

CULTURAL INSIGHTS

文化的洞察:日本

JAPAN



a culture crash course every other month, sent right to your inbox!

QUICK FACTS

- Hierarchy**
In Japan patterns of rank and status are observed. Managers tend to be authoritative but nurturing whereas subordinates are expected to be loyal, deferential, and obedient
- Need for Certainty**
The rules for appropriate behavior are well-known and strictly observed. The Japanese value predictability and ritualized interaction
- Group Orientation**
Personal identity is defined by the group, family and company. Group harmony is more important than individual expression. The group takes responsibility for individual failure and emphasizes shared benefits
- Rules**
When applying rules there is a tendency to reference context and give priority to the obligations of relationships
- Relationship Focused**
Personal interaction takes precedence over tasks. The Japanese often spend time outside of working hours building relationships with their colleagues and customers to develop trust

FUN FACTS

Japan is an archipelago with 6,852 islands

There is almost no immigration in Japan. The population is 98.5% ethnic Japanese

In 1635 Japan closed its borders to all foreigners and went through more than 200 years of complete isolation

Japan is the 3rd largest economy in the world, after the United States and China



WATCH OUT!

Do not wear slippers on the tatami mats. Take your shoes off when entering someone's home! Raised floors help indicate when to take off slippers or shoes

- Cooperation**
The Japanese strongly believe that confrontation and conflict are to be avoided and consider harmony and consensus very important. Conflict may be dealt with indirectly through an intermediary, or informally during "after hours" socializing

COMMUNICATION IN JAPAN ●

INDIRECT

The Japanese tend to imply what is meant. One needs to read between the lines and develop a good relationship. Vagueness and ambiguity are helpful in avoiding open disagreement and resulting embarrassment or "loss of face". Silence is a part of the conversation

RESTRAINED

In Japan, emotional expression is considered unprofessional. Trust and credibility are developed through emotional suppression

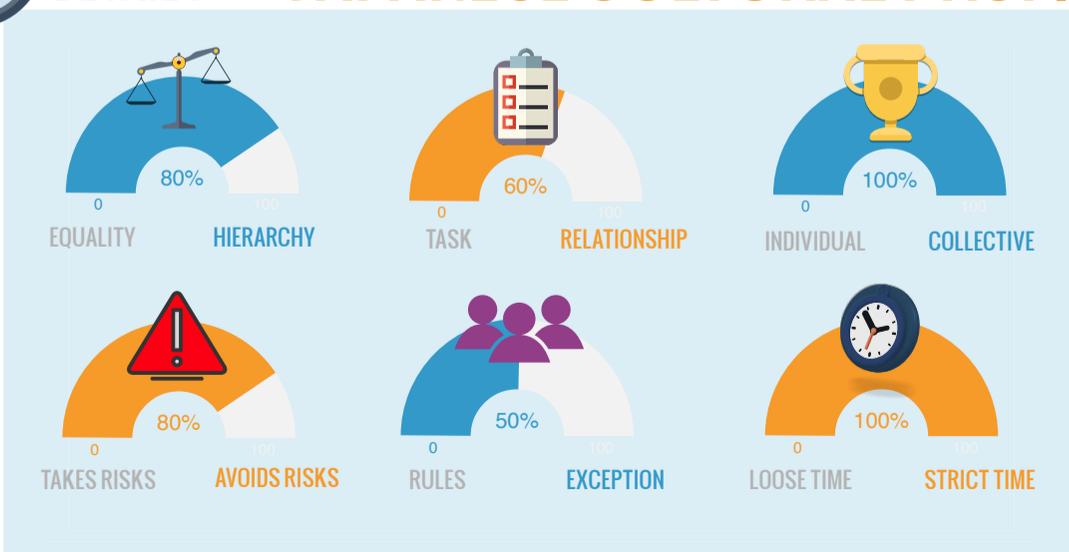
FORMAL

Sensitivity to hierarchy and the concept of "face saving" are very important. Bowing is the traditional form of greeting, but handshakes are common as well, although gentle rather than firm. Dramatic gestures, arm movements or facial expressions are best avoided, as unintended meanings can be attributed



THE DETAILS

JAPANESE CULTURAL PROFILE



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