








What you will learn in this seminar:

Gain insight into specific characteristics and actions that can improve your success rate with each of the Japanese transplant auto companies

-  *Learn Japanese expectations and practices when dealing with suppliers*
-  *Learn how cultural differences affect the way Japanese companies work with suppliers, and how to bridge the gaps*
-  *Learn how Japanese approaches are utilized by the entire transplant organization, including American staff*
-  *Learn effective communication techniques for working with Japanese*
-  *Apply new ideas to your company's current situation*

This is an all-new seminar with different content than our Working Effectively with Japanese Colleagues course.

In addition to our open seminars we offer in-house training at your location that can be both more cost-effective for larger groups and focused on your specific needs.

Our training offerings can range from one day sessions to ongoing technical support to assure success with each step. Typical topics include:

- Overall business strategies
- Making initial contact
- How to best interact with customer technical and purchasing organizations
- Quality and lean manufacturing skills
- Supplier qualification visits and requirements
- How to interpret and react to customer feedback
- How to instill successful disciplines and attitudes throughout the workforce.

It would be our pleasure to explore with your organization how we can best support your initiatives to develop or grow your business in the attractive Japanese transplant market.

For further information please contact:

Japan Intercultural Consulting

Voice: 773-253-4914

Email: seminars@japanintercultural.com

Website: www.japanintercultural.com

***An all-new seminar
specifically for the
automotive industry***

Successfully Supplying the Japanese Transplant Auto Companies

Understand how to meet Japanese firms' expectation of suppliers

Learn proven techniques for managing relationships

***June 5, 2008
Cincinnati***

***June 10, 2008
Detroit***

***June 11, 2008
Grand Rapids***

- Evolution and predicted future trends of business relationships with Japanese automotive companies in North America
- Japanese Business Expectations and Practices when Dealing with Suppliers
- Self-Analysis for You and Your Company
- Cultural Differences and How to Bridge the Gap
 - Attitudes toward risk
 - Dealing with conflicts
 - Communication styles
 - Decision-making methods
 - Leadership styles
 - Formality
 - Change management
- Comparison of corporate cultures of each of the Japanese auto companies – and how you should adjust your approach to work best with each one
- Communicating for success
- Building strong relationships



About the instructor



Gary Jamison
Consultant, Japan Intercultural Consulting

Gary Jamison has extensive experience working with Japanese firms, both as an employee, supplier, and customer. For nine years he served as President and CEO of UGN, Inc., a Japanese and Swiss owned OEM supplier of automotive acoustic and trim parts. In this role he interacted closely with customers Honda, Nissan, and Toyota, leading to numerous supplier recognition awards. Gary also traveled widely in Japan, and forged close relationships with Japanese executives at the parent company as well as Japanese staff assigned to work under him in the U.S.

About Japan Intercultural Consulting

Since our founding in 1994 we have grown to become a key resource for our international and American clients seeking to gain a performance advantage through improved cultural understanding and communication. Our firm has always enjoyed a strong presence in the transplant auto industry in North America, including both auto manufacturers and OEM suppliers.



06/05/08 – Sheraton Cincinnati Airport
2826 Terminal Drive
Hebron, KY 41048
859-371-6166

06/10/08 – St John's Golf and Conference Center
44045 Five Mile Road
Plymouth, MI 48170
734-414-0600

06/11/08 – Hilton Grand Rapids Airport
28th Street SE
Grand Rapids, MI 49512-1915
616-957-0100

Time: Registration 8:30 a.m.
Seminar 9:00 a.m. to 4:00 p.m.
Lunch included

Fee is \$275 per person. Please fax this registration form to 773-528-4233, and then mail it along with a check to Japan Intercultural Consulting, 3023 N. Clark Street #880, Chicago IL 60657. Deadline for registration is the Friday prior to the seminar.

- Please register me for the June 5th seminar
- Please register me for the June 10th seminar
- Please register me for the June 11th seminar
- I can't attend this time, but let me know about future seminars.

Name _____
 Title _____
 Company _____
 Address _____

 Phone # (_____) _____
 Fax # (_____) _____
 Email: _____