

# Management Training for Japanese Expatriates and Managers




**Ho Chi Minh: June 3-4, 2025**  
**Hanoi: June 5-6, 2025**

**Language: Japanese**  
**Training methods:** The training will be conducted interactively, incorporating exercises, case studies, group discussions, presentations, and role-plays.

For Japanese expatriates aiming for success in Vietnam: Understand cultural differences and maximize organizational performance!

-  **Do you find managing in Vietnam challenging?**  
Simply giving instructions may not effectively convey your intent, and things may not progress as planned.
-  **Are you having a trusting relationship with local staff?**  
Without understanding values and perspectives of Vietnamese people, communication can become difficult and hinder progress.
-  **Are you concerned about financial management?**  
If financial data isn't used properly, making accurate management decisions can become a challenge.

## Objective

-  **Gain a systematic understanding of the roles of managers and the core principles of management**
-  **Attain effective leadership methods that are applicable in Vietnam.**
-  **Acquire techniques for building trust with local staff**

## Target

Japanese expatriates and managers

## Training content (2 days)

### Part 1: Understanding the roles of managers in management and overseas branch

#### Basic Principles

- Person-in-charge vs. Manager
- 3 key roles of a manager
- 3 key skills of a manager
- The management cycle
- Assessing your role and anticipating future challenges

#### Adapting to Vietnam

- How Japanese companies manage overseas branch
- Roles of overseas branch managers
- Common challenges in managing overseas branch

### Part 2: Business culture differences & Constructive responses

#### Basic Principles

- Japanese business culture
- Leadership traits valued by Japanese

#### Adapting to Vietnam

- Vietnamese business culture
- Case Study: UK Managers' challenges with Vietnamese subsidiaries
- Do's and Don'ts in Vietnam

### Part 3: Principles of organization and teams & Problem-solving

#### Basic Principles

- Key management principles
- Understanding organizational structure
- Key organizational functions

#### Adapting to Vietnam

- Diagnosing organizational issues
- Team-based problem-solving process
- Team-based problem-solving exercise

### Part 4: Communication & Talent development

#### Basic Principles

- Ho-Ren-So
- Capacity development methods
- Motivation & engagement theories

#### Adapting to Vietnam

- Leadership self-assessment
- Effective communication techniques with foreign teams
- Giving constructive feedback

### Part 5: Financial Statement Analysis & Corporate Reform

#### Basic Principles

- Understanding financial statements
- Break-even analysis and profitability Exercises
- Creating a business profit plan

#### Adapting to Vietnam

- Legal Account Classification System in Vietnam
- Methods for assessing business management through company visits and site inspections

### Part 6: Self-Management & Employee Engagement

- Analyzing and managing stress
- Self-coaching techniques
- Creating an action plan for the future

The above content is subject to change without prior notices.



## Time & Venue

**Ho Chi Minh: June 3-4, 2025** (Tuesday, Wednesday)  
Time: 8:30 AM - 4:30 PM  
Venue: AIMNEXT Head Office  
T Floor, Nam Giao Bldg 1,  
261-263 Phan Xich Long, Ward 2, Phu Nhuan District,  
Ho Chi Minh City

\*The venue may change depending on the number of participants.

**Hanoi: June 5-6, 2025** (Thursday, Friday)  
Time: 8:30 AM - 4:30 PM  
Venue: La casa Hotel  
17 Pham Dinh Ho, Hai Ba Trung, Hanoi



## Trainer

## Mr. Kuroda Kazuteru

- MBA / Nihon University Graduate School of Global Business
- Global International Consulting Representative
- Senior Management Consultant, Japan Productivity Center
- With over 20 years of experience in global training and consulting, including six years in the United States and work across more than 30 countries, mainly in Asia. Since 2002, involved in management guidance and consulting projects for local companies in Vietnam through JICA and AOTS.
- In 2010, contributed to various government projects, including the development of Vietnamese consultants.
- Since 2013, focused on employee satisfaction surveys, factory diagnostics, and developing manager training programs for Japanese companies, while also serving as a lecturer for numerous seminars.



## Course information

**[Fee]** 13,500,000 VND per person (including lunch for 2 days, excluding VAT)  
For companies with 2-4 participants, a 5% discount is applied & those with 5 or more participants, a 10% discount is available.

(Applied separately for training in HCM & in Ha Noi)

**[Course Format]** We provide offline training

**[Capacity]** Ho Chi Minh: 30 participants – Hanoi: 30 participants

**[Application]** Please fill out the attached "Application Form" and send it via email to: training-vn@aimnext.com

In charge Ms. Do Nga (English, Vietnamese)  
South : Mr. Nagayoshi Tasuku (Japanese)  
North : Mr. Yasunaga Hiroto (Japanese)

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