

A unique product of sharp analysis of deep experience in business in Japan, this book will be read, referenced, and argued about by its target audience—the men and women who run businesses in Japan. Frank, tough-minded, brutally candid, and laced with specific examples, the discussions of starting of the foreign company in Japan, and of relations with local competitors and the bureaucracy go deeper into the issues than anyone has in earlier publications. Jack Huddleston has been on the firing line in Japan, earned his stripes, has thought hard and well about the basic issues, and now writes well about the issues, quandaries, and opportunities that face the gaijin kaisha.

James C. McGillem—President, ADA Advisory Service S.A.  
Co-author of *Kaisha, The Japanese Corporation*

Jack Huddleston has done a remarkable job of entertainingly synthesizing the hands-on wisdom of a glittering array of gaijin kaisha managers.

George Fields—CEO, ADA Market Research Japan  
Author of *From Borneo to Levi's and Coca on the Coast*

As the first real "street-fighter's" guide to running a business in Japan, Mr. Huddleston's book should be required reading for anyone with either direct or indirect responsibility for a western company's activities in the world's second largest economy... *Gaijin Kaisha* serves up the accumulated knowledge of over thirty years of working in Japan for the benefit of the businessmen and women today stepping up to the challenge of building a foreign business in Japan.

James A. Freeman—Former President, "Travel Related" Services—Japan  
American Express International, Inc.

This is one of those rare books about Japanese business that tells it the way it is with clarity and candor... Academics and officials, as well as managers, would all benefit from reading of the real difficulties of foreign business at the operational level treated here... This book is basic to all readers interested in U.S./Japan relations.

Don E. Henderson—Professor and Director, Asian Law Program  
University of Washington

Today there exist thousands of American enterprises who are toying with the prospect of entering the promising Japanese market. Many of them are puzzled over just where to start. I suggest they might well start with a study of this book. The author clearly knows his subject and knows it well, both as a practitioner and as a seasoned analyst... Business in Japan involves some unique risks as does most business elsewhere. But as the author eloquently makes clear, very considerable opportunities and rewards await a determined American enterprise that takes the plunge.

James Day Hodgson—U.S. Ambassador to Japan, 1981-1987

... a rare view of the many pitfalls and opportunities inherent in the complex Japanese market  
... *Gaijin Kaisha* is an eminently readable primer, full of illuminating examples, which makes it a worthy addition to a short shelf of really knowledgeable, up-to-date books on contemporary Japan. Any businessman contemplating an assignment in Japan, or just a visit, would be well advised to put this book at the top of his reading list.

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# Successful Gaijin In Japan How Foreign Companies Are Making It In Japan

**Rosalie Lam Tung**



## **Successful Gaijin In Japan How Foreign Companies Are Making It In Japan:**

*Successful Gaijin in Japan* Nagami Kishi, David Russell, 1996 As Nagami Kishi and David Russell chronicle in *Successful Gaijin in Japan How Foreign Companies Are Making It in Japan* many companies attempting to break into the so called closed markets of Japan have been very successful some beyond their wildest dreams The authors provide detailed profiles of 15 non Japanese companies from all over the world that have successfully broken into the Japanese market *Successful Gaijin in Japan How Foreign Companies Are Making It in Japan* gives you the insights developed from the hard won experience of companies that have learned how to succeed in one of the world s most important markets **The to Z of Japanese**

**Business** Stuart D.B. Picken, 2009-09-02 Japanese industrial standards have long been the benchmark for quality products within Asia indeed within the world Major Japanese industries like Toyota Sony and Honda to name but a few are household names that have contributed to this small island nation s status as the world s second largest economy Japanese business practices and theories have permeated the mindset of its surrounding nations and the country s long term investment in the ever growing Chinese market has further secured its status as an economic powerhouse *The A to Z of Japanese Business* is an examination of the origins and characteristics of Japan s business culture This handy reference book includes most of the important words or company names that foreign business people visiting Japan might encounter and provides an overview of Japanese corporate culture both from an historical standpoint and with reference to its most distinctive features as they affect organization and management This is accomplished through its historical chronology detailing significant events of the past as well as recent developments within the Japanese economy and business world in general various appendixes offering lists of business expressions that are in daily use along with a selection of the most commonly used business proverbs a bibliography and hundreds of cross referenced dictionary entries on Japanese companies their founders and managers the ever present bureaucratic bodies and progress in the major industries **The MIT Encyclopedia of the Japanese**

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Picken, 2016-12-19 Japan although now listed as the world s third largest economy after that of the United States and China has been too readily dismissed in the late 20th century as a spent force This is as unfortunate as it is incorrect for a number

of reasons First while the Peoples Republic of China is indeed growing and its markets are expanding an enormous amount of the impetus for development as well as logistical support is coming from large numbers of Japanese corporations operating in the PRC Major Japanese enterprises such as Toyota Sony and Honda are already in China or are in the process of establishing a presence there The export of Japanese technology remains an important contribution to China s development The benchmark of product quality within Asia and in some areas beyond has been set by Japanese industrial standards This second edition of Historical Dictionary of Japanese Business contains a chronology an introduction appendixes and an extensive bibliography The dictionary section has over 800 cross referenced entries on important personalities Japanese businesses politics and economy This book is an excellent access point for students researchers and anyone wanting to know more about Japanese Business

*Area Bibliography of Japan* Ria Koopmans-de Bruijn,1998 Provides a general overview of literature relating to Japan and covers a broad range of subject matter from art feminism and linguistics to corporate culture history and medicine Includes books published since 1980 that are related to the geographical area of Japan and to Japanese culture within that area

*Gaijin Kaisha* Jackson N. Huddleston,1990 For a foreigner to run a business in a culture as alien to the West as Japan the most competitive and dynamic market in the world it takes a general manager with the wisdom of the founder the tolerance of an avowed chaplain the toughness of a field general and the zeal of a missionary This book is about the Gaijin Kaisha the foreign firm in Japan It discusses what the general manager needs to consider and the support he must have from his head office if his company and he are to be successful in Japan and it tells where he can turn in the Japanese community for assistance

*Humor, Identity, and Belonging* Stephen J. Moody,2024-04-22 This book presents an ethnographic perspective on the intersection of humor identity and belonging Based on recorded interactions between Americans and Japanese it explores how beliefs and stereotypes surrounding gaijin foreigner identities create various types of humor such as mockery sarcasm and conversational jokes Through this analysis the study also discusses how identity focused humor impacts participants understandings of interculturality and social belonging In particular it argues that while being an outsider can be marginalizing humor allows cultural differences to become a basis for developing inclusion and social unity in part through the recognition of shared norms and values

*Books on Japan in Western Languages Recently Acquired by the National Diet Library* Kokuritsu Kokkai Toshokan (Japan),1996

**The IEBM Handbook of International Business** Rosalie Lam Tung,1999 This handbook provides accessible reference information on all aspects of global business and management focusing on current and future practice

**Canadian Companies in Japan** Allan Conway,Vernon Jones,1998 Canada s economic well being is highly dependent on trade however only five percent of its exports go to Japan the second largest market in the world Moreover while Japan exports automobiles industrial machinery and other high value added items to Canada the majority of Canada s exports to Japan are commodities such as coal and lumber Japan s recent trend toward importing more high value added products has not significantly benefited Canada The seven case studies in this

volume document the establishment and operations of Canadian companies in the software communications banking tourism food light metals and chemical industries within the Japanese market They show that success in Japan is clearly possible but will not come easily Japan is a difficult country for opportunists Relationship building is essential Skills and knowledge in dealing with the Japanese market will be acquired only over time

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