

# Working with Japan



## Target audience

Professionals who work with Japan



## Prerequisite

No prerequisite



## Objectives

Significantly increase participants' effectiveness in their professional relations with people from Japan

At the end of the training, they will have keys to:

- Adopt an intercultural approach
- Understand the context and culture of Japan
- Decipher cultural codes and analyze situations of incomprehension
- Adapt their communication and working methods
- Decode decision-making and negotiation processes



## Added value

- Conducted by an expert consultant specialized on Japan
- Decryption of the Nomad' Profile
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing of best practices and individual action plan



## Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?  
Contact us !



## Public Courses

### Next available sessions

Duration: 7 hours



June 27, 2024, Paris

1 010 €HT/pers.\* Training session held in



October 08, 2024, remote session

950 €HT/pers. Training session held in



December 12, 2024, Paris

1 010 €HT/pers.\* Training session held in

\* (Technical fees and lunch included)

## PROGRAMME OUTLINE

### Step 1: E-learning

#### ADOPTING AN INTERCULTURAL APPROACH

- Specify your context and expectations
- Become aware of cultural filters
- Discover your cultural profile

### Step 2: Group training session

#### UNDERSTANDING JAPANESE CULTURAL CODES

##### Discovering the cultural basics of Japan

- A densely populated archipelago
- A thousand-year-old empire proud of its history and civilization
- A social organization marked by secular order
- The changes in the mentalities of Japan in the 21<sup>st</sup> century

##### Understanding Japanese values

- Fundamental values derived from Confucianism, Buddhism and Shintoism
- Honor and duty: integrating *giri* and saving face
- Follow the rules and respect hierarchy: rigor, patience and thoroughness
- Collective attitude: pooling individual wealth

#### OPTIMIZE YOUR PROFESSIONAL ACTION WITH JAPANESE

##### Communicating with Japanese

- Take care of greetings: levels of *ojigi*, the rules of courtes
- Everything has its time: knowing what to talk about and when
- Solemn silences: the subtleties of oral communication
- Non-verbal and implicit communication: learn how to decipher the message

##### Adapting work methods

- Building trust: giving to receive
- The ambiguities of the Japanese *salaryman*
- Respect hierarchy, demonstrate prudence, patience and humility
- Effectively manage a project: the rigor of planning, the notion of *Gemba* (tangibility and precision of specifications), following-up and milestones, etc.

##### Conducting successful meetings and negotiations with Japanese

- The importance of inter-company networks
- Follow the protocol
- *Nemawashi* or Japanese-style concentration
- The Japanese contract or perpetual negotiation

##### Adopting best practices

- Recognize key principles
- Avoid pitfalls, mistakes and misunderstandings
- Create a tailor-made action plan

### Step 3: E-learning to go further

#### EXPLORE COUNTRY PACKS

##### Developing your knowledge of the country

- Cultural guidelines
- Business life
- Overview