

## ***International University of Japan (Private) Graduate School of International Management***

### ◆ Program name

MBA Program / Japan-Global Development Program

### ◆ Degrees:

Master of Business Administration (MBA)

### ◆ Credit and years needed for graduation:

40 credits, 2 years

### ◆ Address:

777 Kokusai-cho, Minami Uonuma-shi, Niigata 949-7277 Japan



## ***Features of University*** <https://www.iuj.ac.jp/>

The International University of Japan (IUJ) was founded in 1982 as the first English-medium graduate school in Japan with extensive support from industrial, financial and educational communities such as the Japan Association of Corporate Executives, as well as from the local communities of Minami-Uonuma region and Niigata. IUJ's mission is to develop future leaders in the globalized world, and for this purpose, it was initiated as the first English-medium graduate school in Japan. IUJ has accepted more than 5,000 students from 148 countries and has successfully established its long-standing reputation as a unique educational and research institution known as "mini United Nations."

The uniqueness of IUJ comes from its campus environment. On our campus, about 370 students from 69 countries and faculty members live together in dormitories or on campus housing, which enable students and faculty members to create close connections and interact with each other day and night. This learning environment is truly a unique and global intellectual community, unsurpassed in the world.

### **IUJ consists of two graduate schools:**

Graduate Schools of International Relations (GSIR) and International Management (GSIM). GSIR, established in 1982, currently offers two-year master's programs in International Development Program (IDP), Public Management and Policy Analysis Program (PMPP), International Relations Program (IRP), and \*Japan-Global Development Program (JGDP-IR), as well as one-year International Public Policy Program (IPPP). GSIM, established in 1988 as the first US-style business school in Japan, offers a two-year or one-year master's programs in Business Administration (MBA), \*Japan-Global Development Program (JGDP-IM), and one-year Digital Transformation Program (DXP). JDS Fellows will enroll in the 2-year MBA or JGDP-IM.

\*JGDP is a two-year master's program to provide students the opportunity to learn universal development and growth logic in the fields of politics, economy and management, using Japan's experiences in economic development and corporate growth as basic case materials.

Students will learn much from modern Japan's experience of development, which differs significantly from the history of growth and development found in the West. Students can study the "Japanese experience" systematically, including even negative ones, so that they may use this knowledge to contribute to the development of their own countries.

This program is offered jointly by the GSIR and GSIM. JGDP students belonging to the GSIM are awarded with an MBA degree.

### **Students and Learning Environment:**

IUJ campus is multinational. In any given year, about 50 overseas countries are represented within the student population. Students can learn how to work with different cultural, historical and social backgrounds in ways that are not easily possible anywhere else. One of the strengths of IUJ is that overseas students live together on campus and study with Japanese students who can introduce them to various sides of Japanese society and culture. Many of IUJ's overseas students, not limited to JDS scholarship students, are from such entities as government ministries, government agencies, and central banks.

IUJ's strategic location in the serene heartland of rural Japan provides a unique learning place for young men and women from all parts of the world to gather and to learn from each other and from highly qualified international faculty. Although the International University of Japan is in a small countryside city with a population of

approximately 55,000, the shinkansen (bullet train) provides very easy access to Tokyo, the journey taking approximately 90 minutes.

As of July 2022, the number of IUJ alumni has reached 5,019 representing 142 countries including 133 from Bangladesh, 16 Bhutan, 1 Brunei, 94 Cambodia, 213 China, 6 East Timor, 179 India, 616 Indonesia, 31 Korea, 15 Kazakhstan, 79 Kyrgyz Republic, 100 Lao P.D.R., 87 Malaysia, 124 Mongolia, 286 Myanmar, 71 Nepal, 26 Oceanian Countries, 193 Philippines, 95 Sri Lanka, 30 Tajikistan, 199 Thailand, 130 Uzbekistan, 210 Vietnam and 350 from 45 African countries.

Now our graduates are all over the world and moving up professional ladders to hold higher positions which enable them to better utilize their expertise. IUJ also has a well-maintained online alumni database, and local alumni chapters regularly organize various events, some on the same day all over the world.

## **Features of Graduate School** <https://www.iuj.ac.jp/gsim/>

The Graduate School of International Management (GSIM) of the International University of Japan (IUJ) aims to train tomorrow's leaders who can effectively work in global environments. Especially for foreign students, our program teaches how to tap into global resources to develop their countries by using various strategies in finance, marketing, technology, and management. The cross-registration scheme for courses allows students to customize their study to meet one's specific needs. The fact is that GSIM can attract 30% of the class from government sectors in countries such as Uzbekistan, Mongolia, Kyrgyz, Myanmar, Vietnam, Sri Lanka, Nepal and several Asian countries is testimony for the appeal of GSIM to government sectors.

Our program offers high quality management education based on rigorous theoretical foundation and knowledge from recent research. In the first year, all the students learn the fundamental skills necessary to be leaders who can be effective as well as socially responsible. In the second year students select the courses under the supervision of a faculty mentor. During second year of study at GSIM, students work closely with the research supervisor, conduct necessary field research etc., and complete their thesis. As necessary, GSIM also appoints a co-supervisor, normally an expert from outside the regular faculty to strengthen the research experience.

On February 20, 2018, the Graduate School of International Management (GSIM), IUJ proudly obtained accreditation from **AACSB** International, the world's leading authority on quality assurance of business schools. IUJ has become one of the four AACSB accredited universities in Japan up to date, and the first accredited English-medium university in Japan, offering graduate degree programs.

## **Features of the Programs**

<https://www.iuj.ac.jp/gsim/mba/>

<https://www.iuj.ac.jp/jgdp/>

MBA/JGDP Programs of the Graduate School of International Management of the International University of Japan aim to train true global leaders. We have successfully trained many students from Uzbekistan, Mongolia, Kyrgyz, Vietnam and several other countries through the JDS projects and other programs. Many of them are now holding important positions in various governmental organizations as well as in private sectors, such as Central Banks, government banks, various government ministries, state enterprises, stock exchanges and other government and non-government organizations. Our extensive experience in training such students from foreign governments is our strength, and they form an important part of study environment. Our programs have a global as well as emerging Asia focus. It is designed to provide students with the functional knowledge and fundamental skills necessary to be effective and socially responsible leaders.

GSIM is pleased to have students sponsored under JDS project from Mongolia. Currently it has JDS Fellows coming from several countries. Some JDS Fellows are relatively weak in quantitative analysis, which is an important component of the key courses in our program such as Finance, Accounting, and Statistics. This may be due to the difference in the education systems of the home countries. Faculty members always pay due attention to those in special need for quantitative and analytical skills from the basics. Tutorial or follow-up sessions are conducted as needed.

In addition, when JDS Fellows enter the program, one GSIM faculty member is assigned to each JDS Fellow as academic mentor. In this approach, each JDS Fellow can consult with their faculty member from the beginning about the academic issues such as courses to take and research topics to work on as well as social issues that

they may face during their stay in Japan.

To well prepare JDS Fellows for their advance study in Japan, GSIM also offers pre-enrollment program in Japan before the first academic term starts. It also offers various field trip opportunities in Japan as well as various special lectures and seminars conducted by specialists from academics, government and corporations.

The core values of our programs include:

- (1) Acquire knowledge about banking and corporate finance required to establish financial and economic policies.
- (2) Learn the theoretical bases of management strategy and organizational behavior in order to develop industrial policies related to finance and investment.
- (3) Acquire practical problem solving skills in management strategy including investment strategies for firms, including small and medium enterprises (SME).
- (4) Acquire knowledge about management strategy, marketing, and finance in order to realize corporate value maximization, which is important after implementing a market economy structure.
- (5) Writing a thesis on a topic relevant to practical aspects of policy making.

GSIM student body consists of about 20% Japanese corporate sponsored students; they come from renowned Japanese companies involved in doing business in Asia, especially ASEAN. This offers a unique opportunity for JDS scholars to interact and network with Japanese corporations that would become useful to attract Japanese investments to their country.

### ***Necessary Curriculum to Obtain the Degrees***

<https://www.iuj.ac.jp/gsim/mba/mba-curriculum/>

<https://www.iuj.ac.jp/jgdp/jgdp-curriculum/>

<https://www.iuj.ac.jp/im-info/>

The 1<sup>st</sup> year curriculum consists of required basic core courses. Students acquire basic knowledge needed for an administration executive without biasing to the specific field and train themselves to view overall. In the second year, they are required to take Advanced Seminars to write the Thesis/Research Report.

In the 2<sup>nd</sup> year, MBA students choose a specialization area from the 4 areas including Finance, Marketing, Management, and IT/Operations Management/Supply Chain Management suitable for their future careers and for solving the problems the country is facing. Students can take related courses as well as the Advanced Seminar to write the thesis before graduation.

JGDP students can select only the “Management” concentration.

GSIM students must register for an Advanced Seminar to complete the requirements for the degree during the first term in the second year. The Advanced Seminars are designed for guiding students to develop and complete the graduation theses. Students will also have their supervisor by the end of third term in the first year based on their research interest.

The Advanced Seminar is conducted on a tutorial basis by the chosen supervisor and the graduation thesis is individually written by the student in consultation with the supervisor. The student will work closely with the supervisor, conduct necessary field research etc., and complete the thesis. GSIM’s students and faculty are from diverse background, which provide an immersive, multicultural, multi-ethnic environment. Their academic and professional background is diversified as well. These opportunities and environment make students to practice competencies in problem solving and develop leadership skills that are required for global leaders.

### **Course list for MBA Program**

Credit Requirement for Graduation: **40** credits (Thesis option), 44 credits (Research Report option)

Refer to the credit requirements in each course category for MBA.

Categories		Course Title	Credit
Core Required Courses	Basic 19 credits	Corporate Finance	2
		Corporate Social Responsibility*	1
		Data Analytics for Business	2
		Financial Accounting or Financial Reporting	2
		International Management	2

		Managerial Accounting	2
		Marketing Management	2
		Operations Management	2
		Organizational Behavior	2
		Strategic Management	2
	Seminar 6 credits	Advanced Seminar I	2
		Advanced Seminar I	2
		Advanced Seminar I	2
Core Elective Courses At least 11 credits or 15 credits Note 2)		Advertising Management	2
		Agriculture Business and Policy in Japan*	1
		AI for Business	2
		Applied Econometrics	2
		Big Data Analytics	2
		Business Leaders in Japan	2
		Business Presentation	2
		Competing in Emerging Markets	2
		Consumer Behavior	2
		Corporate Strategy in a Technology and Digital Era	2
		Cross-sectional and Panel Data Analysis	2
		Customer Relationship Management	2
		Data Analysis with Python	2
		Data Management and Modelling	2
		Data-driven Organization	2
		Digital Marketing and Customer Journey	2
		Digital Platform and Digital Business Models	2
		Digital Supply Chain Management	2
		Econometrics	2
		Entrepreneurial and Venture Finance	2
		Entrepreneurship & Small Business Development	2
		Entrepreneurship and Innovation	2
		Environmental Policy and Disaster Management*	1
		Essentials of Economics	2
		Finance and Technology	2
		Financial Statement and Business Analysis	2
		Global Strategy in the Digital Age*	1
		Human Resource and Global Talent Management	2
	Information Policy and Management	2	
	International Career Development*	1	
	International Finance	2	

		Investment and Machine Learning	2
		Japanese Corporate Finance and Financial System	2
		Japanese Style Management and Corporate Governance	2
		Japan's Frontier of Digital Society*	1
		Japan's Major industries and Human Resource Practices	2
		Leadership	2
		Leadership Bootcamp*	1
		Macroeconomics I: Income Theory	2
		Management for Digital Transformation	2
		Managing Product Development	2
		Managing Public Organizations	2
		Marketing Intelligence	2
		Marketing Research	2
		Monozukuri (Manufacturing) Management in Japan	2
		Negotiation Strategy*	1
		New Business Creation and Venturing*	1
		Portfolio Management	2
		Primer for Industrial Development Policy	2
		Research Methods	2
		Risk Management	2
		Service Management	2
		Small to Medium-sized Firms in Japan	2
		Strategies for Digital Disruption	2
		Strategy Simulation*	1
		Sustainability Transformation Strategy	2
		Sustainable Finance	2
		World Landscape of the Digital Industry*	1
Elective Courses 4 credits	GSIR courses at least 2 credits		
	2 credits		
<b>Required Number of Credits for Graduation :</b> <b>40 credits (Thesis option) / 44 credits (Research Report option) <sup>Note 1)</sup></b>			

(Courses are subject to change)

**Note 1) Students are required to obtain at least 30 credits from the courses listed in the GSIM course offerings other than language courses.**

**Note 2) The required number of credits from Core Elective course differs depending on whether a thesis or research report is written. For the thesis option 11 credits must be obtained from Core Elective Courses, while 15 credits must be obtained in the case of a research report option.**

### Credit requirements in each course category for MBA

Core Required Courses	Basic Courses	Students must take all 10 courses and obtain 19 credits in total.
	Seminars	Students must take all 3 courses and obtain 6 credits in total.
Core Elective Courses		The required number of credits from Core Elective course differs depending on whether a thesis or research report is written. For the thesis option 11 credits must be obtained from Core Elective Courses, while 15 credits must be obtained in the case of a research report option.
Elective Courses	GSIR Courses	Students must choose at least 2 credits from GSIR Courses
	Language Courses	Up to 2 credits are counted toward degree.

Students are required to obtain at least 30 credits from the courses listed in the GSIM course offerings other than language courses.

The required number of credits from Core Elective course differs depending on whether a thesis or research report is written. For the thesis option 11 credits must be obtained from Core Elective Courses, while 15 credits must be obtained in the case of a research report option.

### Course list for Japan-Global Development Program

Credit Requirement for Graduation: **40** credits (Thesis option), 44 credits (Research Report option)

Refer to the credit requirements in each course category for JGDP-IM.

Categories		Course Title	Credit
Core Required Courses	Basic 17 credits	Corporate Finance	2
		Corporate Social Responsibility*	1
		Financial Accounting or Financial Reporting	2
		International Management	2
		Japanese Style Management and Corporate Governance	2
		Marketing Management	2
		Operations Management	2
		Organizational Behavior	2
		Strategic Management	2
	Seminar 6 credits	Advanced Seminar I	2
		Advanced Seminar I	2
Advanced Seminar I		2	
Core Elective Courses At least 10 credits or 14 credits Note 2)			
		Agriculture Business and Policy in Japan*	1
		Business Leaders in Japan	2
		Japanese Corporate Finance and Financial System	2

		Japan's Major industries and Human Resource Practices	2
		Monozukuri (Manufacturing) Management in Japan	2
		Primer for Industrial Development Policy	2
		Small to Medium-sized Firms in Japan	2
		International Relations and Foreign Policy of Japan	2
		Japanese Development Cooperation: Implementation and Practice	2
		Japanese Government and Politics	2
		Japanese International Development Cooperation	2
		Japanese National Security Policy	2
		Postwar Japanese Economic Statecraft	1
		Japan's Education System	2
		Modern Japan in the World	2
		Postwar Japanese Politics	2
		Politico-economic history of Japan's modernization	2
Elective Courses 7 credits	GSIR courses at least 2 credits		
	5 credits		
<b>Required Number of Credits for Graduation :</b> <b>40 credits (Thesis option) / 44 credits (Research Report option) Note 1)</b>			

(Courses are subject to change)

#### Credit requirements in each course category for JGDP-IM

Program Courses	JGDP Courses	Students must take all 9 courses and obtain 17 credits in total.
	Seminars	Students must take all 3 courses and obtain 6 credits in total.
Core Elective Courses		The required number of credits from Core Elective course differs depending on whether a thesis or research report is written. For the thesis option 10 credits must be obtained from Core Elective Courses, while 14 credits must be obtained in the case of a research report option.
Elective Courses	GSIR Courses	At least 2 credits must be obtained from GSIR course(s) which are not listed in the GSIM course offerings.

	All courses offered at IUJ	Students can take any courses offered at IUJ (including language courses) to fulfill the number of credits they are required to earn; 40 (Thesis option) or 44 (Research Report option). The maximum number of credits from language courses which count towards graduation is 2.
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Students must obtain 30 credits from any courses offered by GSIM except for language courses.

### Language Courses

Language Courses	Credit	Language Courses	Credit
Academic English I	1	Basic Japanese VI	1
Academic English II	1	Intermediate Japanese I	1
English for Research Writing	1	Intermediate Japanese II	1
English for Thesis Writing	1	Intermediate Japanese III	1
English for Professional Communication I	1	Upper Intermediate Japanese I	1
English for Professional Communication II	1	Upper Intermediate Japanese II	1
Academic English Literacy	1	Upper Intermediate Japanese III	1
Elementary Japanese I	1	Advanced Japanese I	1
Elementary Japanese II	1	Advanced Japanese II	1
Elementary Japanese III	1	Advanced Japanese III	1
Basic Japanese I	1	Advanced Japanese IV	1
Basic Japanese II	1	Advanced Japanese V	1
Basic Japanese III	1	Advanced Japanese VI	1
Basic Japanese IV	1	Japanese for Zero Beginners	0
Basic Japanese V	1		

(Courses are subject to change)

### GSIR Courses

Courses	Credit	Courses	Credit
Public Organization Theory	2	International Security in a Digitized World	2
Public Human Resource Management	2	International Organization	2
Information Policy and Management	2	Mathematics for Economics and Management	2
Survey Data Analysis	1	Statistical Methods	2
Leadership in the Public Sector	2	Research Methods	2
Diplomacy and Statecraft	2	Microeconomics I: Price Theory	2
Financial System and Financial Regulation	1	Microeconomics II: Strategic Behavior and Information Analysis	2
Development Policy and Globalization	2	Macroeconomics I: Income Theory	2



Monetary Policy in Developing Countries	2	Macroeconomics II: Business Cycle and Growth Theory	2
Global Market Seminar	1	Macroeconomics and Policy Analysis	2
Contemporary Issues of World Politics	2	Econometrics	2
History of Global Political Economy	2	Applied Econometrics	2
Performance Management	2	Development Economics	2
Analysis of Development Policies and Programs	2	Public Finance	2
Environment, Sustainable Development, and Human Security	2	Monetary Economics and Policy Analysis	2
Refugees, Migrants, and Human Security	2	International Finance	2
Security and Strategy: National and International	2	International Trade	2
Evolution of Modern Strategy	2	Cost Benefit Analysis	2
International Conflict Resolution and Peacebuilding	2	Policy Evaluation	2
Essentials of Economics	2	Introduction to Policy Analysis	2
Cross-cultural Communication	2	Introduction to Policy Modeling	2
Qualitative Methods	2	Managing Public Organizations	2
International Law	2	Public Policy Process	2
Cross-sectional and Panel Data Analysis	2	Local Government and Public Service	2
Seminar: Special Topics in Development	1	Political Institutions and Governance	2
Time Series Analysis	2	Public Administration	2
Economics of Beliefs, Rationality, and Multiple Equilibria	1	Public Finance and Budgeting	2
General Equilibrium: Theory and Application	1	Postwar Japanese Politics	2
Evolving Development Paradigms and Changing Operational Strategies of Development Organizations	2	Japanese National Security Policy	2
Agricultural Development and Resource Revenue Management	2	International Relations and Foreign Policy of Japan	2
Macroeconomic Modeling and Forecasting	2	Japanese Development Cooperation: Implementation and Practice	2
Interactions, Institutions, and Economic Development	2	Japanese International Development Cooperation	2
Environmental and Health Economics	2	Modern Japan in the World	2
Environmental Policy and Disaster Management	1	Japan's Education System	2
Labor Economics	2	Politico-economic History of Japan's Modernization	2

Roles of Government and Entrepreneurs in Development	2	Postwar Japanese Economic Statecraft	1
Industrial Organization and Policy Analysis	2	Japanese Government and Politics	2
Global Issues: UNU Global Seminar	1	Social Issues in Contemporary Japan: Modern and Postmodern	2
Inequality and Poverty: Measurement and Applications	2	Chinese Foreign Policy	2
Future of Capitalism	1	American Foreign Policy	2
Geopolitics in the Contemporary World	1	Issues in African Development	2
Understanding China	1	International Relations in Eurasia	2
Asia and the World	1	American Politics	1
International Political Economy	2	Asian Perspective of Public Governance	2
History of International Relations	2	Advanced Seminar I	2
Human Rights and Global Justice: Cultures, Gender, and Equality	2	Advanced Seminar II	2
International Politics	2	Advanced Seminar III	2
Comparative Government and Politics	2	Research Seminar I	1
Political Theory	2	Research Seminar II	1
Foreign Policy Analysis	2		

(Courses are subject to change)

### ***List of faculty members capable of guiding JDS Fellows***

At the time of enrollment, a faculty consultant will be assigned to each JDS fellow to help with studies and research until the end of the second term when the fellows find their own supervisors. An academic supervisor will be determined based on students' thesis topic. The supervisors give participants appropriate guidance in selecting courses useful for their research and writing a master's thesis. The thesis writing gives the participants a crucial opportunity to learn how to discuss and analyze their research topic in depth by integrating the concepts and methods that have been acquired during the entire two-year program as well as the knowledge that had been developed in their previous professional careers. All professors at IUJ are all capable of supervising students in English and following faculty members are capable of supervising JDS Fellows.

Information on the faculty members: <https://www.iuj.ac.jp/gsim/im-faculty/>

All faculty members marked with ☉ listed below can supervise the JDS Fellows and faculty members marked with ○ can co-supervise with another full-time faculty member.

☉ **Shinichi Hirose**  
**Professor**

Ph.D. in Management, Keio University

Courses offered in GSIM:

Organizational Behavior, Human Resources and Global Talent Management, Service Management

Research Areas:

Service Management, Human Resources Management, Talent Management, Organizational Behavior, Industrial-Organizational Psychology, Assessment Center

☉ **Hyunkoo Lee**  
**Dean and Professor**

Ph.D. in Accounting, Carnegie Mellon University

Courses offered in GSIM:

Financial Accounting, Managerial Accounting, Financial Statement and Business Analysis, Japanese Style Management and Corporate Governance

Research Areas:

Money and Finance, Corporate Finance, Accounting, Financial Accounting

◎ **Wenkai Li**  
**Professor**

Ph.D. in Process System Engineering, Hong Kong University of Science and Technology

Courses offered in GSIM:

Supply Chain Management, Applied Statistics, Operations Management, Managing Products Development

Research Areas:

Supply Chain Management, Operations Management and its Applications in Business, Life Cycle Assessment

◎ **Tstutomu Yokose**  
**Professor**

MBA, Keio University

Course offered in GSIM:

Japanese Employment Practices and Human Capital Accumulation, Leadership Bootcamp, Negotiation Strategy, Leadership, Corporate Social Responsibility

Research Areas:

Executive Development, Region Revitalization, Family Business, Negotiation Strategy, Leadership, Organizational Behavior

◎ **Zhang Zhang Yingying**  
**Professor**

Ph.D. in Management Sciences, ESADE – Ramon Llull University

Courses offered in GSIM:

International Management, Corporate Strategy, Chinese Management, General Management, Competing in Emerging Markets

Research Areas:

International Business, Cultural Value, Organizational Learning, Knowledge and Innovation, Chinese Management, Gender Management, Emerging Market, Strategic Human Resource Management

◎ **Takeo Kikkawa**  
**Professor**

Ph.D. in Economics, University of Tokyo

Courses offered in GSIM:

Business Leaders in Japan, History of Entrepreneurship and Innovation

Research Areas:

Regional Economy, Energy Industry, Japanese Business History

◎ **Gaku Funabashi**  
**Associate Professor**

Ph.D. in International Studies, University of Tokyo

Courses offered in GSIM:

Small to Medium-sized Firms in Japan, Development of Japanese Industries, Strategic Management

◎ **Alessandro Comai**  
**Associate Professor**

Ph.D. in Marketing, ESADE Business School

Courses offered in GSIM:

Marketing Management, Marketing Intelligence, Consumer Behavior & Digital Marketing

Research Areas:

Marketing Intelligence, Text data Visualization, Patent Analytics, Open Innovation, Marketing Innovation, Market Orientation

◎ **Zaw Zaw Aung**  
**Associate Professor**

Ph.D. in Engineering, Nagaoka University of Technology

Courses offered in GSIM:

Digital Business Models, Digital Business Transformation, AI for Business, Management Science

◎ **Hongwei Chuang**  
**Associate Professor**

Ph.D. in Finance, National Taiwan University

Courses offered in GSIM:

Risk Management, Corporate Finance, Quantitative Investment and Machine Learning

Research Areas:

Finance

◎ **YuenLeng Chow**  
**Associate Professor**

Ph.D. in Business Administration, Pennsylvania State University

Courses offered in GSIM:

Portfolio Management, Advanced Corporate Finance, Entrepreneurial and Venture Finance, Finance and Technology

◎ **Benjamin Sheehan**  
**Assistant Professor**

Ph.D., Queensland University of Technology, 2022

Courses offered in GSIM:

Advertising Management, Consumer Behavior, Customer Relationship Management

**Mohammed K. Ahmed**  
**Specially Appointed Professor**

Ph.D. in Linguistics (concentration in Applied Linguistics), University of Delaware, 1988

Courses offered in GSIM:

Business Presentation, Cross-cultural Communication

**The following are visiting faculty. In case needed, they could be a co-supervisor :**

○ Mark T Roeske

Change Out Consulting (Japan and USA) – Principal/President

○ Yoshitaka Yamazaki (Ph.D., Western Reserve University)

Professor, Department of Business Administration, Bunkyo University

○ Rémy MAGNIER-WATANABE

Associate Professor, Graduate School of Business Sciences, University of Tsukuba

○ Takato Hiraki (Ph.D., The University of Arizona)

○ Toshihiro Wakayama (Ph.D., Syracuse University)

Specially Appointed Professor, Graduate School of Global Business, Meiji University

○ Daniel Arturo Heller

Professor by Special Appointment, Faculty of Global Business, Chuo University

○ Takahiro Fujimoto

Professor, Faculty of Economics, The University of Tokyo

○ Masanori Yasumoto

Professor, Graduate School of Environment and Information Sciences, Yokohama National University

○ Hidetada Higashi

Professor, Department of Business, Yamanashi Gakuin University

○ Kodo Yokozawa

Associate Professor, Graduate School of International Social Science, Yokohama National University

○ Mitsuhiro Fukuzawa

Associate Professor, Faculty of Business Administration, Seikei University

○ Soichiro Takagi

Associate Professor, Interfaculty Initiative in Information Studies, The University of Tokyo

**Academic Schedule** <https://www.iuj.ac.jp/about/calendar1/>

**1st Year**

## Summer

Intensive English Program: Mid July – early Sep

## Preparatory period in September

Program Guidance for new enrollees (Academic Orientation, Intensive Japanese Program, Campus Life Orientation, etc): mid Sept – End Sep

New Students Welcome Day: late Sep

Preparatory courses: mid Sep – late Sep

## Fall Term

Faculty consultant will be assigned to each student

Discussing research proposals with faculty members: Oct-Jan

Courses begin: early Oct

Examination Period: mid Dec

Winter holidays begin: late Dec

## Winter Term

Courses begin: early Jan

Supervisor will be decided: mid March

Examination Period: late March

Spring holidays begin: late March

## Spring Term

Courses begin: early April

Examination Period: mid June

Summer holidays begin: late June

Research and data collection for thesis

## 2nd Year

### Fall Term

Courses begin: early Oct

Advanced Seminar I by supervisor

Examination Period: mid Dec

Winter holidays begin: late Dec

### Winter Term

Courses begin: early Jan

Advanced Seminar II by supervisor

Examination Period: late March

Spring holidays begin: late March

### Spring Term

Courses begin: early April

Advanced Seminar III by supervisor

Submission of thesis: mid May

Thesis oral defense: mid May

Examination Period: mid June

Graduation Ceremony: late June

## **Facilities** <https://www.uj.ac.jp/oss/>

All facilities at IUJ, including student's dormitories, faculty's housing, classrooms, computer rooms, library, gym, cafeteria, school shop etc., are within 5-minute walk. As the official language is English at IUJ, all administrative offices including Admissions, Office of Academic Affairs, Office of Student Services, Accounting, Library, are staffed with English speaking staff.

### **Computer Rooms (Open 24 hours):**

Two computer rooms, offering PCs with Windows operating systems in English, are available.

### **Library (Open 8:30 AM – 24:00):**

Matsushita Library and Information Center (MLIC) was built in 1988 with donations from “the Matsushita Electric Industrial Co., Ltd.”(the present day Panasonic). The library holds about 100,000 books (80% Non-Japanese), about 34,500 titles of full text electronic journals, and a variety of databases to check world-class financial and macro data for various countries, which enable students to access real time information on business and market movements.

**Study Rooms (Open 24 hours):**

A wireless LAN is available, so students can connect their PCs to the campus LAN from anywhere in computer rooms, Library and Study Rooms.

**Student Dormitories:**

There are three single student dormitories (SD1, SD2 and SD3 with communal kitchens) and one married student apartment (MSA). Each single room is furnished and has a private Western-style bathroom and the internet through WiFi or cable access for connecting to the campus LAN. The dormitories also boast computer lounges, numerous meeting rooms, group kitchens and washing machines, TV lounges with satellite broadcasts, a billiards room, a tatami room, a prayer room, and storage facilities. At least one English-speaking dorm staff is stationed 24 hours a day and 7 days a week including weekends and national holidays.

**The Campus Cafeteria (Shokudo):**

Lunch and dinner are provided. Meats served are halal.

**School Shop:**

A limited range of groceries, snacks, drinks and a selection of stationary goods are sold here. Services available through the school shop are; dry-cleaning, postal services and parcel delivery service.

**Gymnasium and Sports Facilities:**

A full-sized gymnasium and a work-out room are very popular places. Students gather nightly in the gym for that evenings' sport or work out on the universal gym. Outdoors, IUJ has 4 tennis courts, two of which are lit for night-time tennis.

**Counseling Room**

Counseling services in English are available on campus. A well-experienced counselor with an international background is stationed to support your campus life with private and confidential consultation on a wide-range of issues including stress managements, anxiety, personal issues, interpersonal issues, etc.

***Message for Applicants***

The Graduate School of International Management (GSIM) of IUJ was established in 1988 in collaboration with the Amos Tuck School of Business Administration at Dartmouth College, USA, becoming the first U.S. style business school in Japan.

We have one of the strongest faculties in the field of Business in Japan. Since the establishment, our faculty has drawn on their passion for teaching based on their research and professional experiences. We are committed to provide education and research programs that reflect the realities of the marketplace. Case studies used in classroom, which include cases from emerging countries as well, replicate actual business situations. Students work together to learn how to make most suitable or strategically best decisions under typical management conditions, including lack of complete information, and complex tradeoff situations. With the addition of our Digital Transformation Program, the GSIM can nurture managers who can optimally manage IT investments and management in an organization.



IUJ currently has 25 students from the Philippines. GSIM is uniquely qualified to train JDS Fellows from the Philippines who are intended in managing state enterprises and creating suitable policies for them to create new

business and job opportunities. They can learn market economy, global business trend, and upcoming strategies in the programs.

Our faculty members always pay attentions to students who are in the special needs to obtain quantitative and analytical skills from the basics. Tutorial or follow-up sessions are conducted as needed. Upon arrival before the regular classes start, GSIM provides orientation courses, which cover basic mathematics, statistics, economics, data modeling, case method teaching, etc. GSIM have dedicated committee to oversee JDS Fellows' needs and organize field trips, special guest lectures and several engagement activities.

**\*AACSB**

Founded in 1916 and headquartered in Tampa, Florida, USA, AACSB International (The Association to Advance Collegiate Schools of Business) is the longest serving global accrediting body for business schools, connecting educators, students, and businesses to create the next generation of great leaders. AACSB International is the world's largest business education alliance.

AACSB accreditation is widely regarded as the highest level of accreditation for business schools, a "hallmark of excellence" in business education, and synonymous with the highest standards of quality. AACSB Accreditation has been earned by less than 5 percent of the world's business schools.

To learn more about AACSB, please visit [www.aacsb.edu](http://www.aacsb.edu)

