TransPac Workshops

presented by Steve Ziolkowski

1. Business Writing   
   (English only or English with Japanese commentary)

* Business writing is no longer just letters and/or emails. This workshop give you tips and tricks for improving your texts, chat skills, emails, letters, slides, proposals, and contracts in English.

1. The Fundamentals & Importance of Non-verbal Communication   
   (English or Japanese)

* Research shows that >65% of communication is delivered not through words but by body language and non-verbal cues like speaking volume and speed, hesitation, and many others. Would you like to improve your *true* communication ability as well as learn how others see you and how to read people better? If so, this workshop uses video as the ultimate tool in understanding how to go beyond language and into real communication.

1. Techniques in Listening Comprehension for International Business (English only or English with Japanese commentary)

* How can you hold a conversation if you can’t understand what the other person is saying? Improving your listening comprehension ability in English is the fastest way to upgrade your business and other communication skills and raise English test scores. This workshop goes beyond practice to help you truly understand how listening works and how to improve efficiently and thoroughly.

1. “The Pitch” – Presenting Your Ideas in 30 Seconds or Less   
   (English or Japanese)

* You may not be aware of it, but you pitch ideas and proposals many times a day. Some of these pitches aren’t important – like where to go to lunch – while others like salary negotiations or a sales proposal are absolutely vital. Most decisions are made within the first 30 seconds of a pitch so this workshop could help you more than you might expect by going through the ins and outs of how decisions are made and how to use this knowledge to your advantage.

1. Presentation Skills – The Top 10 ‘Dos’ & ‘Don’ts’   
   (English or Japanese)

* Wouldn’t everyone rather attend a presentation that’s exciting and interesting vs. one that’s dull and sleep-inducing? We’ve all been to both kinds and experienced the differences but perhaps what we know less about are the reasons why presentations succeed or fail since some key points are obvious but others aren’t. In this easy-to-understand workshop, you’ll not only find out what works and why but also get to the chance to experience them in a controlled setting.

CoreBiz/TransPac Top-10 Potential Clients

from Steve Ziolkowski

Small Japanese Training Companies

1. <http://www.platinum-training.jp/aboutus.html>
2. <http://www.nlpij.co.jp/english/> [No Gaijin trainers, but Neuro Linguistic Programming]
3. <http://executivesjapan.com/#team> [Have gaijin trainers, mainly targeting gaijin]

Japanese Coaching Organizations

1. http://www.businesscoach.co.jp/
2. <https://global.coacha.com/coach/hirano.html>
3. An article about coaching in Japan: <https://coachcampus.com/coach-portfolios/research-papers/lionel-bikart-coaching-in-japan/>
4. <https://coach.co.jp/lecture/20170829.html> [Could be a place to advertise]

Personal Connections

1. Yasu Sone – President, ICC, former manager at Recruit
2. Mark Gresham – MD, MHM Publishing
3. Mark Colby – MD, Colby Group International
4. Duncan Macintyre, President, SAI KK
5. Avi Salzberg, Director, BC-Japan Representative Office

Office Share Organizations/Sites

* <http://c-lounge.jp/?gclid=EAIaIQobChMI3cTu_Y2_1gIVRYC9Ch0NBAp7EAAYASAAEgKOefD_BwE> [No English site]
* <https://www.bizcube.jp/virtualoffice/?gclid=EAIaIQobChMI3cTu_Y2_1gIVRYC9Ch0NBAp7EAAYAiAAEgIyvfD_BwE> [No English site]
* <https://www.bizcube.jp/virtualoffice/?gclid=EAIaIQobChMI3cTu_Y2_1gIVRYC9Ch0NBAp7EAAYAiAAEgIyvfD_BwE> [English site]
* https://www.bizcube.jp/virtualoffice/?gclid=EAIaIQobChMI3cTu\_Y2\_1gIVRYC9Ch0NBAp7EAAYAiAAEgIyvfD\_BwE

Ad/Notice Placement

1. <http://www.businesscoach.co.jp/>
2. https://jp.indeed.com/%E3%82%A8%E3%82%B0%E3%82%BC%E3%82%AF%E3%83%86%E3%82%A3%E3%83%96%E3%82%B3%E3%83%BC%E3%83%81%E9%96%A2%E9%80%A3%E3%81%AE%E6%B1%82%E4%BA%BA%E6%9D%B1%E4%BA%AC%E9%83%BD [Might cost?]
3. <http://jmty.jp/> [ADDED TODAY]
4. <http://www.noomii.com/life-coaching-software> [Translate their software into Japanese?]
5. Write articles on coaching in Japan for Japan Times, Mainichi, Metropolois, etc?
6. <https://tokyo.vivinavi.com/> [Japanese language classified ads aimed at overseas Japanese
7. <http://jmty.jp/>
8. https://www.hrpro.co.jp/seminar\_detail.php?ccd=00680&pcd=66