

Doing Business with the Japanese

Japanese Business Etiquette and Cultural Awareness Training

The Doing Business with the Japanese courses are ideal for companies seeking to build successful business relationships with Japanese clients, partners and colleagues.

Shinka Management runs one-day courses at clients' premises and online, and provides consulting and advisory services to support trade and market entry activities.



Courses cover key characteristics of Japanese culture, company structure and business customs. The purpose is to provide participants with an awareness of the psychological makeup of Japanese business executives and strategies for successfully working with them.

Seminars include a mix of presentation, video, interactive learning experiences and discussion. Participants are provided a workbook with all content from the training and a certificate of completion.

Topics Covered

Japanese Business Etiquette

- Japan Country Overview
- Relationships and Hierarchy
- Society and Conventions
- Gift Giving and Receiving
- Dining and Drinking Etiquette
- Communication and Interpreters
- Relationship Building
- Service and Presentation
- Business Travel in Japan

Doing Business with the Japanese

- Japanese Company Characteristics
- Mindset of the Japanese Executive
- Corporate Values and Decision-Making
- Human Resources
- Management Culture
- Hosting and Attending Meetings
- Negotiating
- Entertaining
- Hosting and Organising Delegations

Shinka Management is a consulting and training firm specialising in Japanese management practices. The Shinka Management team assists clients with market entry strategy, intercultural trade relations, HR advisory and implementation of Japanese management practices. Our consultants are fluent in the language and culture of Japan, having each lived, studied and worked in the country over many years.



Paul Smith, Ben Sparrow, Eri Dennis, Craig Roberts, Mack Wilson

To arrange training or support, contact Shinka Management at admin@shinkamanagement.com