

# Successful Gaijin in Japan

HOW FOREIGN COMPANIES ARE  
MAKING IT IN JAPAN



NAOAMI KISHI  
DAVID RUSSELL

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

**J. Woronoff**



## **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 A to Z of Japanese

Business Stuart D. B. Picken, 2009 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**

**Economy** Robert C. Hsu, 1999 The MIT Encyclopedia of the Japanese Economy was the first English language encyclopedia to cover all major aspects of Japan s postwar economy The second edition has been fully revised and expanded and includes previously unpublished data as well as coverage of recent developments in the economy The definitional entries concisely explain major economic concepts and include translations of Japanese economic terms and cross references to the longer topical essays The 180 topical essays cover banks financial systems major industries corporate groups management practices labor unions international trade and investments government economic policies and more They also include comprehensive statistics American and Japanese views on economic relations between the two countries and suggestions for further reading A new index contains names of major companies **Historical Dictionary of Japanese Business** Stuart D.B.

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

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

*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

**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 **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 Doing Business with the Japanese

Alan Goldman,1994-09-15 This book uniquely prepares westerners for professional contacts with Japanese associates markets and audiences Through stimulating analyses of Japanese society corporate culture and communication protocol the reader is provided with a rich and textured blueprint of Japanese business behavior Western professionals managers and diplomats are walked through a broad array of strategic communication venues and contact situations with the Japanese Whether you are engaged in business introductions and meetings writing and delivering speeches establishing joint ventures or diplomatic relations negotiating contracts faxing memos planning sales and advertising campaigns or creating brochures for a Japanese market Goldman s revelations of the Japanese mind and expectations will be invaluable This book uniquely prepares westerners for professional contacts with Japanese associates markets and audiences Through stimulating analyses of Japanese society corporate culture and communication protocol the reader is provided with a rich and textured blueprint of Japanese business behavior Western professionals managers and diplomats are walked through a broad array of strategic communication venues and contact situations with the Japanese Whether you are engaged in business introductions and meetings writing and delivering speeches establishing joint ventures or diplomatic relations negotiating contracts faxing memos planning sales and advertising campaigns or creating brochures for a Japanese market Goldman s revelations of the Japanese mind and expectations will be invaluable The 'No-Nonsense' Guide to Doing Business in Japan J.

Woronoff,2000-11-30 Jon Woronoff an acknowledged authority in Japanese economy and society provides insight into crucial aspects of doing business in Japan and advice on how to succeed in a very difficult market The book provides insight into crucial aspects of doing business in Japan and advice on how to succeed in a very difficult market It follows the process from initial contact to the first visit to the creation of a fully fledged operation in Japan Emphasis is placed on how to break into the distribution system set up a local company acquire an existing company recruit and manage Japanese personnel and co operate or compete with Japanese companies There are also tips on how to avoid common traps and pitfalls for the unwary investor **A Bibliography on Foreign and Comparative Law** ,1955 Japan Business Christine Genzberger,1994 An encyclopedic view of doing business with Japan Contains the how to where to and who with information needed to operate internationally

**The Changing Face of Japanese Management** Keith Jackson,Miyuki Tomioka,2004-03-01 For many western managers the approach taken by successful Japanese organisations and their managers has tended to inspire awe envy and incomprehension in equal measure But what is so special about Japanese management And how special is the response of Japanese managers to global business pressures This textbook addresses these questions It presents case

examples generated from interviews with Japanese managers in Japan Europe and the USA contextualising their comments by reference to recent research in the fields of international and intercultural management The book explains how and why individual managers variously perceive threats or opportunities in the business and career environments currently evolving both inside and outside Japan It combines vivid images of the expected and the exceptional the traditional with the new and unfamiliar The Changing Face of Japanese Management offers management students with little prior knowledge of Japanese business and society critical insights into what is happening inside Japanese management today It also offers clear and immediately transferable insights to management practitioners who are preparing to work or negotiate with Japanese business partners

**Managing Information Technology Resources and Applications in the World Economy** Information Resources Management Association. International Conference,1997-01-01 This Proceedings contains many research and practical papers dealing with the impact and influence of information technology on the global economy

*Black Enterprise* ,1994-06 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals entrepreneurs and corporate executives Every month BLACK ENTERPRISE delivers timely useful information on careers small business and personal finance *The Contest for Japan's Economic Future* Richard Katz,2024 Among the many books on why some nations prosper better than others this is the first such focusing this theme on Japan in many years And it is the first in English to show how a revival of Japan s past entrepreneurship will promote broader economic recovery and written in a lively style this book will appeal to laypersons scholars businesspeople and policymakers alike Adding to the appeal is that the book demonstrates how current trends give Japan its best opportunity for recovery in a generation At the same time its discussion of the forces opposing an entrepreneurial revival adds both realism and drama There truly is a contest of forces for control of Japan s economic future On top of that the book will attract those interested in broader themes ranging from generational attitudes and gender relations to culture and technology *Spotting the Trend: An Entrepreneur's Success Story* Jenny Chang,2015-06-23 When Jenny Chang teamed up with her husband and sister to start an Internet security company she struggled with juggling a new business family life and the demands of traveling But Trend Micro Inc founded in 1988 with 5 000 in seed money grew into a Nikkei 225 company making more than 1 billion per year in revenue and with operations in more than twenty countries In this business book memoir she looks back at how she and her partners capitalized on the global threat of cyber crime turning a fledgling company into an amazing growth story Chang does much more than just revisit the company s history She shares the story of the three founders and their vision and she reveals all the details behind how they transformed the security industry and their own lives in ways they never imagined

**Stay Put? Make a Move?** Thomas Nevins,2018-07-12 Tom collaborated with his blind dog on Stay Put Make a Move so his 6th book breaks all the rules It covers more than just their lives and their locales this is a narrative chock full of cocktail party historical and pop culture facts It s about the lives and events of the friends people places and events that touched Tom

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