

Business culture of Japan



FINANCE 341
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Introduction

- Perhaps the most isolated island developing ancient culture of Japan has created a modern society with unique values, traditions and customs. However, the Japanese professionals are well trained to deal with the West, and will do their best to adapt to your style of communication



Meeting and greeting

- In business, the Japanese have increased requirements for formalities.
- Business etiquette in Yaponii Poklon - an integral part of the behavior of Japanese society.
- Represents the full name, and enter the name of your company.



Exchange business cards

- Exchange business cards in Japan - the whole ceremony. It is believed that the card represents a person, so you need to treat it with respect.
- When exchanging business cards, apply the card with both hands and with his right hand.



Business etiquette in Japan

- Group Orientation

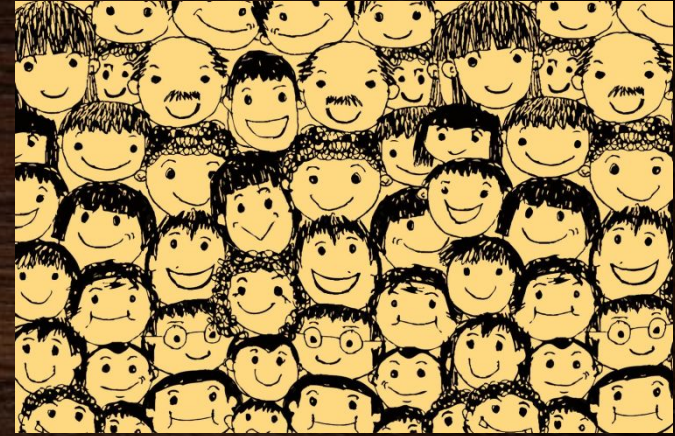
Altruism, teamwork and coordination of work is constantly cultivated in the Japanese society.

- Hierarchy

Rooted in Confucianism hierarchical structures always determine the position of a person in the group and in society.

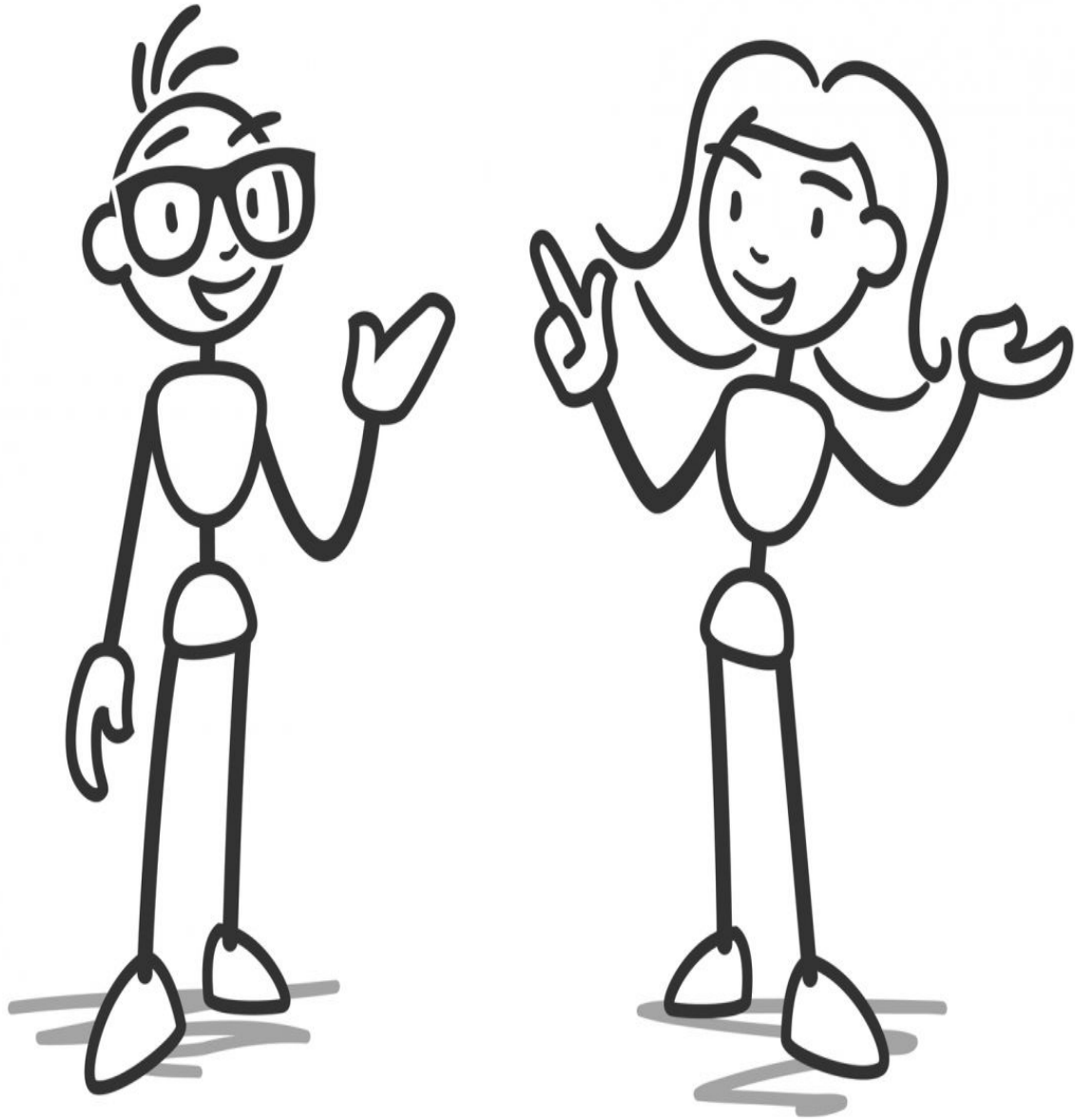
- Respect

To maintain harmony in society and maintain the clarity of hierarchical structure, an expression of respect for others - one of the most important cogs communication.



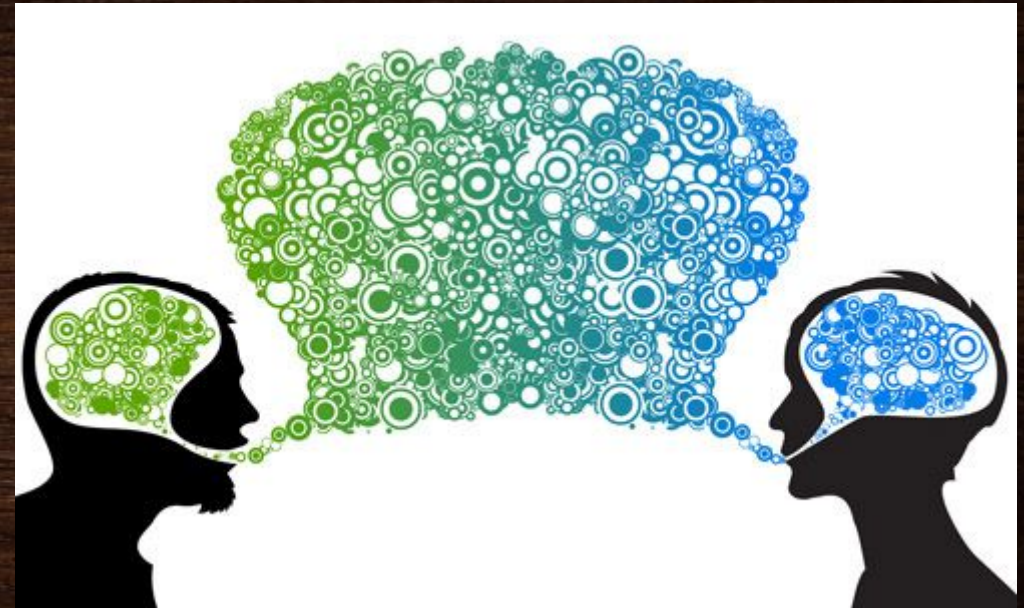
Making contact

The three pillars on which to build a successful business relationship with the Japanese: sincerity, consistency and credibility.



Communication

- Business etiquette in Japan Focus on preserving harmony has led the development of many different forms of expression
- The business tour in Japan, always ask about the value of what has been said and ask for more information.
- It is assumed that the listener can guess all that is held back. Hence the saying, "one said, understood the ten" - ie, it is assumed that you have to guess nine points to one said.



Meetings and negotiations

- At the meetings, you will always communicate with the group, not the individual. Everyone who came to the meeting will be an expert in his field, so we advise you to take along an assistant, if you are not sure that all the questions will be able to answer yourself.
- Decisions are rarely taken directly to the meeting.



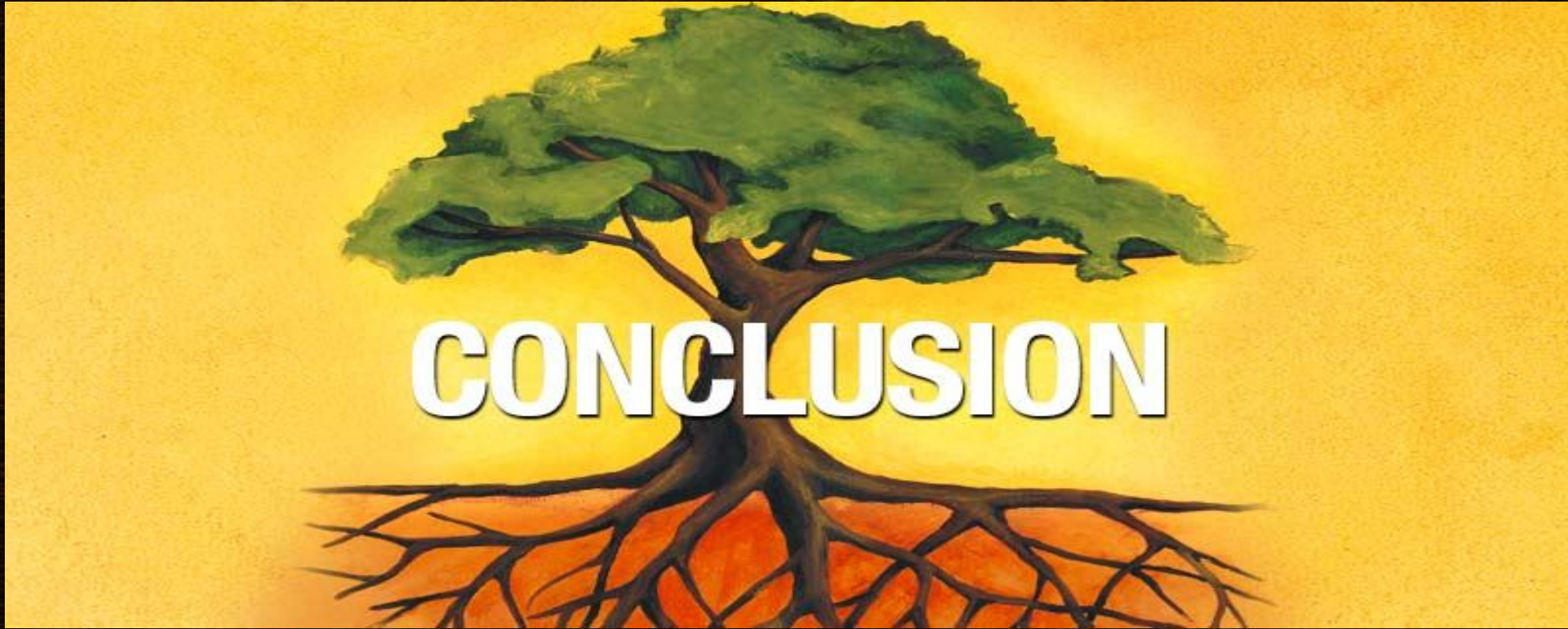
The ability to give gifts

- As you know, Japan gift to give is very important. To this end, developed a whole etiquette, the violation of which, in principle, for a foreigner is acceptable, but desirable, as Japanese take it as a discourtesy, and evidence that the alien culture is at a very low level.
- When deploying care with the packaging - it is attached to almost more important than the gift of myself, well, maybe it still is useful.
- You should not go to visit with flowers. They are given as a rule, sick or family of the deceased (yes, that's it ..). Red (the color of blood) in the package is not valid if you go to the hospital or the funeral, leave it for more favorable cases.
- The most acceptable gifts in the form of a bottle of wine, expensive pens, national product to your country. They must be packed in such a way that made it clear wrap that is inside, but does not distract from the negotiations.



Conclusion

- The Japanese do not expect that everyone will observe their customs and rules of conduct, but if you try to do so, as it is, you will be very grateful. At the same time enough to be polite and follow the rules of communication, adopted in your own country.



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THANK YOU