

## AOTS Webinar Training Seminar for Behavior Change for Improvement of Teamwork and Leadership Skills

Organized by The Association for Overseas Technical Cooperation and Sustainable Partnerships (AOTS)  
in cooperation with AOTS Alumni Societies

### BACKGROUND

The Association for Overseas Technical Cooperation and Sustainable Partnerships (AOTS) is an organization for human resources development mainly in overseas countries to promote technical cooperation through training, experts dispatch and other programs. We usually invite overseas trainees to Japan and implement two-week management training programs using a subsidy from the Japanese Government, but due to the global spread of COVID-19 this year, it is impossible for us to do so. "Training Seminar for Behavior Change" is an alternative online seminar (webinar) to the management training program in Japan for developing countries.

### OUTLINE

Japanese and local companies in developing countries are presently facing with fierce competition for global markets with cost reduction and quality improvement, etc. One of the significant issues for the management of such companies is development of problem solving capabilities.

In background with this, AOTS has been held the training courses on Solving Human and Organizational Problems (SHOP) each year as one of the AOTS Management Training Programs in Japan.

However, due to the global spread of COVID-19, it is impossible for us to invite the participants to Japan and implement a two-week management training program this year. As an alternative, we will implement a webinar (online seminar) titled "Training Seminar for Behavior Change" focused on Changing Behavior training from the curriculum of the SHOP program and organize the Webinar specialized in this subject. In this seminar, the participant will learn motivation for subordinates, skill up of leadership, improvement of communication skills through role plays, and develop skills of solving human and organizational problems.

### OBJECTIVES

We aim to achieve the following goals for managers or supervisors of an organization in developing countries.

- 1) To understand principles to change behaviors of others with the five principles:  
① Recognize self-esteem of others ② Focus on behavior of others ③ Active listening to others ④ Successive communication and follow up of others ⑤ technique of changing behavior, and practical cases of the principles.
- 2) To develop communication skills of self by Role plays

### DATE AND TIME

**25 – 27 January 2021 16:00-19:00 (Japan Standard Time)**

\* Please check the webinar start time in your country with **[Table 1] TIME DIFFERENCE WITH JAPAN IN THE TARGET ZONE** or ask it to the AOTS Alumni Society in the leaflet.

## TARGET COUNTRIES

Developing Countries in **Southeast Asia, South Asia, Middle East, Africa and Africa.**

\*Please refer to **[Table 2] LIST OF TARGET COUNTRIES** for details.

## NUMBER OF PARTICIPANTS

**24** participants

\*Application close when the capacity is reached.

## TARGET PARTICIPANTS

Managers or supervisors of an organization in developing countries.

### [Basic Requirements for Participants]

In order to participate in the management training, the following conditions must be satisfied, in addition to the work experience and position requirements specified for each program.

- a) Participants should live and work in target countries. Japanese is NOT applicable.
- b) Participants should belong to either corporation or organization.
- c) Participants should be 20 years old and over.
- d) Participants should have enough English language ability so as to be able to understand the program content.
- e) Participants should not be armed forces personnel.

## THEME OF THE WEBINAR

1. Training on Changing Behavior
2. 5 Principles of Changing Behavior
3. Practice of the 5 principles

## LECTURER

### **Mr. Noriyuki Murata**

President, Research Institute for International Management Chu-San-Ren, Inc.  
Mr. Murata specializes in corporate leadership development, organizational vitalization, the creation of corporate visions, "Action-Learning" training, factory management and cost management, feasibility studies for factory establishment, etc. He is an officially registered management consultant of All Japan Federation of Management Organization (Zen-Noh-Ren).

## LANGUAGE

The webinar will be conducted in **English**. The lecture materials will be prepared in **English**.

## **PARTICIPATION FEE**

**US Dollar 55.** This webinar will be implemented with the subsidy from the Japanese Government.

## **HOW TO APPLY**

Please e-mail the attached application form to the person in charge of the Alumni Society in the leaflet by the deadline.

- If no AOTS Alumni Society exists in your country (region), please apply through the AOTS Alumni Society in your nearest area.

For the list of AOTS Alumni Societies, please visit <https://www.aots.jp/en/alumni/about/>.

## **APPLICATION DEADLINE**

**Monday 11 January (Japan Time)**

\*After the deadline, the applicants will be notified as to whether you are accepted or not by e-mail from the Alumni Society in your area.

## METHOD

### **Cisco Webex Meetings** (Online Meeting System)

\*Webinar link will be shared to you by e-mail from the AOTS Alumni Society in your region.

\*Participants are requested to install the application of Webex Meetings in his/her PC or smartphone beforehand for smooth participation in the webinar. Be sure to check the version of the app and keep it in the latest version.

Please download the app from this link: <https://www.webex.com/downloads.html>

You can test a video meeting from your device: <https://www.webex.com/test-meeting.html>

\*Be ready to use your microphone, webcam, etc. for discussions among the participants.

## NOTES

- ✧ AOTS certificate is awarded for this webinar.
- ✧ Personally identifiable information provided by the participant will not be used for any purpose other than conducting the webinar without the consent of the participants.
- ✧ Participants shall not reproduce, distribute, or alternate the distributed lecture materials or film the webinar without prior permission from AOTS. Participants are asked to make a pledge not to commit any violation.
- ✧ In the event of an unavoidable accident (war, riot, labor dispute, earthquake, storm, fire, flood, epidemic, etc.) or network / equipment trouble, AOTS may cancel the implementation of the webinar.
- ✧ Do not transfer the meeting information (meeting link/number/password) given to the participants to anyone other than the participants without permission.
- ✧ Use only one device per participant.
- ✧ AOTS will not be held responsible if it becomes difficult for participants to participate in or continue to participate in the webinar due to an unavoidable accident or network/equipment trouble.

## Inquiry

The Association for Overseas Technical Cooperation and Sustainable Partnership  
Overseas Cooperation Group

Tel : 03-3549-3054

Fax : 03-3549-3055

E-mail: [webinar-kaikyo@aots.jp](mailto:webinar-kaikyo@aots.jp)

**[Table 1] TIME DIFFERENCE WITH JAPAN IN THE TARGET ZONE**  
(Only countries with AOTS Alumni Societies are listed.)

Country (Region)	Time difference with JST
Nepal	JST - 03:15
India	JST - 03:30
Sri Lanka	JST - 03:30
Pakistan	JST - 04:00
Georgia	JST - 05:00
Iran	JST - 05:30
Ethiopia	JST - 06:00
Kenya	JST - 06:00
Tanzania	JST - 06:00
Turkey	JST - 06:00
Egypt	JST - 07:00
South Africa	JST - 07:00
Sudan	JST - 07:00
Zambia	JST - 07:00
Cameroon	JST - 08:00
Nigeria	JST - 08:00
North Macedonia	JST - 08:00
Ghana	JST - 09:00

**[Table 2] LIST OF TARGET COUNTRIES**

Applicants should be residing in the following countries.

South & Central Asia	Middle East	Europe	Africa	
Afghanistan	Armenia	Albania	Algeria	Liberia
Bhutan	Azerbaijan	Belarus	Angola	Libya
India	Georgia	Bosnia and Herzegovina	Benin	Madagascar
Iran*	Iraq	Kosovo	Botswana	Malawi
Kazakhstan	Jordan	Moldova	Burkina Faso	Mali
Kyrgyzstan	Lebanon	Montenegro	Burundi	Mauritania
Maldives	Syrian Arab Republic	North Macedonia	Cabo Verde	Mauritius
Nepal	Yemen	Serbia	Cameroon	Morocco
Pakistan		Turkey	Central African Rep.	Mozambique
Sri Lanka		Ukraine	Chad	Namibia
Tajikistan			Comoros	Niger
Turkmenistan			Congo	Nigeria
Uzbekistan			Congo, Dem. Rep.	Rwanda
			Côte d'Ivoire	Sao Tome and Principe
			Djibouti	Senegal
			Egypt	Sierra Leone
			Equatorial Guinea	Somalia
			Eritrea	South Africa
			Eswatini	South Sudan
			Ethiopia	St. Helena
			Gabon	Sudan
			Gambia	Tanzania
			Ghana	Togo
			Guinea	Tunisia
			Guinea-Bissau	Uganda
			Kenya	Zambia
			Lesotho	Zimbabwe

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