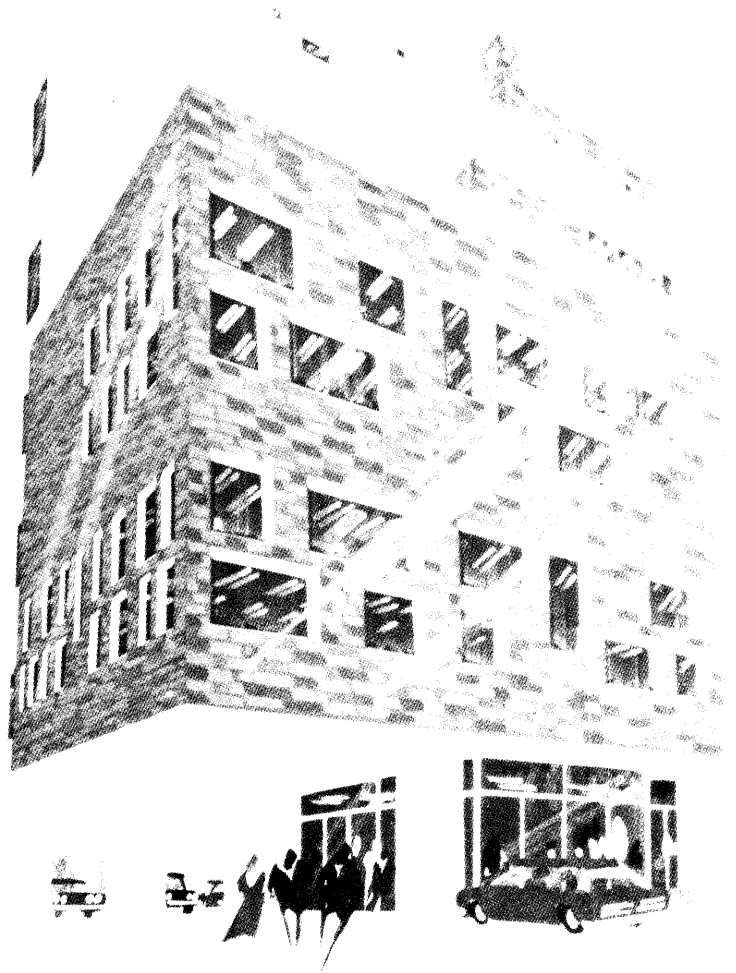


**INVITATION TO
SERVICE OF MANAGEMENT
CONSULTANCY, RESEARCH, & TRAINING**



**Research Institute for
International Management,
Central Japan Industries Association**

P.O. BOX: No. 155 NAGOYA HIGASHI

CJIA Bldg. NAGOYA, JAPAN

Telex: 444-4424 CJIAN J

Cable: CEJAINAS NAGOYA

Phone: <052>931-3181

(Branch Offices in Tokyo, Osaka, Seoul, Manila, Honolulu)

名古屋市東区東二葉町44(中産連ビル)

電話<052>931-3181

The Central Japan Industries Association was established in 1948, in order to disseminate the modern management theories and techniques necessary for the development and advancement of business enterprises.

With the membership of about 700 major industrial enterprises operating in the central part of Japan, CJIA extends varieties of its services through management consultancy, training, research, publicity and other activities.

In 1953, it established a Consultation Division for rendering management consultancy services to the member companies. It was considered the only institution around that time in Japan being specialized exclusively in the general management consultancy services, since the nature of this business was a newly emerging one. In those days, most of the consulting firms were specialized in specific fields or functions, such as IE, marketing, personnel management, financial management, etc.

With this unique operations, CJIA has been expanding its services gradually to the international phase and in 1970, it established the Research Institute For International Management as an organization solely engaged in the activities for overseas consulting assignments, research works, management training programs, seminars, conferences conducted by RIIM-CJIA, sponsored by various UN agencies, international organizations, Japanese organizations specialized in international cooperation and assistance.

社団法人中部産業連盟は1948年に設立され、専門的業務として第一、中部地区の主要企業約700社を会員とし、その主要な企業経営の再興及び合理化の必要を以て、経営知識の普及、経営技術の指導、教育訓練、出版広報活動を通じて産業界に提供し、その発展に寄与することを活動の目的とする。

1953年設立の「経営相談部」は、その一部門として中部産業合理化研究所を併設し、その主要な業務は経営の改善と経営者の教育訓練に集中し、その活動の中心は、最初「経営」の調査実績の高品質調査にあり、

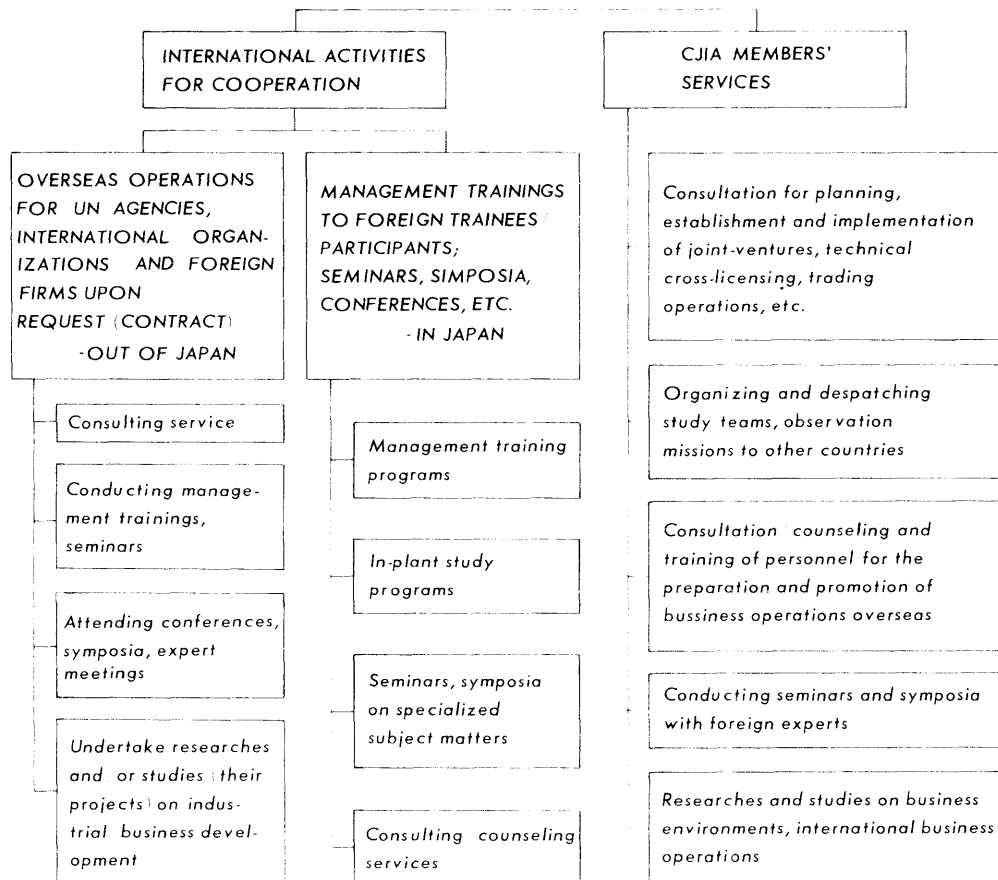
中産連盟は、その主要な国際活動の活動域を展開する各主要な分野、1970年に国際機関、外国企業、国際協力機関等と密接な関係をもつ海外の調査研究、教育訓練、教育訓練会等を中心とする分野、株式会社国際経営管理研究所設立による「中産連会員を対象とした活動」は国際事業部に担当する。また、前者は表裏一体として「中部同業の国際化推進、発展」を目指し、産業発展に、豊富に専門的経験と縦横に駆使する活動の一環として

RIIM-CJIA and its professional staffs are registered at most of the prominent organizations operating in the field of international cooperation and assistance activities. Some of them are:

UNDP (United Nations Development Program)
 ILO (International Labor Organization)
 UNIDO (United Nations Industrial Development Organization)
 ADB (Asian Development Bank)
 CIOS-IMCC (Conseil International de l'Organisations Scientifiques)

ECFA (Engineering Consulting Firms Association)
 AOTS (Association for Overseas Technical Scholarship)
 JICA (Japan International Cooperation Agency)
 APO (Asian Productivity Organization)
 IDCJ (International Development Center of Japan)

Function and Activities of RIIM-CJIA



How to get the RIIM-CJIA services?

You may directly make contact with:

Mr. Akira Takanaka,
Chief Executive Officer
Central Japan Industries
Association

Mr. Isamu Ohara,
Director
Research Institute For
International Management

channels if your intention is to seek any services through UN Agencies or the Government of Japan under their assistance schemes:

- Office in charge of coordination with international assistance programs, at the National Government of your country
- Embassy of Japan
- National Productivity Organization
- UNDP
- local I.L.O., UNIDO offices

You may contact with the following

中産連の会員に対するサービス活動

- 会員が海外投資、技術提携、貿易などの国際活動を計画・実施するにあたり、情報提供、事前調査、現地調査、ノウハウの提供などをおこないます。
また、契約にかかるまでの事務処理や、先方との交渉などの事務処理の代行もおこないます。
- 上記に関連して、事前には海外を視察するためのチーム編成、訪問先の手配などを行い、専門家を同行して事前および現地でのサポートを行います。
- 会員会社が国際化を推進するための要員の

教育訓練を必要とするときには、熟達した専門家を計画・実施のお手供いを行います。

- 会員会社が、含有・提携している会社の従業員に対しておこなうべきサービス技術の教育・訓練を代行します。
- 会員が必要とする国際情報や知識の増進をお手供いするため、専門家を招いてセミナーや講演会を開催したり、出版物を刊行したりします。
- 海外進出企業に対して、これを支障なく、しかも十分成果をおさるよう、基本調査をおこなうお供いを表します。

国際機関、国内の海外協力機関、海外の企業・機関などの依頼による活動

- 海外からの研修生に対して、日本語などの技術に関する教育・訓練をおこないます。
- 海外において、JICA共同プロジェクト、教育・訓練、JICAボランティアなどを実施します。
- 各種の国際会議、専門家を招いて、調

査などのサービスを提供するプロジェクトを派遣します。

- 外国企業の依頼により、JICA共同プロジェクトや教育・訓練をおこないます。
日本国内での実施も可能です。



On requests of UN Agencies, other international organizations and overseas corporations:

- | | |
|---|---|
| APO --- State corporations in Sri Lanka | and measures necessary in implementation of management consultancy and training services to small industries, through field surveys |
| CIOS --- Hong Kong Management Association | Hawaii International Service Agency, State Government of Hawaii, USA |
| H.O --- Korea Medium Industries Bank for the development of management consultancy activities through in-plant guidances given at more than 100 companies | Lucky Chemicals Co., Ltd., Korea |
| JICA --- Malaysia National Productivity Center for the formulation of strategies | |
| APO --- Management consultants training courses (SBMTC, SICAT), Tool Engineering Course (TEC), Systems & Industrial Engineering (ISE) | AGES --- Middle Management Training course (MMT), Production Management Training course (PMT) |
| JICA --- Business Feasibility Study & Management Practice Training Course | CIOS --- Training at the Australian Institute of Management, at the New Zealand Institute of Management |
| IDCI --- Study of the development of small and medium scale industries in Indonesia | IDCI --- Study of rural development in Kenya |
| IDCI --- Study of the development of small and medium scale industries in the Philippines | ECFA --- Preliminary survey for the industrial rehabilitation in East Java, Indonesia |
| OECD --- Development of subcontracting (Paris) | Transfer of technology (Australia)- Development of consultancy services (Australia) |

Consultancy is a highly specialized professional service. It may possibly give any deleterious effects to businesses and society, if the expertise were misused either by consultants or by clientele. For this reason, we strictly adhere to our code of ethics in due recognition of this possible influence.

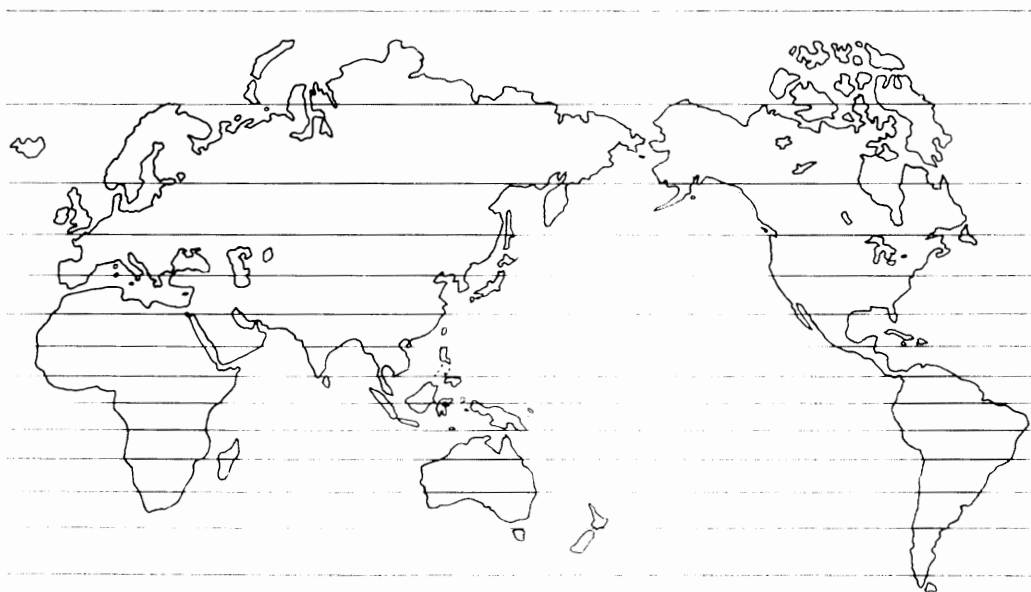
The quality of our service is more important than our business turnover. We extend only qualified services to our clients, sometimes even at financial loss, when it is necessary for us to maintain our long-established reputation and credit.

In order to meet this requirement, utmost efforts are made to the development of professional personnel. For this reason, the maximum size of organization is being maintained at less than that of 30 people, and if the unit of our organization is compelled to become larger than this limit, we will set up a separate unit in different location.

A major source of interference and apprehension on the part of management consultants being assigned to a given job is the possible obsession to please their client often beyond and above the professional requirement, primarily for the successful completion of assignments. We believe that the work will stand on its own when a consultant devotes himself on the job, performs his duty to the best of his ability.

RHM-CJA ensures the sincerity and integrity of all the professional personnel in their assignments, and we are confident that any one of our expert will bring out a complete satisfaction and success once commissioned to an assignment.

No foreign management techniques available should be directly applied to a business enterprise without considering the specific conditions in that organization. Any techniques, methods, procedures should be designed specifically to meet the going conditions and environments of that enterprise. Emphasis is being placed on adaptation, rather than adoption. It is always necessary to develop those management techniques unique and best-suited to the changing development stages



RIIM-CJIA has direct contacts with leading Management Organizations and Institutions all over the world.

Through this network we are constantly well-informed of up-to-date theories and techniques of management sciences and economic and industrial activities of these countries.