

## Subject

Special Topic in Liberal Arts -Doing Business with the Japanese Practices for International Students [Fall]

## Subject numbering

LBAT1000

## Lecturer

Kanamoto Itsuko

Laboratory: St. Andrew Hall 7F Room 707

Office hours: Lunch break on Fridays \*Please contact me by email first.

Email address:

## Number of credits

2 credit(s)

## Tentative List of Topics to be Presented

Doing Business with the Japanese

Note: This course is offered in English for international students only.

Have you ever had a business deal with the Japanese going wrong and have you ever not understood why? Were you confused as to why negotiations with the Japanese took so long? Have you had many problems communicating with the Japanese? This course will enable you to make sense of your experiences and make better deals in the future.

This course consists of three parts; (1) lectures, (2) field work in Kyoto, and (3) a PBL (Problem-Based Learning) type project. The basic theme of the lectures is cultural values in doing business. For the field work, in order to see and feel both peculiar and universal values in Japanese culture, we will visit Zen temples (Kolin-in Temple and Kodai-ji Temple) in Kyoto and experience Zen meditation. For the PBL type project, a Japanese company engaged in selling inbound tourism is going to support this project. The program schedule will be distributed on the 1st day of this course. Students need to prepare for the participation fee and travel expenses.

- (1) Developing communication skills in English and Japanese
- (2) Growing knowledge of Japanese business

The students will need to finish reading before class in order to participate in discussion. Active participation is highly appreciated for this course. Therefore high level of English language skills are required.

### 1. Orientation

- (1) Self-introduction by members
- (2) Presentation assignments
2. Intercultural communication & Japanese business (1) : individual presentation
3. Intercultural communication & Japanese business (2) : individual presentation
4. Intercultural communication & Japanese business (3) : individual presentation
5. Orientation for Kyoto fieldwork
6. Kyoto field work; Zen practices in English (Kolin-in Temple and Kodai-ji Temple)
7. Kyoto field work; Zen and the Art of Business: Mindfulness in Japanese Workplaces
8. Orientation for the PBL-type project (by a Japanese company)
9. Company visit
10. Group work(1): Research on inbound tourism in Japan
11. Group work(2): idea for solving problems
12. Group work(3) : Writing business plan
13. Group presentation on-campus rehearsal(1)
14. Group presentation on-campus rehearsal(2)
15. Groups final presentation (evaluation by a cooperating company)

## Evaluation

Examination: %

Report: %

Others: 100%

- (1) Individual presentation on textbook: 20%
- (2) Participation in Kyoto fieldwork: 30%
- (3) PBL-type project: 50%

## Textbooks & Suggested References

Coene, Jean-Pierre & Marc Jacobs "Negotiate like a local: 7 mindsets to increase your success rate in international business"  
Hofstede Insights

**Keywords**

intercultural communication, intercultural competence in English, PBL-type project

**Class Time**

Friday 4<sup>th</sup> period