business partners, colleagues, clients, customers, and suppliers.

The result is improved working relationships with Japan and fewer cultural barriers to sustainable business success.



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WHAT WILL I LEARN?

Morning

- Japanese society. The impact of geography, history, language and religion.
- Japanese cultural values and their influence on business and commerce.
- What the Japanese think about Western work and communication styles.
- The Japanese group orientation. Effective ways to give and get feedback, manage conflict, deliver bad news and build trust.
- Understanding Honne and Tatemae. Hints, tips and strategies for improving face-to-face, non-verbal and remote communication.
- Nemawashi and the Japanese approach to decision-making.

Afternoon

- Techniques and strategies for socialising and building sustainable business relationships.
- The Japanese view of management and leadership.
- Taboos, pitfalls and avoiding 'faux pas' when doing business in Japan.
- Best practices for working, leading, managing, and being persuasive and influential with Japanese colleagues and business partners.
- Advice, information and suggestions for your next negotiation or business trip to Japan.

ABOUT CULTUREWISE

Culturewise Ltd provides an unrivalled range of cultural awareness training solutions that enable organisations, teams and people to work effectively across the boundaries between countries and cultures.

Recognised as one of the most innovative companies in our business we operate from our head office and training centre in London, and around the world through a global network of quality-assured associates and training partners. Our customers include many of world's most successful global businesses.

Whatever type of international contact you are involved in, Culturewise's cross-cultural solutions will help build and sustain the global mind-set, openness, flexibility, cultural understanding and skills to ensure successful projects, and sustainable, long-term competitive advantage for your business or organisation.

HOW TO BOOK

To book your course call +44 (0) 20 7387 5521 or visit www.culturewise.net.

Terms and conditions, including charges for late cancellations or late payments, apply to all open and in-house training workshops. For full details on our Terms and Conditions please visit www.culturewise.net/terms.



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