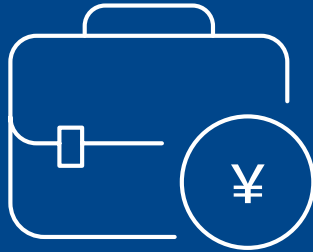


**ASIALINK
BUSINESS
ACADEMY**

DOING BUSINESS SERIES



JAPAN

ADVANCED LEVEL

ACCELERATE YOUR

Business in Japan



Accelerate Your Business in Japan

Japan is a global economic powerhouse, ranking third only to China and the United States. Japan is Australia's second-largest export market after China, as well as our fourth-largest foreign investor. The Japanese government's bold reforms will open up new opportunities for Australian businesses. As two developed, service-oriented economies with an excellent political relationship, Japan and Australia are poised to deepen their economic ties.

This program provides an opportunity to expand your knowledge of how to conduct business, build capability to engage meaningfully and maximise business outcomes with stakeholders in Japan.

Who should attend?

- Exporters
- ASX Listed organisations
- SMEs
- Professional services organisations
- Federal, state or local governments

Program Details

DURATION



8 hours

FORMAT

This program is available in two formats:



Online
in modular
format



Onsite
in an intensive
1 day format

PRICE



Programs are designed for groups.
Please contact us for program price.

Key takeaways



Build critical capabilities for long-term interaction with your Japanese stakeholders.



Develop and apply tools and approaches that aid in the development of trust and relationships with your Japanese stakeholders in both face-to-face and virtual working contexts.



Improve your communication skills and build a toolset for working effectively with Japanese stakeholders.



Connect with local state and / or federal government leads to continue your discussions about engaging with Japanese stakeholders.

Topics covered

1.

Understanding Japanese business culture

- Intercultural perspectives on Japanese society, context, and culture.
- Japanese key business cultural drivers - “the why behind the behaviour.”
- Practical cultural concepts that influence business interactions with Japanese stakeholders.

2.

Building trust and relationships with Japanese stakeholders

- Managing challenges when engaging Japanese stakeholders and project teams (hierarchy, communication).
- Establishing credibility and fostering trust both virtually and in person.

3.

Enhancing communication and collaboration with your Japanese stakeholders

- Creating a cross-cultural communication toolkit for virtual and in-person meetings.
- Strategies for bridging cultural gaps in team collaboration with Japanese stakeholders.

4.

Strategies for success in Japan

- Understanding the critical success factors for advancing your Japan strategy.

Learning methods

- **Expert speakers** with deep market experience and expertise.
- **Business case studies** sharing examples of successful strategies for Japan.
- **Practical application** of engaging content and frameworks relevant to your context.
- **Interactive & peer-learning activities** encouraging networking, insight sharing, and mentoring to build a community with a collective and ongoing interest.

About the Asialink Business Academy

The Asialink Business Academy offers programs that transform skillsets and mindsets, building practical skills and connections to grow your business in Asia.

The Academy is part of Asialink Business, Australia's National Centre for Asia Capability.

Contact us

 academy.asialinkbusiness.com.au

 academy@asialinkbusiness.com.au



**ASIALINK
BUSINESS
ACADEMY**