



HIDDEN OPPORTUNITY PURSUIT (HOP) 2024

Information
Session



In collaboration with Tokyo Regional Taxation Bureau and Japan External Trade Organization: JETRO



AGENDA

1. A Brief History of HOP
2. A Program Description
3. Tips for Understanding Japanese Companies
4. Application and Selection Process

A PLIGHT OF EXCHANGE STUDENTS



I'm in Japan for the next full year and looking for an internship

We prefer people who could stay with us for several years



I plan to stay in Japan after graduation. How can I apply for an internship?

We do not have personnel to support English-speaking employees



CREATION OF HIP (HITOTSUBASHI INTERNSHIP PROGRAM IN ENGLISH)

Eligibility (4-6 participants)

- HU Exchange Students
- English Proficiency:
TOEFL IBT 79 or equivalent

Late July ~
Late August

• Internship Period

Early
Aug

• Mid-term Report Session
(Online)

Late
Aug

• Final Report & Feedback
Session (Online)

Participating Companies (2022)



SVENSON



CHALLENGES WITH HIP (2018~22)



- Yes, the internship was provided in English
- Without sufficient J proficiency, internship provided limited interactions
- Japanese became “Strongly Recommended”

THEN, FATE BROUGHT US TOGETHER

Sake industry would love to see international students' perspectives on promoting sake globally



JETRO
日本貿易振興機構(ジェトロ)



一橋大学

We want mutual trade between the world and Japan, including bringing global human resources into Japan

We want to compliment HIP with a short-term company visit program conducted in English

HIDDEN OPPORTUNITY PURSUIT: OUR VISION



WOW!



1. Providing opportunities for Japanese companies to broaden their perspectives by co-creating business ideas with exchange students
2. Creating opportunities for exchange students to deepen their understanding of Japanese culture and business practices



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SCHEDULE

Date	Activity	Venue
March 4	Day 1: Orientation PM: Team Building/Learn the Basics/Interview Planning	CGEE
March 5	Day 2: Company Visit/Fieldwork AM: Bus from Kodaira to Sake Brewery PM: Brewery Visit, Interview with CEO, Sake Tasting	Chiba (Overnight Stay)
March 6	Day 3: Katori Guided Tour/Integration AM: Katori Region Guided Tour PM: Group Integration for Proposal Preparation Return Home (At Your Leisure)	Chiba
March 21 – 22?	Progress Meeting with Program Facilitators	Online
End of March	Business Presentation to Nabedana and/or Katori City	Online



PROJECT CHOICES

1. **Foundation:** Creating a reflection media (movie) on Sake Brewery Visit
AND
2. **Elective A:** Promoting and attracting international travelers to Katori Region
OR
3. **Elective B:** Propose food and sake pairing ideas for more overseas outreach

PROGRAM COST

Required Items	Cost per Person
• Accommodation (Day 2 in Traditional Farmhouse)	5,000 Yen
• Return Trip (Sawara > Kodaira)	2,040 Yen
• School Activity Insurance	1,340 Yen
TOTAL	8,380 Yen

Provided Free of Charge by Sponsors:

1. Outbound Transportation to Chiba (by bus)
2. Sake Brewery Tour and Tasting Fees

Not Included in the Cost:

1. Personal/Discretionary Spending
2. Meals
3. Katori Guided tour fees/Admissions
(Possible discount TBD)

QUESTIONS?





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JETRO

Japan External Trade Organization



Open for
Professionals

Tips for understanding Japanese Companies



高度外国人材活躍推進ポータル

Open for Professionals

Jan. 15th 2024

Japan External Trade Organization

Mysteries of Japan

Why are Japanese toilets so multifunctional and clean?



Why there is no trash on the street in Japan?



???

Why do people in Japan wear suits for job hunting activities?



Why they are silent at public transport?



Why do locals sprinkle water on the streets?

Contents

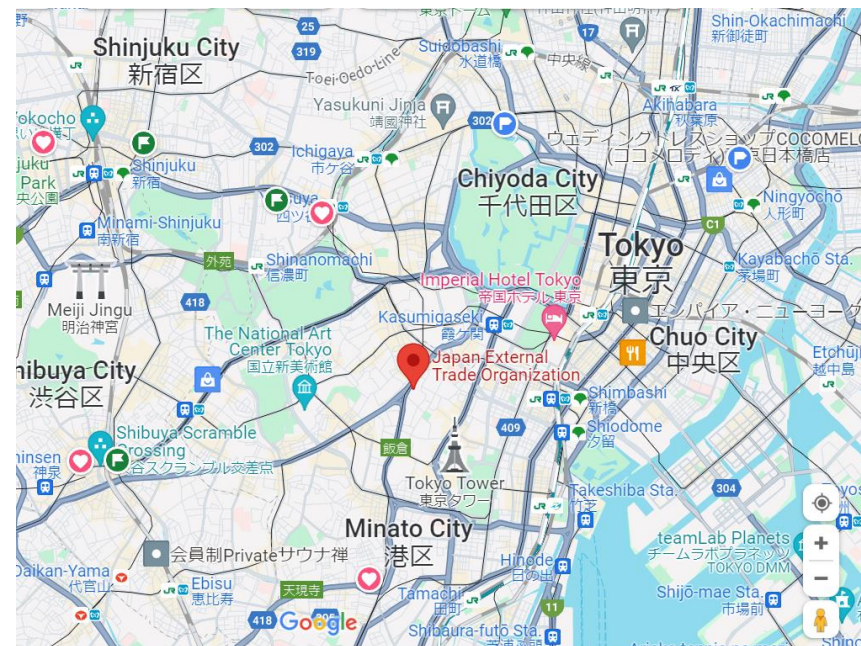
Introduction

- 1. Scenario of Japanese Global business**
- 2. Work culture and philosophy**
- 3. Information from JETRO**


JETRO & Self introduction



JETRO HQ (Tokyo)



Address : Tokyo, Minato City, Akasaka, 1 Chome-12-32

Sachiko Kaneko (Ms.)  **PRESENTER**

- Coordinator for the promotion of highly-skilled foreign professionals
2021- Japan External Trade Organization (JETRO)
- METI Japan Internship Program Concierge for International students.
2018 - 2021 Pasona, Inc. (Global HR Agent)
- Certified Trainer for Hofstede CWQ (Culture in the workplace questionnaire)

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1 Scenario of Japanese Global business

Business Going Global

82.8%

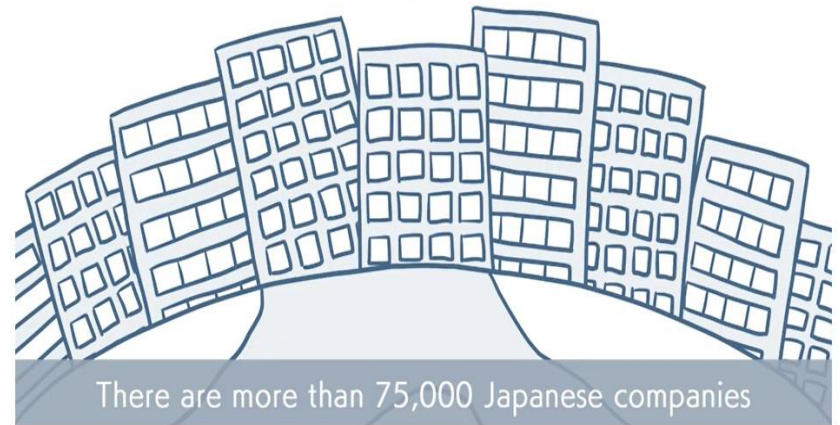
of Japanese companies surveyed wish to expand export business.

47%  **1.6**

of Japanese companies surveyed wish to expand operation abroad.



75,000



There are more than 75,000 Japanese companies

Countries with prospects for business expansion

	Nation	2023 (%)	2022
1	India	75.6	72.5
2	Brazil	68.9	54.2
3	South Africa	57.7	47.8
4	Vietnam	56.7	60.0
5	Mexico	56.4	51.4
6	Germany	54.9	47.1
7	Korea	53.9	49.4
8	UAE	53.0	56.7
9	France	51.4	41.3
10	Netherlands	51.2	51.1



16	China	27.7	33.4
17	Hong Kong	20.5	18.3
18	Russia	4.2	1.7

Japanese Food and beverage

Washoku



Challenge of Sake Export

JETRO JETRO Virtual Tour

SAKE Tour in Saitama & Chiba



Date: Wed., Feb.22, 2023 (JST)

Tour time: 13:00 – 14:30 (JST)

Program (90 min) :

1.SAITAMA 13:00-13:45

- (1)Brewery visit, KOEDOKAGAMIYAMA
- (2)Q & A session

2.CHIBA 13:45-14:30

- (1)NABEDANA,IWASE SAKE BREWING,
Tokun Sake Brewer
- (2)Q & A session

Challenge of Sake Export

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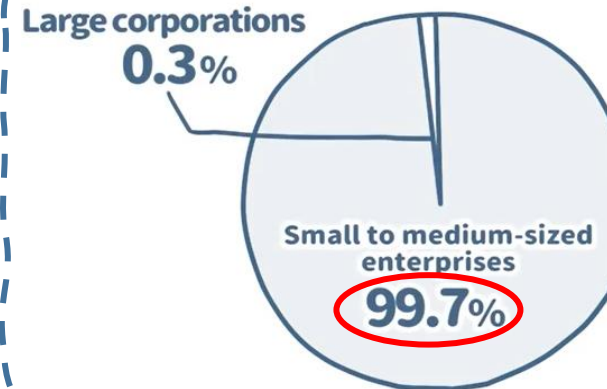


2. Work Culture and Philosophy In Japan

Large vs Small

Large Corporations

- Large business scale
- Stability
- Benefits such as training programs



Small & Medium Corporations

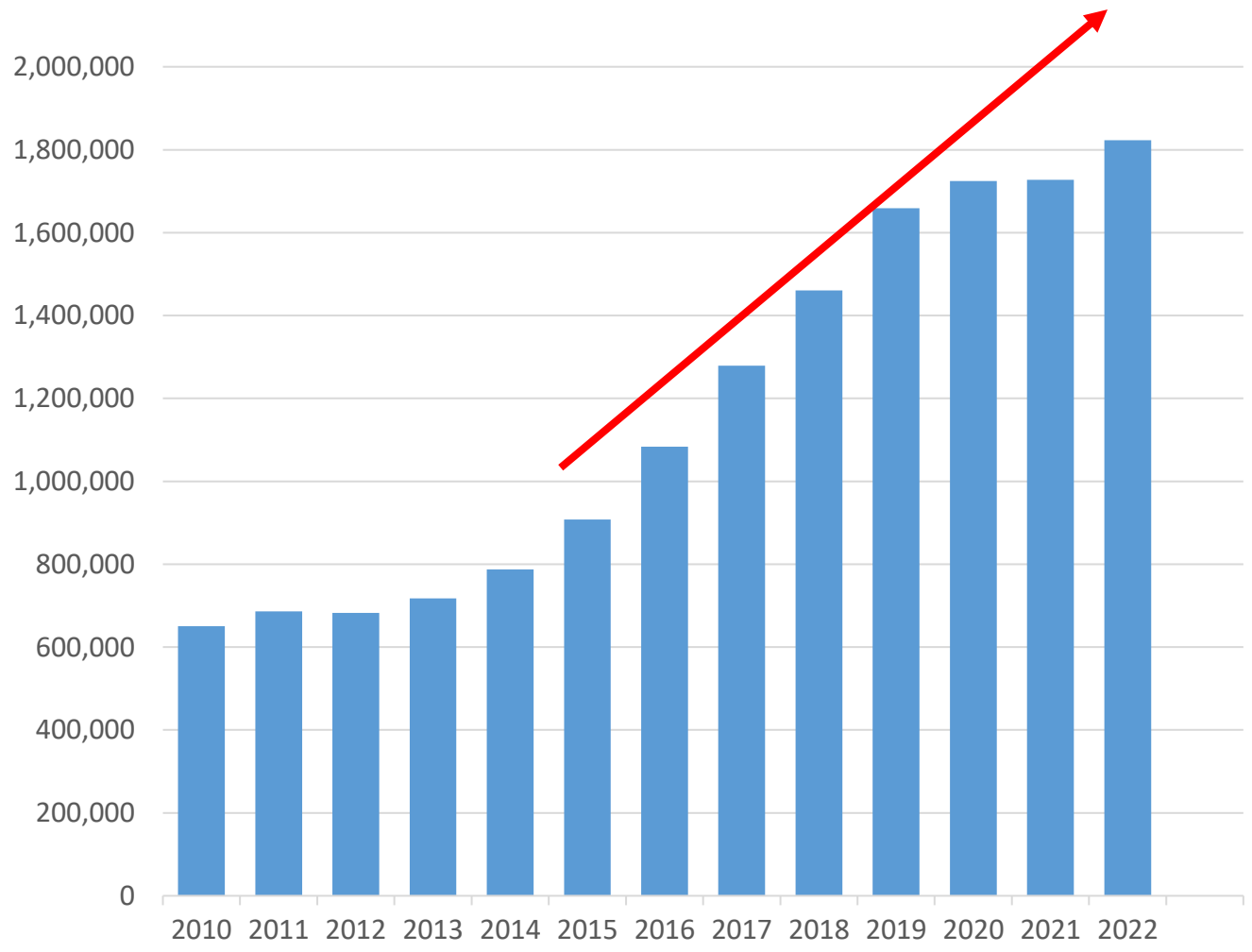
- Speed of business is faster, and there are more new opportunities
- Thinking and decision making is required, leading to broader experience
- Working closely with top management gives you insight into corporate management



Scenario of Foreign Workers

No. of foreign workers in Japan

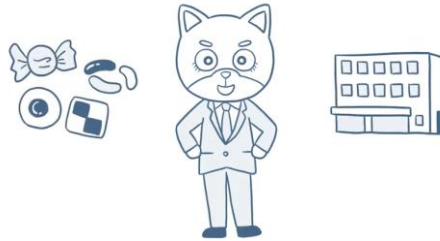
1,820,000



Your Appropriate Status of Residence



- Engineer
- Developer



- Production Manager
- Sales Manager



- Interpreter
- Marketing Specialist



**Engineer/Specialist
in Humanities/
International Services**

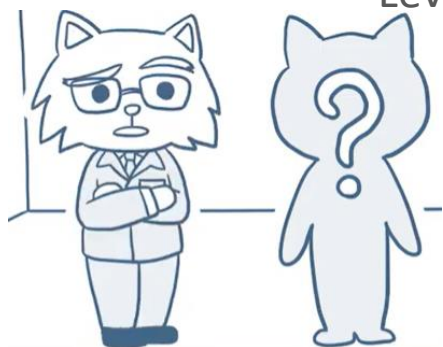
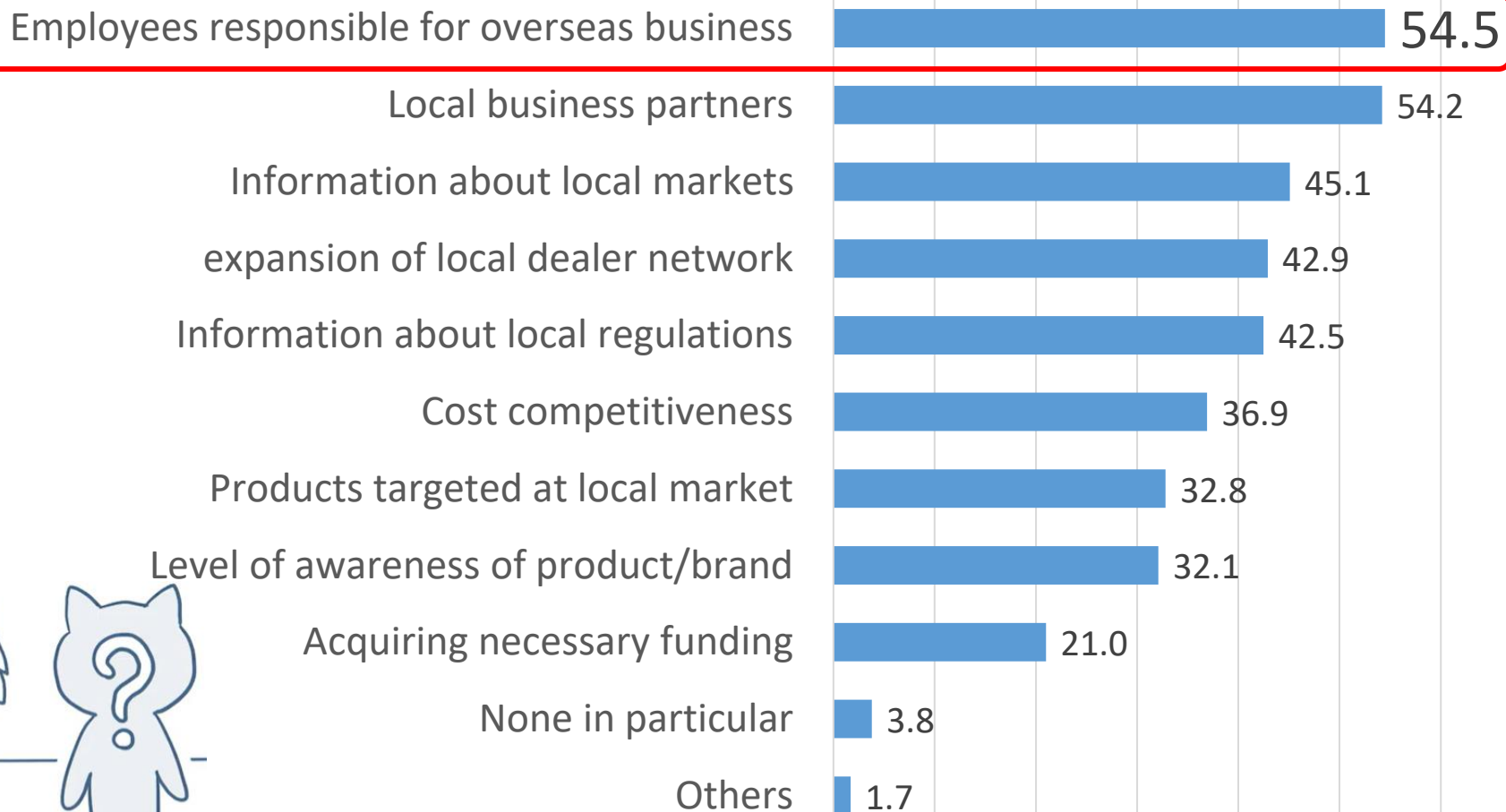
**or
“Gi – Jin - Koku”**



Lack of Talents for Overseas Business

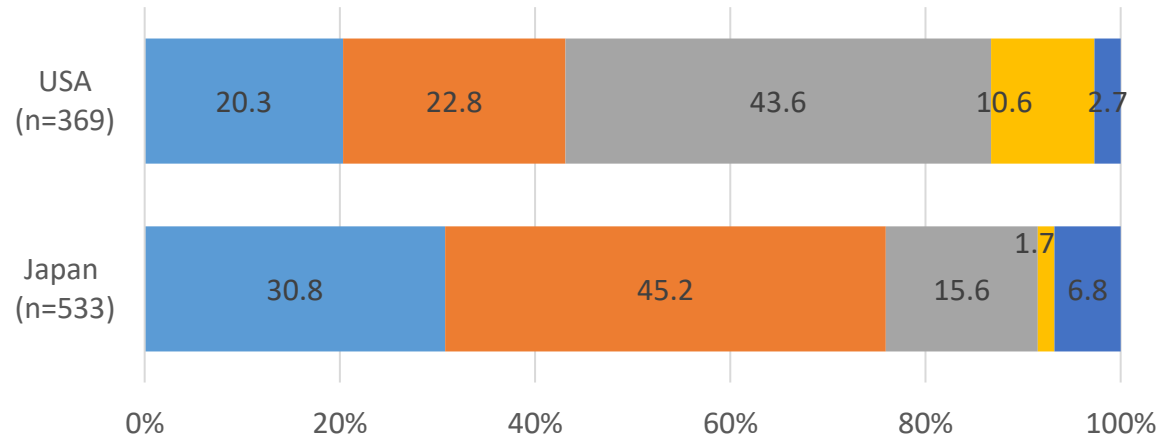
Challenges for International Business

(%)



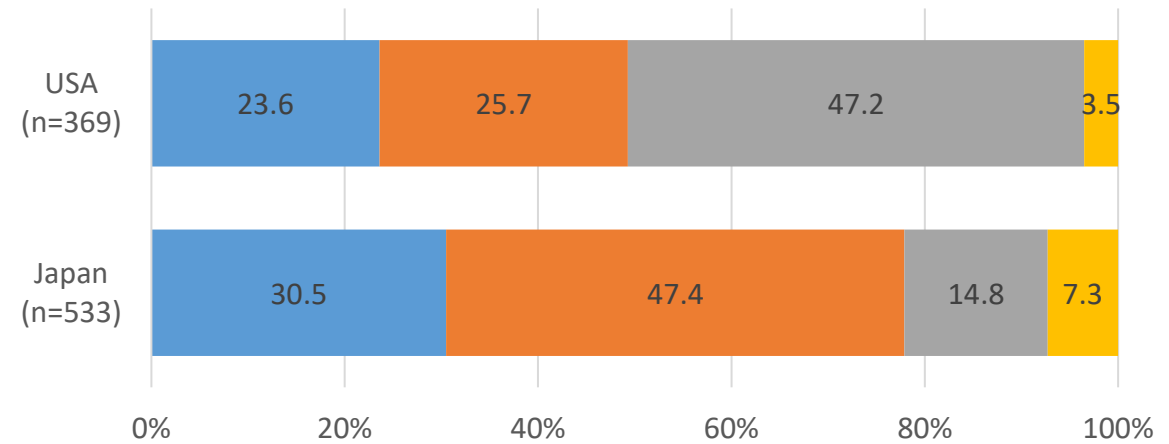
Lack of Talents for Innovation

“Quantity” for Innovation >>



■ Significantly Lacking ■ Slightly Lacking ■ No lack or Excess ■ Slightly Excessing ■ None in particular

“Quality” for Innovation >>

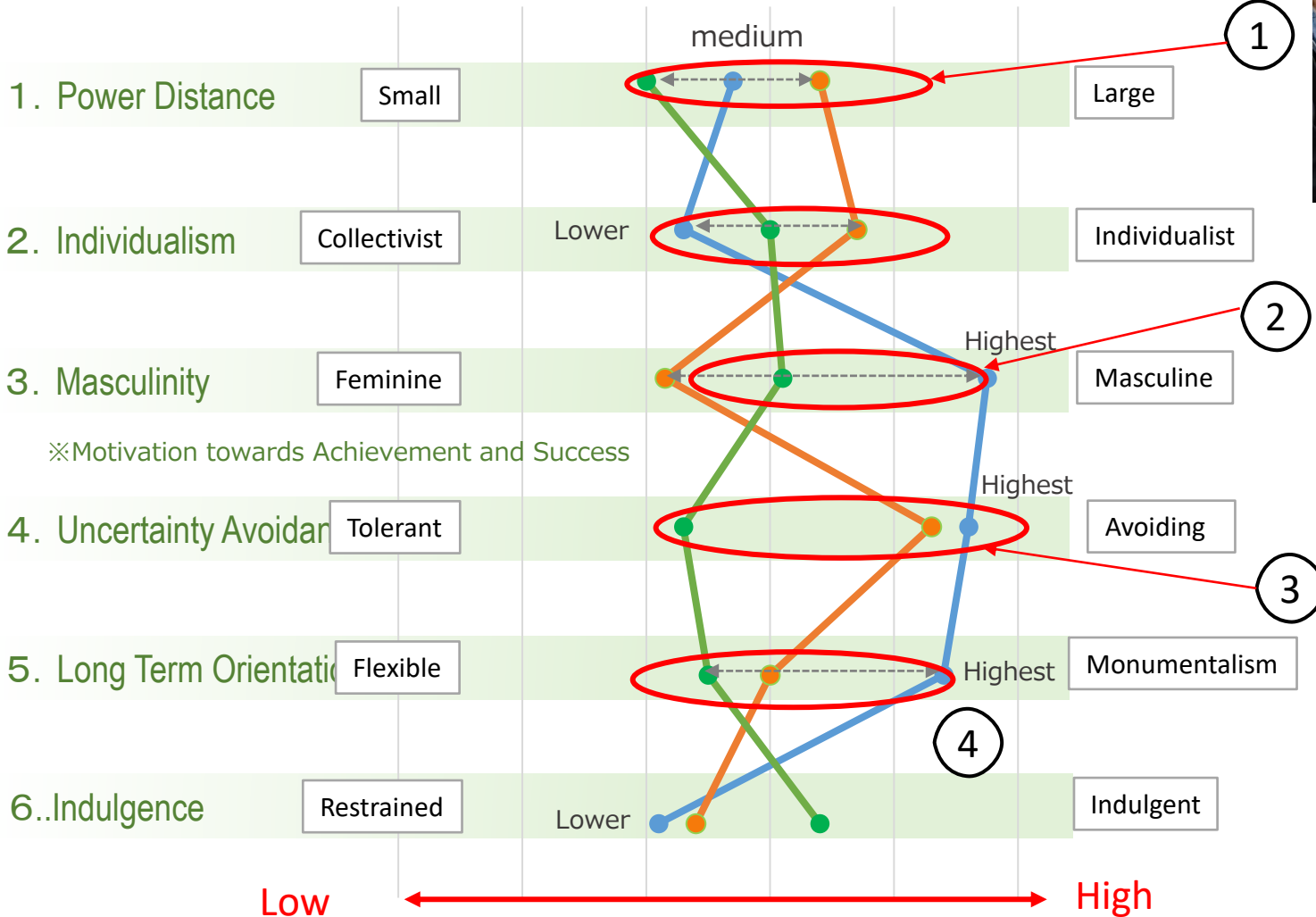


■ Significantly Lacking ■ Slightly Lacking ■ No lack or Excess ■ None in Particular

(Source) White Paper on DX(2021, IPA)

Cultural Comparison

—●— Japan —●— France —●— U.S.A



Meeting lovers



Diligent



Punctuality



Uniqueness of Japanese Work Ethic

Why Japanese like Cleaning?



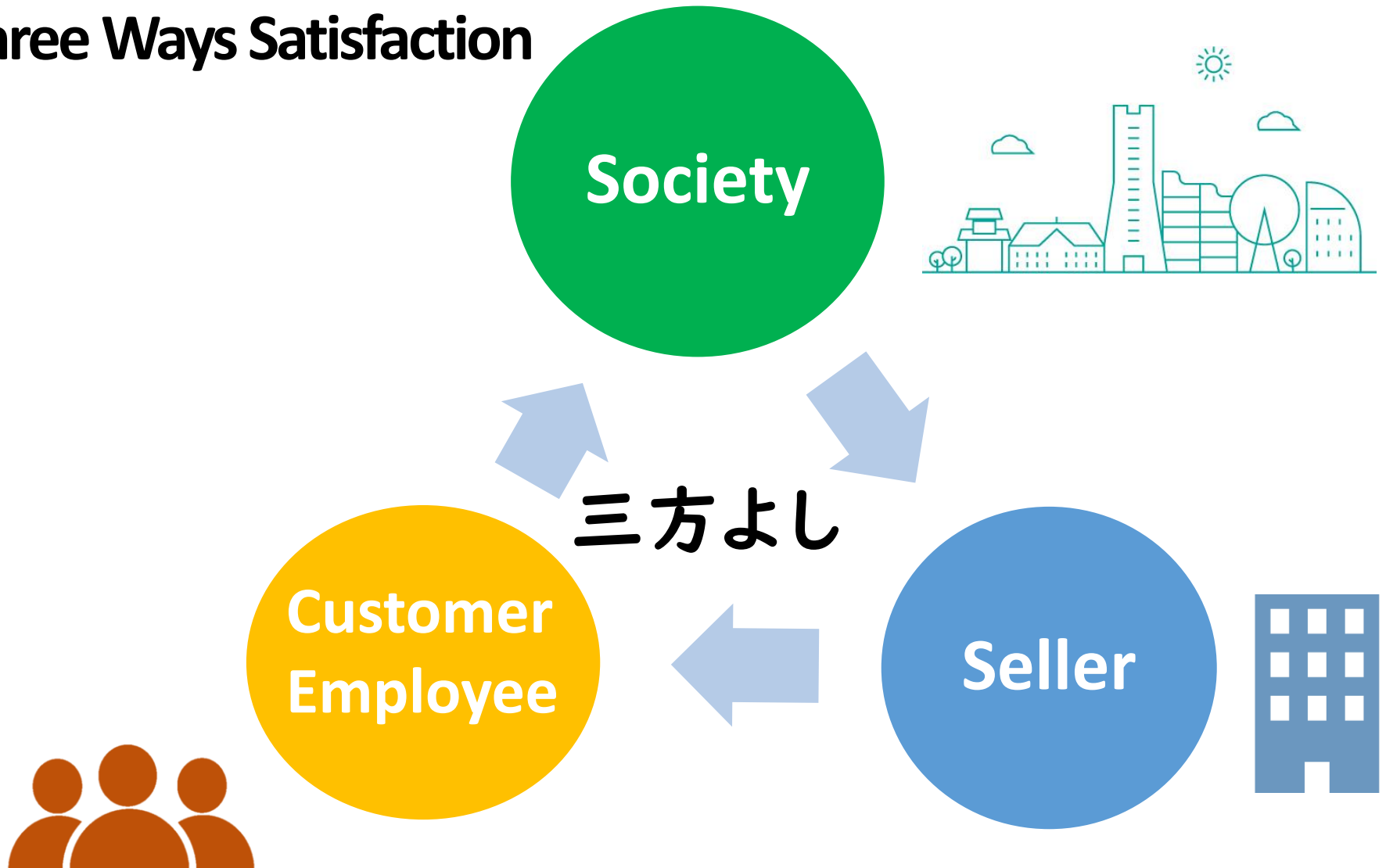
Resource: ((Livedoor News) <https://news.livedoor.com/article/detail/15050308/>)



Resource: PRTIMES (2021.8.5) <https://prtimes.jp/main/html/rd/p/000000027.000011853.html>

Uniqueness of Japanese Work Ethic

Three Ways Satisfaction



3 . JETRO's Support for Global Talents



English



French

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Chinese

Variety of Information

- ✓ Useful information and measures of relevant ministries and agencies are at glance.
- ✓ **Information for events** organized all over Japan related to highly-skilled foreign professionals (e.g. job fairs, networking events, seminars, and work-shops).
- ✓ **Videos** for highly-skilled foreign professionals interested in working in Japan, “Work in Japan!” and “Enhance Your Career in Japan.”

The screenshot shows the JETRO website interface. At the top, there are navigation links for 'Working in Japan', 'Business Opportunities', and 'News & Reports'. Below this is a section titled 'Open for Professionals' with a large banner image and the text 'There are opportunities for you in Japan.' A 'COVID-19 Information for Highly-skilled Foreign Professionals' section is also visible. A red box highlights a 'Watch Movies' button next to a video thumbnail titled 'Work in Japan! -Starter's Guide-'. Another red box highlights a 'Watch Movies' button next to a video thumbnail titled 'Enhance Your Career in Japan.' Below these, there is a 'For Highly-skilled Professionals' section with a list of links: 'Study & Work in Japan', 'Career Search', 'Required Procedures', and 'After Employment'. A 'Japanese Companies' section is also visible, listing 'Interested in Highly-skilled Foreign Professionals (OFF List)' and 'List of Japanese Companies'. At the bottom, there is an 'Event Calendar' section with a 'List of Events' button.

The screenshot shows a video series page titled 'Working in Japan' and 'Enhance Your Career in Japan. Successful Professionals'. The page is divided into five numbered sections: 01 Working in Japan, 02 Industries and Enterprises in Japan, 03 Finding a Job in Japan, 04 Procedures for Working in Japan, and 05 Working as a Foreigner in a Japanese Company. Each section includes a video thumbnail and a 'Watch Movies' button. The 'Enhance Your Career in Japan. Successful Professionals' section features a grid of video thumbnails with names like 'Soflar Babu', 'Celia Marentan', 'Mauricio Florido', and 'Ma. Wei', each with a 'Watch Movies' button. Below this, there is an 'Industry' section with video thumbnails for 'Tech Industry', 'Lifestyle Industry', 'Food Industry', and 'Healthcare Industry', each with a 'Watch Movies' button.

Watch and learn how to:

- ✓ Prepare to work in Japan
- ✓ Enhance your career in Japan through 3 series of videos “Successful Professionals,” “Industry,” and “Region”

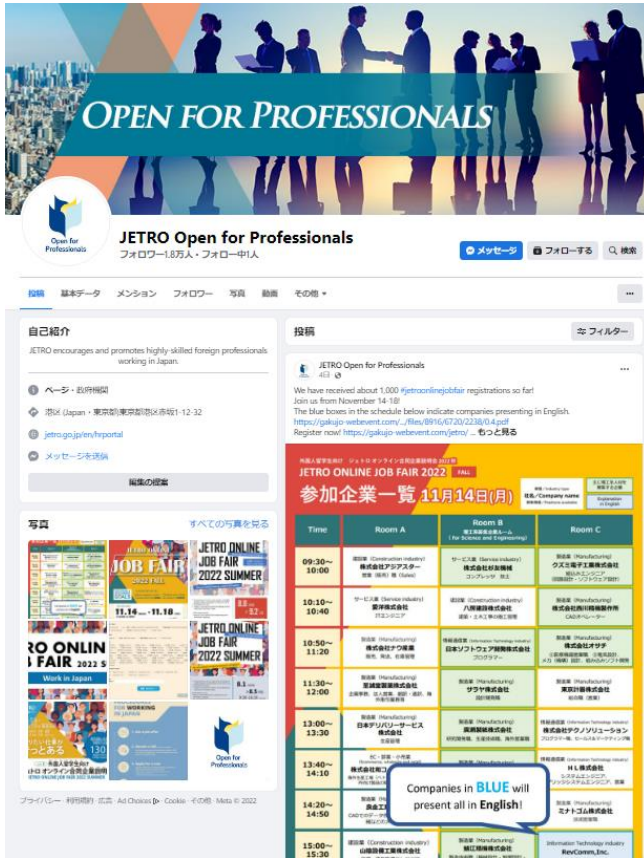
The screenshot shows the 'For Highly-skilled Professionals' page. It features a 'Step 1 Study & Work in Japan' section, a 'Step 2 Career Search' section, a 'Step 3 Required Procedures' section, and a 'Step 4 After Employment' section. Each section includes a video thumbnail and a 'Watch Movies' button. To the right of the steps, there is a 'For Highly-skilled Professionals' sidebar with a 'Watch Movies' button and a 'Contact' button. At the bottom, there is a 'Programs and contact by region' section with a grid of buttons for 'Hokkaido', 'Tohoku', 'Kansai', 'Chubu', 'Kinki', 'Chugoku', and 'Shikoku', 'Kyushu/Okinawa'.

Access here!

Consolidated information of relevant ministries and agencies

3. JETRO's Support for Global Talents

Website・SNS



Facebook

@jetro.openforprofessionals
<https://www.facebook.com/jetro.openforprofessionals/>



X (Twitter)

@JETRO_ofp
https://twitter.com/JETRO_ofp



✓ Follow and check us for updates on entering Japan, tips on job hunting, information on job fairs and companies interested in hiring highly-skilled foreign professionals.



高度外国人材活躍推進ポータル

Open for Professionals

Talk to JETRO First

JETRO

Japan External Trade Organization

For more Information

JETRO's platform of "Open for Professionals"
Japan External Trade Organization (JETRO)

Web : <https://www.jetro.go.jp/en/hrportal/>

E-mail : OpenforProfessionals@jetro.go.jp

Access here!





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REGISTRATION AND SELECTION



1. Submit entry form by Jan. 19, 2024
2. 4 participants will be selected
3. HU will notify selection results by Jan. 30, 2024



NOTES TO ACCEPTED STUDENTS

1. The selected participants are required to attend the full program from March 4 to 6.
2. There will be no refund for cancellation after Jan. 31 (Students are billed on March 4).
3. The organizers may take photographs and videos for publicity purposes which you may opt out.

QUESTIONS?

