Japan Intercultural Consulting
Presents
A One-Day Seminar

Working Effectively with Japanese Colleagues & Partners

Understand Japanese culture in the workplace
Learn how to best communicate with Japanese colleagues and customers
Increase your efficiency and effectiveness

13th October 2009 London
18th November 2009 Paris
3rd December 2009 London

Pernille Rudlin
Ms Rudlin holds a B.A. in Modern History and Economics from Oxford University and an MBA from INSEAD. She is fluent in spoken and written Japanese, and lived in Japan for 9 years. She spent nearly a decade at Mitsubishi Corporation working in their London operations and Tokyo headquarters. She has written or contributed to several books on Japanese business and management including Encyclopedia of Japanese Business and Management, A History of Mitsubishi Corporation in London: 1915 to present day and Kaisha no Naka no Gaikokujin (Foreigners in the Japanese Corporation).

Cécile Buckenmeyer
Following a career as a recruitment consultant in Japan and in the USA, Cécile managed an international recruitment consultancy in London. More recently, she was a manager at Manchester Business School, coaching MBA students and alumni through career development and cross-cultural issues. Born and raised in France, Cécile coaches in English, French and Japanese. The focus of her work includes leadership development, emotional intelligence and building multicultural teams. She is a graduate from Tours Graduate School of Management in France. She holds an MSc in the Psychodynamics of Human Development and a Postgraduate Diploma in Coaching Psychology.

Cécile is responsible for the delivery in Europe of Japan Intercultural Consulting’s coaching for individual executives and customised team development workshops.

Cécile’s seminar will take place in English, with explanations in French as necessary.

TOPICS
- Why Japanese tend to be vague and indirect - and how to interpret what they mean
- Why Japanese don’t give a lot of feedback
- How Japanese society and companies have been changing
- How decisions are made in Japanese organisation
- Why Japanese avoid risk
- How to get your ideas accepted by a Japanese organisation
- How to make meetings with Japanese more effective
- How to build strong working relationships with Japanese
- How to behave appropriately at meals and other social situations
- What to keep in mind if you travel to Japan for business
- What most bothers Japanese about the Europeans they work with
ABOUT JIC

"Why do Japanese take so long to make decisions?"

"Why don’t Japanese give clear instructions?"

"How can I tell a Japanese person that I disagree with them without offending them?"

"What’s the best way to get my contacts in Japan to answer my questions more quickly?"

"Why do Japanese fall asleep in meetings?"

"Why do Japanese work such long hours – do they expect me to too?"

Established in 1994 by Rochelle Kopp, Japan Intercultural Consulting is recognised as a premier training and consulting firm focused on Japanese business, with clients including leading multinationals in various industries. The firm’s headquarters are in Chicago, and in addition to a network of facilitators across Europe, it has branches in New York, Tokyo and Mexico City.

REGISTRATION INFO

Date and Place:
- 13th October 2009 (Pernille Rudlin)
  Queen Street, London EC4
- 18th November 2009 (Cécile Buckenmeyer)
  Mercure Tour Eiffel Grenelle, Paris

Time:
- 09:00 - 09:30 / Registration
- 09:30 - 17:00 / Seminar (Japanese style lunch included)

Seminar Fees
- Individual fee: £375/€495 (£431.25/569.25 including VAT)
- Discounted fee (payment one month before seminar date, or for 2 or more delegates from the same organisation): £325/€429 (£373.75/493.35 including VAT)

Payment Methods
- Payment by cheque: Please mail this form and cheque payable to Rudlin Consulting Ltd, including VAT whether or not your organisation is based in the UK, to 96 Kingston Road, Leatherhead, Surrey KT22 7BT, UK.
- Payment by credit card: Please visit www.japanintercultural.com events page.
- Payment by bank transfer: Please e-mail pernille.rudlin@japanintercultural.com for an invoice and bank details.

Deadline for Registration and receipt of payment: 5 working days before the seminar
- Please register me for the 13th October 2009 seminar.
- Please register me for the 18th November 2009 seminar.
- Please register me for the 3rd December 2009 seminar.
- I can’t attend this time, but let me know about future seminars. (please send info)

Ms/Mr/Dr: ____________________________
Job title(s): ___________________________
Company: ____________________________
Address: ____________________________
Phone: (________) ____________
E-mail: ____________________________

For more information, visit www.japanintercultural.com

CONTACT

ヨーロッパ人向け一日セミナー
日本人と一緒に円滑に働く方法
日本人と一緒に働いているヨーロッパ人の多くの方々は、母国と異なる日本の独特な文化、習慣、企業風土などに戸惑いがちです。その結果として、ストレスを感じ、一緒に働いている日本人との関係がスムーズに行かない場合が生じます。このようなストレスは、仕事の効率や効果を下げだけではなく、職場での調和や協調性を乱す原因にもなりかねません。そのために「異文化ストレス」の対策として、今回のセミナーを計画いたしました。日本人の考え方や働き方を文化的側面からより良く知ることで、参加者の理解を深め、職場における人間関係の向上を奨励するものです。日本のビジネス習慣と社会意識について、分かりやすく説明できる幅広い経験と知識を持つ専門家が、このセミナーでヨーロッパ人の質問にお答えします。日本式コミュニケーションのスタイル、言葉の壁を乗り越えるテクニック、日本企業における意思決定のプロセス、そして日本人との会議を効果的に運営する方法などのトピックが網羅されています。ぜひ、一緒に働いているヨーロッパ人の皆様方に、この機会をお薦め申しあげます。