



THE ASSOCIATION FOR OVERSEAS TECHNICAL SCHOLARSHIP[AOTS]

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December 2008

Program Outline

&

Participation Requirements

of

The Program on Practical Corporate Management for India

[INPC]

17 - 26 June 2009

1. BACKGROUND OF THE PROGRAM:

AOTS - the Association for Overseas Technical Scholarship - is a non-profit association run with Japanese government subsidies from the Ministry of Economy, Trade and Industry (METI). Since its establishment in 1959, AOTS has been conducting various technical and management training programs in Japan for the people of developing countries. The total number of participants in past AOTS training programs amounts to almost 143,000 from about 170 developing countries and regions. These former participants are playing very important roles in industry and contributing greatly to the economic development of their respective countries.

At the request of former participants of AOTS training programs as well as the industrial and business circles in developing countries, and to meet the needs for human resource development in Japanese affiliated companies, AOTS has been organizing various training programs.

Since the liberalization of the economy and industry in India, stable economic growth has been continuing apace, and there has been remarkable growth in some manufacturing companies. However, in order for these companies to grow further amidst the ongoing globalization of the economy, it will be necessary for them to expand overseas with a technology strategy at the core of their management strategy. Accordingly, the Program on Practical Corporate Management for India (INPC) has been developed with the aim of enabling participants to learn about management strategy thinking and the practical management techniques of Japanese companies that are world leaders in their fields, thereby instilling in participants the ability to implement the overseas expansion of their company's business and improve their management ability.

2. COUNTRY AND NUMBER OF PARTICIPANTS:

20 participants from India

3. PARTICIPATION REQUIREMENTS:

Participants should have the following qualifications.

- (1) Participants should be, in principle, owners, partners or top executives of manufacturing companies in India that are seeking to achieve (or are already implementing) the overseas expansion of their company's business. However, senior managers from divisions that formulate management strategies may also apply.
- (2) Participants should be, in principle, between 25 and 60 years of age
- (3) Participants should be university graduates and/or have equivalent professional experience
- (4) Participants should have a sufficient working knowledge of English.
- (5) Participants should be healthy enough to undergo an intensive training program in Japan.
- (6) Participants should be residing in India.
- (7) Participants should not be students or armed forces personnel
- (8) AOTS ex-participants who have recently been awarded an AOTS Scholarship and participated in an AOTS training program in Japan are not entitled to apply for any program which starts within six months (183 days) after they have returned home from Japan.

Notes:

- (1) Family members are not allowed to accompany the participants to Japan.
- (2) Participants shall not request AOTS to arrange, nor arrange by themselves, any additional programs, and shall leave Japan and return to their home country soon after the completion of the program.
- (3) The Guarantee Letter, which is one of the invitation documents to be issued by AOTS, shall be used only for the purpose of obtaining a training visa and shall not be used for any other purposes, such as participants' business.
- (4) The number of participants for the same host company or from the same sending company may be limited if there are more applicants than AOTS can accept.

4. APPLICATION PROCEDURE:

Applicants should apply to AOTS by submitting the following documents to reach AOTS Head Office **no later than 26 February 2009**.

The application procedures from overseas countries and those from host companies in Japan are different.

- (1) AOTS Training Application Form, Applicant's Personal Record and Medical Check Sheet (AOTS official form)
- (2) 2 copies of a photo (4 cm x 3 cm) (Please write down the applicant's name of the back)
- (3) Brochure of the applicant's company/organization
- (4) Photocopy of a passport, an election card, a driver's license or any other identification document issued by a public organization in the applicant's country containing, in Roman letters, the applicant's name in full, a photo of the applicant and his/her date of birth
- (5) Pre-Training Report
- (6) Overseas Travel Insurance Consent Form
- (7) About the handling of Personal Information Concerning Trainees (AOTS official form)
The applicant himself or herself is required to submit a form bearing his or her own signature. Either in the absence of agreement, or non-submittance, course participation will not be granted.
- (8) Enquiry into Training Contract (For Japanese Joint-Venture-Companies and Companies exclusively funded by Japanese Enterprises)

AOTS official form is available. **Please click here.**

http://www.aots.or.jp/eng/t_prg_j/management/application/procedure.html

[Application from host companies in Japan]

Please refer to the following page.

[2\) Making a reservation for the Management Training Course](#)

AOTS official form is available. **Please click here.**

<http://www.aots.or.jp/jp/documents/kokunai/index.html>

The application documents will be forwarded to the AOTS Screening Committee, which will meet on 23 April 2009, for official approval of participation. Those who have successfully passed the screening process will be notified when they receive the invitation documents.

Notes: If the number of participants is less than 11 as of 26 February 2009, AOTS may postpone or cancel this program.

5. OUTLINE OF THE PROGRAM:

- OBJECTIVES

This program aims to enable participants to acquire management strategy thinking and the practical management techniques of Japanese companies, thereby developing the ability of participants to implement the overseas expansion of their company's business and improving their management ability.

- DURATION

17 - 26 June 2009 (10 days)

- CONTENTS

【Stage 1】

Participants will learn that the true nature of management in manufacturing is managing the creation and acquisition of value, which is a result of the combination of management, technology and IT.

【Stage 2】

As well as learning through lectures about the management strategy and technology strategy of Japanese companies and their way of thinking about overseas or global expansion, participants will carry out practical

exercises and receive an introduction to real-life examples, and will learn about the process of formulating a management strategy and techniques for managing overseas business operations.

Moreover, on the visits to companies (field trips), participants will be able to learn about real-life examples of management in actual companies.

【Stage 3】

Based on what they have learned through the lectures, exercises and company visits, participants will develop an understanding of the problems and weaknesses in the management of their own company in relation to overseas expansion, and will formulate solutions, which they will present in a final report, with an action plan for implementing each solution.

-LANGUAGE

All lectures, discussions and company visits will be conducted in English or Japanese with translation into English. In principle, the program documents and training materials will be prepared in English.

-PROGRAM DIRECTOR

Mr. Yoshiro Sawamura

Special Advisor, Business Brain Showa-Ota Inc.

Senior Advisor, Global Security Experts Inc.

Executive Advisor, Wilson Learning Worldwide Inc.

Visiting Professor of Tokyo University of Science (Graduate School of Management of Science and Technology)

Lecturer, Faculty of Knowledge Engineering, Musashi Institute of Technology

Advisor, MOT Center, the Japan Productivity Center for Socio-Economic Development

Member of Committee on Corporate Management, the Japan Association of Corporate Executives

After graduating from the Department of Management Engineering at Keio University's Faculty of Engineering in 1966, Mr. Yoshiro Sawamura joined Ishikawajima-Harima Heavy Industries Co., Ltd. as an engineer in the Production Technology Office. After serving as a director of Shimoda Dockyard Co., Ltd., Mr. Sawamura joined IBM Japan in 1976, serving successively as Deputy Director-General of the Manufacturing and Sales Office, Director of the Manufacturing, Supervision and Sales Promotion Division, and IBM-approved Senior Consultant. In 1994, he joined Business Brain Showa-Ota Inc. serving as Senior Consultant. After retiring from the position of Senior Executive Director in Charge of the Management Reform Division of the same company in 2005, he served as President and Representative Director of PLM Japan Inc. and Global Security Experts Inc., before taking up his current position.

-TRAINING LOCATION AND ACCOMMODATION <To Be Determined>

AOTS Tokyo Kenshu Center (TKC)

<http://www.aots.or.jp/eng/about/center/tkc.html>

30-1, Senju-azuma 1-chome, Adachi-ku, Tokyo 120-8534, Japan

Tel: 81-3-3888-8231 (Reception)

Fax: 81-3-3888-0763

6. APPLICATION PROCEDURES & FINANCIAL ARRANGEMENTS:

Please click here

Application from host companies in Japan: [Application Procedures](#)

[Financial Arrangements](#)

Application from overseas countries:

[Application Procedures](#)

[Financial Arrangements](#)

7. HANDLING OF PERSONALLY IDENTIFIABLE INFORMATION

AOTS handles personally identifiable information we have obtained from the applicant as follows:

(1) Administrator of Personally Identifiable Information: General Manager, General Affairs Division,
The Association for Overseas Technical Scholarship (AOTS)

Department in charge: General Affairs Department, General Affairs Div., AOTS

Tel:81-3-3888-8211 e-mail: kojinjoho@aots.or.jp

(2) Use of Personally Identifiable Information

Personally identifiable information provided by the participant will only be used for the screening of the participants and the implementation of the training program. It will not be used for any other purposes or beyond the scope required by laws and regulations of Japan.

<http://www.aots.or.jp/eng/privacypolicy.html>

For AOTS's privacy policy, please visit <http://www.aots.or.jp/eng/privacypolicy.html>

8. COOPERATING ORGANIZATION:

AOTS Alumni Society, Delhi

Mr.Man Mohan, President Mr. Rajesh Bhardwaj, General Secretary	405-406, 4th Floor, Siddarath Chambers, Adjacent to Azad Apartments, Behind Hauz Khaz Bus Terminal, Kalu Sarai, Hauz Khas, New Delhi - 110016
Tel:	91-11-32951573
e-mail:	secretariat_aotsalumnisociety@rediffmail.com
URL:	www.aots-alumni-delhi.org

AOTS Alumni Association of Western India

Mr. Arun Wagle, President Mr. Ravikant Sankhe, Secretary	301 A, India Printing House, 42, G.D.Ambekar Marg, Wadala, Mumbai 400031
Tel:	91-22-24161967
Fax:	91-22-24161947
E-mail:	aaawi@mtnl.net.in

AOTS Alumni Association, Karnataka Regional Centre

Mr. H. Suresh, President Mr. Muninagappa, Secretary	6G, I Cross, I Phase, Peenya Industrial Area, Bangalore 560 058
Tel:	91-80-23722659
E-mail:	aotsaabangalore@airtelbroadband.in

Alumni Society of AOTS, Kerala Regional Centre (ASAKERALA)

Mr. Joseph Philip, President Mr. Paul Valsan, Secretary	Nippon Kerala Center, Thottakkattukara Jn., Aluva, Kerala 683108
Tel:	91-484-2607197
Fax:	91-484-2604631
E-mail:	asakerala@sancharnet.in
URL:	www.asakerala.com

ABK-AOTS Dosokai Tamil Nadu Centre

Mr. G. Chandramohan, President Mr. R. Sundaram, Secretary General	3rd Fl., Chateau D'Ampa, 110 Nelson Manickam Rd., Aminjikarai, Chennai – 600 029	
	Tel:	91-44-23740318
	Tel/Fax:	91-44-23743575
	E-mail:	rangaots@eth.net

A.P. The AOTS Alumni Society - Hyderabad

Mr. R. S. Sreenivas, President Mr. Bhagawan VRS Gorti, Secretary General	2nd floor, IETE Building, University Campus, Jamai Osmania, Hyderabad 500007 Andhra Pradesh	
	Tel:	91-40-23412195
	Tel/Fax:	91-40-23421197
	E-mail:	apaots@hotmail.com

10. FURTHER INFORMATION:

AOTS HEAD OFFICE

Mr. Kazuhiro Ichiura, Manager Scholarship Processing Department Scholarship Administration Division	30-1, Senju-azuma 1-chome, Adachi-ku, Tokyo 120-8534, Japan	
	Tel:	81-3-3888-8214
	Fax:	81-3-3888-8242
	e-mail:	shouhei@aots.or.jp

AOTS NEW DELHI OFFICE

Mr. Yasumi Suzuki, General Manager	Flat No.1307, 13th Flr., Gopaldas Bhawan, 28 Barakhamba Road, New Delhi 110001	
	Tel:	91-11-23704122
	Fax:	91-11-23704123
	E-mail:	contact@aotsindia.com

Tentative Schedule
for
The Program on Practical Corporate Management for India [INPC]
 17- 26 June 2009 AOTS Tokyo Kenshu Center (To Be Determined)

Date	Morning Session	Afternoon Session
16 Jun. (Tue.)	(Arrival in Japan)	
17 (Wed.)	Orientation / Opening Ceremony LECTURE: The Philosophy of Practical Management Mr. Yoshiro Sawamura Special Advisor, Business Brain Showa-Ota Inc.	LECTURE: Companies Focused on Strategic Management Mr. Yoshiro Sawamura
18 (Thu.)	LECTURE: Corporate Strategy Management I -The Significance of Having a Management Strategy- Mr. Ken Karasawa Partner, Consulting Division Business Brain Showa-Ota Inc.	LECTURE: Corporate Strategy Management II -The Process of Formulating a Management Strategy Part 1 - Mr. Ken Karasawa
19 (Fri.)	LECTURE: Corporate Strategy Management III -The Process of Formulating a Management Strategy Part 2 - Mr. Ken Karasawa	LECTURE: Corporate Strategy Management IV -Examples of the Management Strategies of Japanese Companies- Mr. Ken Karasawa
20 (Sat.)	LECTURE: Global Management I -Approaches to Global Expansion- Mr. Takeshi Yamada Visiting Professor Tokyo University of Science (Former President of Honda R&D North America)	LECTURE: Global Management II -Examples of Managing Overseas Business Operations- Mr. Takeshi Yamada
21 (Sun.)	Day Off	
22 (Mon.)	LECTURE: Continuous Creation of New Business I -The Importance of Having a Technology Strategy- Dr. Atsushi Abe Technology Management Research Course Dean Professor of Graduate School, Ritsumeikan University Corporate Advisor, Panasonic Electric Works, Ltd.	LECTURE: Continuous Creation of New Business II -Identifying New Business opportunities at an Early Stage- Dr. Atsushi Abe
23 (Tue.)	Study Tour	Company Visit: Case Study of Corporate Strategy Management
24 (Wed.)		Company Visit: Case Study of Continuous Creation of New Business
25 (Thu.)		Company Visit: Case Study of Global Management
26 (Fri.)	Final Report Presentation	Evaluation of the Program Closing Ceremony
27 (Sat.)	(Departure from Japan)	

Remarks:

The above schedule is subject to change for the convenience of lecturers and cooperating companies, or for other unavoidable reasons.

PRE-TRAINING REPORT**- The Program on Practical Corporate Management for India-
[INPC]**

Please fill in the following items by using a personal computer or similar equipment, or by handwriting in block letters. AOTS will duplicate and distribute it to lecturers and other participants as a reference material for the group discussion and presentation held during the program.

1. Your name	
2. Name of your company/ organization	
3. Outline of your company/ organization (preferably by attaching a brochure of the company/organization)	
4. Your position (preferably by attaching an organizational chart indicating your position)	
5. Your duties in detail	
6. Type of business operations that you are planning to expand overseas (or are already expanding overseas)	
7. The most serious problem being faced by your company in its corporate management at present. (Please explain the nature of the problem in as specific and numerical terms as possible)	
8. Your expectations of the program in relation to the described problems	