

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



Accessibility

All our training courses are accessible to people with disabilities. Each training project will be the subject of a case study by our teams, in order to adapt the training program.



Corporate Training Solutions

Duration: to define.

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



Public Courses

Next available sessions

Duration: 7 hours

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 21st 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