

**2c** | *Japan*

## The same or different?

In Japan	In
1 In traditional companies new groups of recruits normally all enter the company on the same day of the year (usually April 1).	
2 New recruits go through an orientation course. Among other things, they learn the company philosophy, its motto and its song.	
3 Most employees receive regular training throughout their careers with the company.	
4 During recessions both workers and top executives sometimes accept salary cuts so that everyone can remain in work.	
5 If they are forced to lay workers off, good companies will try to help the person find another job.	
6 Individual roles within groups are not clearly defined: everyone does whatever is necessary to accomplish the task.	
7 When new problems come up, special teams of managers and workers form to decide how to solve them. They often meet outside company hours.	
8 Many ideas originate at the bottom of the hierarchy. As they move up through the company they are adapted until they are finally authorised at the top.	
9 Employees receive a bonus in summer and a larger one at the end of the year which is equal to two to six month's pay or, if the company is doing well, even more.	
10 If you have an idea you may be expected to give it to the group or to your boss without trying to gain personal credit for it.	
11 People are dedicated to the business. They routinely work more than their allotted number of hours and do not take all the holidays they are entitled to.	
12 Relationships with suppliers and subcontractors are seen as a long-term human relationship rather than a series of isolated transactions	

# Japan

## Worksheet

### 2c

#### ACTIVITY

Pairwork and groupwork: reading, speaking

#### AIM

To discuss differences in business culture between Japan and the student's own country.

#### GRAMMAR AND FUNCTIONS

Comparing and contrasting

#### VOCABULARY

*recruits, orientation, recession, salary cut, to lay someone off, to define roles, to accomplish a task, hierarchy, to authorise, bonus, to gain credit for something*

#### PREPARATION

Make one copy of the worksheet for each student.

#### TIME

25-35 minutes

#### PROCEDURE 1: for multilingual classes

- 1 Tell the students they are going to talk about the differences between Japan and their own country/ies.
- 2 Divide the class into pairs, two students of different nationalities in each pair.
- 3 Give out the worksheets.
- 4 Ask each student to write the name of his or her partner's country in the heading of the second column.
- 5 Ask the students to read the statements about Japan and to discuss how the situation differs in their own country. Each student should make notes about his or her partner's country.
- 6 When they have finished, ask a few students to tell the class a couple of facts about their partners' countries. Allow others to comment if they wish.

#### PROCEDURE 2: for monolingual classes

- 1 Tell the students they are going to talk about the differences between Japan and their own country.
- 2 Give out the worksheets.
- 3 Ask the students to write the name of their own country in the heading of the second column.
- 4 Ask the students to read the statements about Japan and to note in the second column how the situation differs in their own country.
- 5 Divide the class into groups of three or four pairs to discuss what they have written.
- 6 When they have finished, ask a few students to comment on differences they thought were interesting.

#### FOLLOW-UP

Students write 100-150 words on a country they would like to work and/or live in.