WORKSHOP PROPOSAL · UT DALLAS

Working Across Cultures

Japanese and American approaches to communication, leadership and teamwork



OVERVIEW

Working effectively across cultures is an essential skill

Japan and the United States offer a striking comparison — contrasting approaches to communication, decision-making, leadership and workplace relationships.

This workshop explores how those differences shape collaboration and management, through discussion, case studies and experiential activities.

90
minutes

25
students + accompanying faculty/staff

EN
delivered in English

Part of the **Cross Cultural Human Resource Management in Japan** program for the University of Texas at Dallas.

LEARNING OBJECTIVES

Participants will be able to…

1 Identify key differences between Japanese and American workplace cultures.

2 Understand how cultural expectations influence communication, leadership and decision-making.

3 Recognize potential misunderstandings in multicultural teams.

4 Apply Cultural Intelligence (CQ) principles to adapt behavior and improve collaboration.

AGENDA · 90 MINUTES

10′	Cultural Assumptions and First Impressions	Interactive opening activity
20′	Understanding Japanese and American Workplace Cultures	Introduction to Erin Meyer's Culture Map
20′	Communication and Decision-Making Across Cultures	Small-group case study and discussion
20′	Leading and Managing Multicultural Teams	Practical team-management scenario
15′	Applying Cultural Intelligence	Guided discussion and practical strategies
5′	Key Takeaways	Personal reflection and action planning

Short explanations. Real scenarios. Lots of discussion.

Participants draw on their own experiences, challenge assumptions, and consider how to adapt when working in Japan or with Japanese colleagues.

DELIVERY & LOGISTICS

FORMAT

Face-to-face, facilitated workshop

VENUE

Central Tokyo — arranged by the client, or with our assistance

ROOM

Tables set for small-group discussion

MATERIALS

Presentation, case exercises and participant handouts

FACILITATOR

International trainer in cross-cultural communication and leadership

PROPOSED INVESTMENT

Regular fee (excl. tax)	¥200,000
Educational institute discount (25%)	−¥50,000
Discounted fee (excl. tax)	¥150,000
Consumption tax (10%)	¥15,000

Includes preparation and customization, facilitation, materials and travel within central Tokyo. Single session for up to 27 participants. Third-party venue hire billed separately at cost, without markup.

TOTAL INCL. TAX

¥165,000

SCHEDULING · MAY 2027

Three proposed dates

May 2027 · Tuesday

18

May 2027 · Thursday

20

May 2027 · Tuesday

25

Subject to mutual confirmation of availability.

ABOUT US

Platinum Training Consultants K.K.

A Japan-based corporate training and leadership development company specializing in cross-cultural communication, global leadership, teamwork and professional skills.

We combine established management frameworks with experiential learning, turning insight into practical workplace behavior. Some of our clients include:

Meta
Takeda
衆議院 The House of Representatives, Japan
ABeam Consulting
Pfizer
Asahi GROUP ASAHI GROUP HOLDINGS
SUNTORY
JTB Perfect moments, always | 110th JTB ANNIVERSARY 2022
SOMPO
TAKENAKA
BNP PARIBAS
ANA ANA Group
dentsu
pwc
Shark NINJA
MEDECINS SANS FRONTIERES 国境なき医師団
VISA



RECOMMENDED TRAINER

Andrew Abbey

Managing Director & co-founder · Platinum Training Consultants

Former international tax advisor with Deloitte, PwC and KPMG in London, New York and Sydney. Since co-founding Platinum in 2009, Andrew has trained thousands of staff in mixed-culture business environments.

Specializations — Cross-cultural communication, presentations, innovation, problem solving, conflict management and negotiation.

Teaching — Professor at Kenichi Ohmae Graduate School of Business, lecturing to MBA candidates on Cross-cultural communication.

Certifications — Marshall Goldsmith Stakeholder Centered Coaching, Kirkpatrick Training Evaluation, Prosci Change Practitioner and TKI Conflict Management.

Community — Vice-chair of KIWL cycling fundraising, supporting educational projects for Japanese children’s homes.