

Course Title 科目名	Japanese Business Culture A			Instructor 担当者	WANG, Chung I 王 忠毅		
Semester 学期	FALL 2025	Course Level 履修年次	N/A	Credits 単位	2	hrs/wks 時間数/週	2
【Course Objectives: 授業の到達目標】							
The main objective of this course is to explain business practices from the perspective of Japanese culture and to develop a practical understanding of Japanese business.							
【Course Summary: 授業の概要】							
Misunderstandings arising from different communication styles often result in missed business opportunities for foreign professionals engaging with Japan. In Japanese business culture, communication is heavily influenced by cultural factors, sometimes requiring indirect exchanges and implicit understandings. Therefore, achieving success in the Japanese market demands a deep understanding of its business culture and nuances of communication, along with the ability to adapt accordingly. The course will primarily involve discussions in addition to lectures.							
【Study Required outside Class (Preparation etc): 事前・事後学習】							
Choose a Topic: Select a specific aspect of Japanese business culture that interests you and aligns with the themes discussed in class. This could include topics such as decision-making processes, hierarchical structures, or negotiation tactics, etc. Conduct Research: Dive deeper into your chosen topic by conducting additional research. Utilize reputable sources such as academic journals, books, articles, and credible websites to gather information about Japanese business culture and practices.							
【Class Outline: 授業計画(各回の授業内容)】							
Session 1	Introduction						
Session 2	What is Culture (1)						
Session 3	What is Culture (2)						
Session 4	Group Orientation, Hierarchy						
Session 5	Form and Formality, Situational Behavior						
Session 6	High Context Communication, Contracts						
Session 7	Information-Sharing, Customer Relations						
Session 8	Meeting, Feedback and Issue Resolution						
Session 9	Indirect or Ambiguous Expression, Unintended Tone						
Session 10	Japanese English, Grammar						
Session 11	Word Choice and Pronunciation, Nonverbal Communication						
Session 12	Presentation_1						
Session 13	Presentation_2						
Session 14	Presentation_3						
【Textbooks, Course Materials: 教科書、参考書等】							
Course materials should be downloaded from Moodle in advance.							
【References: 参考文献】							
Business Guide to Japan : A Quick Guide to Opening Doors and Closing Deals (You can find the book on the website of the Ebook Center of Seinan Gakuin University)							
【Grading Criteria: 成績評価の方法】							
Select one topic related to Japanese business culture discussed in class, conduct additional research on it, and then present your findings. Your presentation should include your perspective, strategies for addressing misunderstandings arising from different communication styles, and a comparison of business practices between Japan and your own country. Your evaluation will be based on this presentation(60%). Grading Breakdown: Attendance: 20% Class Discussion: 20% Presentation: 60% (Individual Contribution Graded)							
【Note: 履修上の注意】							
This class relies on discussions, so the content may vary depending on the number of enrolled students.							