



**The Association for Overseas Technical Cooperation and Sustainable Partnerships**  
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# ODA Program

**October 2019**

**Program Outline**  
**&**  
**Participation Requirements**  
**of**  
**The Quality Control Training Course**  
**[QCTC]**

**19February - 6 March 2020**

## 1. BACKGROUND OF THE PROGRAM:

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. Through those programs, we aim at contributing to the mutual economic growth of developing countries and Japan as well as enhancing friendly relations among those countries.

AOTS was established in 1959 with the support of the Ministry of International Trade and Industry (which is the present Ministry of Economy, Trade and Industry: METI) as Japan's first technical cooperation organization on a private sector basis. More than 194,000 individuals from 171 countries have undergone our training in Japan, while the cumulative attendance at our overseas programs till the end of fiscal 2018 exceeded 204,000.

The Quality Control Training Course (QCTC) is one of the management training courses conducted by the Association for Overseas Technical Cooperation and Sustainable Partnerships (AOTS) for the developing countries to learn business management/administration techniques and their underlying ways of thinking, all of which are characteristics of Japanese companies. It was first organized in 1979 to enhance the quality management ability at manufacturing companies in developing countries, and the 42<sup>nd</sup> program will be held this year.

## 2. COUNTRY:

Please refer to "[Table 3] List of Target Countries and Regions" of this outline.

## 3. NUMBER OF PARTICIPANTS:

22 participants

## 4. PARTICIPATION REQUIREMENTS:

Participants should have the following qualifications.

- (1) Participants should be, in principle, managers, supervisors and/or staff who are responsible for the promotion of TQM/quality control activities at manufacturing companies, with a basic knowledge of the seven QC tools.
  - (2) Participants should be more than 20 years old.
  - (3) Participants should have, in principle, three years or more of business experience.
  - (4) Participants should be university graduates and/or have equivalent professional experience.
  - (5) Participants should have a sufficient working knowledge of English.
  - (6) Participants should be healthy enough to undergo an intensive training program in Japan.
  - (7) Participants should be residing in the developing countries and/or regions.
  - (8) Participants should not be students or armed forces personnel.
  - (9) Former participants of AOTS training programs (ODA-funded and CRTP programs) organized in Japan are not entitled to apply for any program which starts within six months (183 days) after they have returned home from Japan.
- \* Participants from Japanese companies, business partners of Japanese companies, companies planning to deal with Japanese companies are most desirable. (In the case of applications from Japanese companies, business partners of Japanese companies, companies planning to deal with Japanese companies, the priority for selection becomes higher.)

Notes:

- (1) Participants shall attend all the events in the curriculum provided for each management training program.
- (2) Family members are not allowed to accompany participants on their journey in Japan.
- (3) Participants shall not request AOTS to arrange, nor arrange by themselves, any additional programs, and

shall leave Japan and return to their home country soon after the completion of the program.

- (4) In the case of applications from other than Japanese-affiliated companies or local companies that hold local capital, the priority for selection becomes lower.
- (5) Those who work in the national government (agency) or the local government (agency) are not eligible to participate in the AOTS management training programs, since the programs are mainly targeted at the people working in the companies/organizations in the private sector.
- (6) The number of participants from the same host company in Japan or the same sending company from overseas may be limited if there are more applicants than AOTS can accept.

## 5. APPLICATION PROCEDURE:

The application procedures differ depending on whether an overseas company makes the application via AOTS's overseas office and collaborating organization or a Japanese host company in Japan makes the application. Please see below for details.

### 5-1) Application from overseas countries

Individual applicants should ensure the delivery of the following application documents through AOTS Overseas Office listed in Item 10 or Overseas Collaborating Organizations to the Overseas Cooperation Group of AOTS listed in Item 10, **no later than 4 December 2019.**

As the deadline for the submission of the application documents differ for each organization, please ask AOTS Overseas Office or Overseas Collaborating Organizations. Please contact the Overseas Cooperation Group of AOTS listed in Item 10 for the contact address of Overseas Collaborating Organization. Applicants will be interviewed by AOTS Overseas Office or Overseas Collaborating Organizations.

#### [Application Documents]

- (1) AOTS Training Application Form and Applicant's Personal Record  
(AOTS official form: Handwriting shall be avoided.)
- (2) Medical Check Sheet (AOTS official form: Handwriting shall be avoided.)
- (3) 2 copies of the applicant's photo (4 cm×3 cm) (Please write the applicant's name on the back.)
- (4) A brochure of the applicant's company/organization
- (5) Photocopy of the applicant's passport  
\*If the applicant doesn't possess a passport, an election card, a driver's license or a photo ID issued by a public organization in the home country containing his or her full name (written in Roman block letter) and date of birth should be submitted instead.
- (6) Pre-Training Report and Questionnaire
- (7) Overseas Travel Insurance Consent Form
- (8) About the handling of Personal Information Concerning Trainees (AOTS official form)  
\*The applicant's signature is needed for authorization to proceed. In the absence of agreement, or failure of submission, course participation will not be granted.
- (9) About the Benefits of Management Training Program (AOTS official form)  
\*In principle, a representative of the applicant's employer shall fill in the questionnaires.  
\*The form is attached to the end of the outline.
- (10) Enquiry into Training Contract (For Japanese Joint-Venture-Companies and Companies exclusively funded by Japanese Enterprises)

#### Notes:

\*A soft copy of the application documents will not be accepted.

\*\*AOTS may ask the applicants to submit additional documents such as official registration document and the latest financial statement of the company/organization etc. other than above listed, if necessary.

The formats are available from AOTS Overseas Office listed in Item 10 or Overseas Collaborating Organizations. Please ask them.

## 5-2) Application from host companies in Japan

Please refer to below website (Japanese).

(<https://www.aots.jp/hrd/technology-transfer/management/oda/>)

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Host companies should ensure the delivery of application documents to the Training Administration Group of AOTS, the address of which appears in Item 10, **no later than 4 December 2019.**

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### **[Screening Committee Meeting]**

The application documents will be forwarded to the AOTS Screening Committee, which will meet on **23 January 2020**, for official approval of participation. Those who have successfully passed the screening process will be notified when they receive the invitation documents.

Notes: If the number of participants is less than 20 as of 4 December 2019, AOTS may cancel or postpone this program.

## 6. OUTLINE OF THE PROGRAM:

### - OBJECTIVES

The objective of the program is to improve the quality management capabilities of managers at manufacturing companies.

It will focus on the following five important components of TQM practice in Japan.

- Daily management and management by policy (*Hoshin Kanri*)
- Quality assurance
- The production system
- Human resource development by QC Circles
- Problem-solving and continuous improvement (*Kaizen*)

### - KEY BENEFITS

By the end of this program, participants will have:

- (1) Increased their understanding of the practice of TQM.
- (2) Enhanced their capabilities of promoting TQM as a comprehensive system

### - DURATION

19 February – 6 March 2020 (2 weeks)

### - CONTENTS

#### *First Step*

Participants will first learn the concept of TQM and approaches to its promotion, and gain an overview of the QC mindset and viewpoints.

#### *Second Step*

Participants will deepen their understanding of Japanese company's strengths by studying systematically "daily management and management by policy (*Hoshin Kanri*)", "quality assurance", "production system", and "human resource development by QC Circles" through lectures, exercises (case studies and simulations), and company visits.

#### *Third Step*

Participants will learn "problem-solving and continuous improvement (*Kaizen*)" systematically from the viewpoint of QC through the practical exercises utilizing measurement data. They will recognize their role in promoting TQM to overcome the challenges of their companies after returning their countries.

\*Participants will gain theoretical knowledge in the morning sessions and learn how to put such theory into practice in the afternoon sessions with case studies and simulations. The curriculum focuses on "what individual participants, as managers/supervisors/staff promoting TQM/quality control, should do and how", so that what they learn in the course will be immediately applicable when they return to their own companies.

The typical daily schedule consists of a three-hour morning session and a five-hour afternoon session. Some evening sessions may be organized after dinner.

Refer to the Tentative Schedule for further details.

### - LANGUAGE

All lectures, discussions, and company visits and exercises will be conducted in English or Japanese with translation into English. The program documents and training materials will be prepared in English.

- PROGRAM DIRECTOR

Dr. Hideo Iwasaki, Ph.D.  
Professor Emeritus, Kinki University

Dr. Iwasaki has been active in quality management as a Former Vice-Chairman of the Deming Prize Examination Committee, and a Member Emeritus of the Japan Society for Quality Control (JSQC). He was awarded the 2013 Deming Prize for Individuals by the Deming Prize Committee (JUSE).

- TRAINING LOCATION AND ACCOMMODATION

**AOTS Kansai Kenshu Center (KKC) <may change in consideration of various factors>**

<http://www.aots.jp/en/center/about/kkc.html>

7-5, Asaka 1-chome, Sumiyoshi-ku, Osaka 558-0021, Japan

Tel: 81-6-6608-8260 (Reception) Fax: 81-6-6690-2678

**Tentative Schedule  
of  
The Quality Control Training Course [QCTC]**

19 February -6 March 2020

AOTS Kansai Kenshu Center (KKC) &lt;To Be Determined&gt;

| Date                      | Morning Session   | Afternoon Session   |
|---------------------------|---|---|
| Feb.18<br>(Tue.)          | (Arrival in Japan)  |   |
| 19<br>(Wed.)              | Opening Ceremony / Orientation  | LECTURE:<br>Concept of TQM  |
| 20<br>(Thu.)              | LECTURE:<br>Management by Policy vs Daily Management<br>- How to promote daily management and <i>Hoshin Kanr</i>                | LECTURE/CASE STUDY:<br>Formulation and Deployment of Policy<br>- Simulation of policy formulation and deployment using formatted charts                           |
| 21<br>(Fri.)              | LECTURE:<br>Establishment of Production Systems<br>- Production systems in Japanese companies                                   | LECTURE/CASE STUDY:<br>Exercise on Production Systems   |
| 22(Sat.)<br>23(Sun.)      | Days off  |   |
| 24<br>(Mon.)              | LECTURE:<br>Human Resource Development by QC Circles<br>- Importance of HRD and continuous improvement, promotion of QC Circles | LECTURE/CASE STUDY:<br>Formulation of QC Circles Revitalization Plan<br>- Drawing cause and effect diagrams and tree diagrams<br>Formulation of QC Process Charts |
| 25<br>(Tue.)              | LECTURE:<br>TQM Promotional Methodology and QC Viewpoints/mindset   | LECTURE/CASE STUDY:<br>QC Mindsets and Viewpoints<br>- Group Discussion (GD) on kaizen example(s)   |
| 26<br>(Wed.)              | STUDY<br>TOUR   | COMPANY VISIT:<br>QC Circles/Quality Control  |
| 27.<br>(Thu.)             |   | COMPANY VISIT:<br>Japanese Production System  |
| 28.<br>(Fri.)             | LECTURE:<br>Process Control and Improvement<br>- Effective use of QC tools in the problem-solving procedures                    |   |
| 29. (Sat.)<br>1.Mar(Sun.) | Days off  |   |
| 2.<br>(Mon.)              | LECTURE:<br>Promotion Procedures of Quality Assurance<br>- Mechanism and major tools for quality assurance                      | LECTURE/CASE STUDY:<br>Formulation of QC Process Charts   |
| 3.<br>(Tue.)              | LECTURE/EXERCISE (1):<br>Hands-on Exercise on Problem Solving and Continuous Improvement (QC Game)                              |   |
| 4.<br>(Wed.)              | LECTURE/EXERCISE (2):<br>Hands-on Exercise on Problem Solving and Continuous Improvement (QC Game)                              |   |
| 5.<br>(Thu.)              | LECTURE/EXERCISE (3):<br>Hands-on Exercise on Problem Solving and Continuous Improvement (QC Game)                              |   |
| 6.<br>(Fri.)              | LECTURE: Presentation on Exercise on Problem Solving and Continuous Improvement   | Final Wrap up / Closing Ceremony  |
| 7.<br>(Sat.)              | (Departure from Japan)  |   |

## Remarks:

- (1) The above schedule is subject to change due to the convenience of lecturers and cooperating companies, or for other unavoidable reasons.
- (2) Several group discussion sessions may be arranged in the evening..
- (3) Though Saturday and Sundays are days off in general, lectures may be scheduled if deemed necessary.

## 7. ARRIVAL AND DEPARTURE DATES:

Participants in principle are requested to arrive in Japan the day before the commencement of the training program and leave Japan the day after the final day of the program.

## 8. TRAINING COSTS (Application from overseas countries):

The training costs and the procedures for the settlement differ depending on whether an overseas company makes the application via AOTS's overseas office and collaborating organization or a Japanese host company in Japan makes the application. The following is an explanation of the case of the application from an overseas country via AOTS's overseas office and collaborating organization.

### 8-1) Outline

AOTS training programs are financed by Official Development Assistance (ODA) subsidies from the Japanese Ministry of Economy, Trade and Industry (METI) together with the Participation Fee from the participants themselves.

The Training Costs will vary in accordance with the actual airfare and participants' staying days. Therefore, the Participation Fee will be finalized after their arrival in Japan by submitting the actual air ticket and the receipt. The international Travel Expenses have an upper limit called Standard Airfare Limits, which depend on the country and the region as shown in Table 2.

The Estimates of the Participation Fee for the countries of Category 1\* and for the countries in Category 2\* are shown in Tables 1-1 and 1-2. Please refer to Table 3 "List of Target Countries and Regions" for the classification of category 1 and category 2.

Participants will be requested to pay the Participation Fee in Japanese Yen in cash to AOTS after their arrival in Japan.

\*Please note that the subsidy from the Japanese government will be applicable from the day before the commencement of the training program to the final day of the training program in principle.

### 8-2) Breakdown

The Training Costs are the total amount of expenses to invite a participant to a training program in Japan. It is the sum of 1. Allowance Costs, 2. Course Implementation Costs, and 3. Domestic Travel Allowance. The Participation Fee, the amount that participants should bear, consists of Contribution to Allowance Costs and Contribution to Course Implementation Costs.

#### **1. Allowance Cost**

Allowance cost is composed of the following items.

The Contribution to Allowance Costs for the participants from the countries in Category 1 is 1/3 of the Allowance Costs. Participants from the countries in Category 2 do not have to pay the Contribution to Allowance Costs.

##### **(1) International Travel Expenses**

- The subsidy from the Japanese government will cover the actual airfare up to the Standard Airfare Limits (the AOTS's Standard Airfare Limits for FY2019 is shown in Table 2.). International travel expenses are provided if an air ticket and its receipt satisfy the required conditions; they are not provided if the conditions are not satisfied or the participant is travelling on a free ticket.
- Participants should purchase their own round-trip air tickets. Please refer to "Guidelines for Purchase of Air Tickets by the Participant" for the arrangement and the method of reimbursement for details.
- A participant is not allowed to overstay at city(ies) of a third country between participant home country and Japan for any reasons other than flight convenience. In such a case, AOTS might not reimburse the International Travel Expenses to the participant.



## **(2) Accommodation and Meal Allowance**

At the AOTS Kenshu Center

- During the training period, participants will be accommodated at an AOTS Kenshu Center. AOTS will provide a participant with accommodation in a single room to the value of ¥9,020 per day with meals (lunch, dinner and breakfast), while the participant stays at an AOTS Kenshu Center.
- For the arrival day, AOTS will provide a participant with accommodation to the value of ¥8,180 per day with dinner and breakfast at an AOTS Kenshu Center.
- Please note that AOTS Kenshu Center canteens are closed on Sundays. The participant will receive ¥2,620 in cash per day for meals to cover the day of closure.

During the study tour

- When a study tour is implemented during the training program, a participant will be provided with accommodation to the value of ¥10,267 (the upper limit) per day, but the meal allowance (¥2,620 per day) will be paid in cash by AOTS.

## **(3) Personal Allowance**

- AOTS will pay ¥1,040 per day in cash to a participant.

## **2. Course Implementation Costs**

Course Implementation Costs, which is the cost to carry out a 2-week AOTS Management Training Program, is ¥408,000 and the Contribution to Course Implementation Costs (the amount participants should bear) is ¥160,000.

## **3. Domestic Travel Allowance**

- Expenses for a part of transportation fee between international airport in Japan and AOTS Kenshu Center
- AOTS will pay ¥1,800 in cash to a participant for the cost of travel between Kansai International Airport (Osaka) and AOTS Kansai Kenshu Center (KKC).

### **Contribution to AOTS's Administration Cost**

AOTS would like to ask the participants to support us by giving us ¥30,000 per participant as Contribution to AOTS's Administration Cost.

This contribution is not obligatory, however, it would be highly appreciated if you could understand the purpose of the contribution and give us the above amount of money in addition to the Participation Fee.

**[Table 1-1] Estimate of the Fees and Costs [Category 1 Country]****Country: Thailand****International Travel Expenses: Bangkok - Kansai /Japan, Roundtrip****Management Training Course: 2 -week Course**

(Japanese Yen)

| <i>Training Costs</i>                                  | Total Amount                  | ODA Subsidy      | Participation Fee |
|--|-------------------------------|------------------|-------------------|
| 1. Allowance Costs<br><Breakdown of Allowance Cost>    | <u>291,407</u><br><Breakdown> | 194,271<br>[2/3] | 97,136<br>[1/3]   |
| (1) International Travel Expenses                      | <u>107,300</u>                |                  |                   |
| (2) Accommodation and Meal Allowances                  |                               |                  |                   |
| a. [at the AOTS Kenshu Center]                         |                               |                  |                   |
| @ 8,180 x 1 day (Arrival Day) =                        | 8,180                         |                  |                   |
| @ 9,020 x 16 days =<br>[during the study tour]         | 144,320                       |                  |                   |
| b. Meal Allowance                                      |                               |                  |                   |
| @ 2,620 x 1 day(s) =                                   | 2,620                         |                  |                   |
| c. Accommodation Allowance                             |                               |                  |                   |
| @ 10,267 x 1 day(s) =                                  | 10,267                        |                  |                   |
| (3) Personal Allowance                                 |                               |                  |                   |
| @ 1,040 x 18 days =                                    | 18,720                        |                  |                   |
| 2. Course Implementation Costs                         | <u>408,000</u>                | 248,000          | 160,000           |
| 3. Domestic Travel Allowance<br>(Kansai Airport - KKC) | <u>1,800</u>                  | 1,800            |                   |
| Total  | <u>701,207</u>                | <u>444,071</u>   | <u>257,136</u>    |

\* The maximum amount of airfare claimable to subsidize the air ticket's purchase. The air ticket should be purchased by the participant. AOTS will subsidize the amount in accordance with its rules & regulations.

\*      : those amounts highlighted in grey will be paid in kind. [1.-(2)-a. /1.-(2)-c.]

\*      : those amounts highlighted in yellow will be paid in cash to participants by AOTS  
[1.-(1) /1.-(2)-b. /1.-(3) /3.]

\* International travel expenses subsidy will be provided if the air ticket and its receipt satisfy the required conditions; they are not provided if the conditions are not satisfied or the participant is travelling on a free ticket.

In the event that the international travel expenses subsidy will not be provided, the amount of 1.-(1) in the above figure will be zero and therefore, the "Allowance Costs" and "Total Cost" will change accordingly.

\* The above mentioned are the amounts adopted 10 percent Japanese consumption tax (Its enforcement is scheduled on 1 October 2019). However, the amounts of AOTS Domestic Travel Allowance in Japan remain unchanged since the railway fares adopted 10 percent consumption tax are not announced by the railway companies in Japan presently.

**[Table 1-2] Estimate of the Fees and Costs [Category 2 Country]****Country: Bangladesh****International Travel Expenses: Dhaka - Kansai /Japan, Roundtrip****Management Training Course: 2 -week Course**

(Japanese Yen)

| <i>Training Costs</i>                                  | Total Amount                  | ODA Subsidy           | Participation Fee     |
|--|-------------------------------|-----------------------|-----------------------|
| 1. Allowance Costs<br><Breakdown of Allowance Cost>    | <u>310,207</u><br><Breakdown> | 310,207<br>[3/3]      | 0<br>[None]           |
| (1) International Travel Expenses                      | 126,100                       |                       |                       |
| (2) Accommodation and Meal Allowances                  |                               |                       |                       |
| a. [at the AOTS Kenshu Center]                         |                               |                       |                       |
| @ 8,180 x 1 day (Arrival Day) =                        | 8,180                         |                       |                       |
| @ 9,020 x 16 days =<br>[during the study tour]         | 144,320                       |                       |                       |
| b. Meal Allowance                                      |                               |                       |                       |
| @ 2,620 x 1 day(s) =                                   | 2,620                         |                       |                       |
| c. Accommodation Allowance                             |                               |                       |                       |
| @ 10,267 x 1 day(s) =                                  | 10,267                        |                       |                       |
| (3) Personal Allowance                                 |                               |                       |                       |
| @ 1,040 x 18 days =                                    | 18,720                        |                       |                       |
| 2. Course Implementation Costs                         | <u>408,000</u>                | 248,000               | 160,000               |
| 3. Domestic Travel Allowance<br>(Kansai Airport - KKC) | <u>1,800</u>                  | 1,800                 |                       |
| Total  | <u><u>720,007</u></u>         | <u><u>560,007</u></u> | <u><u>160,000</u></u> |

\* The maximum amount of airfare claimable to subsidize the air ticket's purchase. The air ticket should be purchased by the participant. AOTS will subsidize the amount in accordance with its rules & regulations.

\*      : those amounts highlighted in grey will be paid in kind. [1.-(2)-a. /1.-(2)-c.]

\*      : those amounts highlighted in yellow will be paid in cash to participants by AOTS [1.-(1) /1.-(2)-b. /1.-(3) /3.]

\* International travel expenses subsidy will be provided if the air ticket and its receipt satisfy the required conditions; they are not provided if the conditions are not satisfied or the participant is travelling on a free ticket.

In the event that the international travel expenses subsidy will not be provided, the amount of 1.-(1) in the above figure will be zero and therefore, the "Allowance Costs" and "Total Cost" will change accordingly.

\* The above mentioned are the amounts adopted 10 percent Japanese consumption tax (Its enforcement is scheduled on 1 October 2019). However, the amounts of AOTS Domestic Travel Allowance in Japan remain unchanged since the railway fares adopted 10 percent consumption tax are not announced by the railway companies in Japan presently.

[Table 2] Standard Airfare Limits (FY2019)

\*Mark indicates the countries of category 2.

Unit: Japanese Yen

| Area               | Country            | Place of Departure    | Place of Arrival      | Airfare Limit         |
|--------------------|--------------------|-----------------------|-----------------------|-----------------------|
| South East Asia    | Indonesia          | Jakarta               | Tokyo/Osaka<br>Nagoya | 122,600<br>130,700    |
|                    |                    | Surabaya              | Tokyo/Osaka<br>Nagoya | 130,800<br>130,800    |
|                    |                    | Manado                | Tokyo/Osaka/Nagoya    | 140,000               |
|                    |                    | Medan                 | Tokyo/Osaka<br>Nagoya | 119,100<br>121,400    |
|                    |                    | Yogyakarta            | Tokyo/Osaka/Nagoya    | 135,600               |
|                    | *Cambodia          | Phnom Penh            | Tokyo/Osaka/Nagoya    | 96,400                |
|                    | Singapore          | Singapore             | Tokyo/Osaka/Nagoya    | 81,000                |
|                    | Thailand           | Chiang Mai            | Tokyo/Osaka/Nagoya    | 128,900               |
|                    |                    | Bangkok               | Tokyo/Osaka/Nagoya    | 107,300               |
|                    | Philippines        | Cebu                  | Tokyo/Nagoya          | 62,200                |
|                    |                    |                       | Osaka                 | 60,000                |
|                    | Manila             | Tokyo/Nagoya          | 65,500                |                       |
|                    |                    | Osaka                 | 56,900                |                       |
|                    | Vietnam            | Hanoi                 | Tokyo/Osaka<br>Nagoya | 108,400<br>118,100    |
|                    |                    |                       | Ho Chi Minh City      | Tokyo/Nagoya<br>Osaka |
|                    | Malaysia           | Kuala Lumpur          | Tokyo/Osaka/Nagoya    | 63,000                |
| Kota Kinabalu      |                    | Tokyo/Osaka/Nagoya    | 75,700                |                       |
| Penang             |                    | Tokyo/Osaka/Nagoya    | 75,700                |                       |
| *Myanmar           | Yangon             | Tokyo/Osaka/Nagoya    | 119,800               |                       |
| *Laos              | Vientiane          | Tokyo/Osaka/Nagoya    | 111,800               |                       |
| North east Asia    | Mongolia           | Ulaanbaatar           | Tokyo<br>Osaka        | 132,600<br>118,800    |
|                    |                    | South Asia            | India                 | Kolkata               |
| Chennai            | Tokyo              |                       |                       | 98,100                |
|                    | Osaka/Nagoya       |                       |                       | 106,900               |
| Coimbatore         | Tokyo              |                       |                       | 105,100               |
| Kochi              | Tokyo              |                       |                       | 106,600               |
|                    | Osaka/Nagoya       |                       |                       | 115,400               |
| Thiruvananthapuram | Tokyo              |                       |                       | 106,800               |
| Osaka/Nagoya       | 115,600            |                       |                       |                       |
|                    | Hyderabad          |                       |                       | Tokyo                 |
| Osaka/Nagoya       | 115,400            |                       |                       |                       |
| Bengaluru          | Tokyo              |                       |                       | 103,400               |
| Osaka/Nagoya       | 112,200            |                       |                       |                       |
| Delhi              | Tokyo/Osaka/Nagoya |                       |                       | 95,900                |
| Mumbai             | Tokyo/Osaka        |                       |                       | 98,100                |
|                    | Nagoya             |                       | 98,100                |                       |
| Ahmadabad          | Tokyo/Osaka        |                       | 105,900               |                       |
|                    | Nagoya             | 105,900               |                       |                       |
| Pune               | Tokyo/Osaka        | 126,500               |                       |                       |
|                    | Nagoya             | 126,500               |                       |                       |
| Sri Lanka          | Colombo            | Tokyo                 | 57,500                |                       |
|                    |                    | Osaka<br>Nagoya       | 57,500<br>63,000      |                       |
| *Nepal             | Kathmandu          | Tokyo/Osaka<br>Nagoya | 124,100<br>124,100    |                       |

| Area                      | Country            | Place of Departure | Place of Arrival         | Airfare Limit                |
|---------------------------|--------------------|--------------------|--------------------------|------------------------------|
| South Asia                | Pakistan           | Karachi            | Tokyo                    | 117,600                      |
|                           |                    |                    | Osaka                    | 134,700                      |
|                           |                    |                    | Nagoya                   | 111,700                      |
|                           |                    | Islamabad          | Tokyo                    | 117,600                      |
|                           |                    |                    | Osaka<br>Nagoya          | 134,700<br>111,700           |
|                           | Lahore             | Tokyo              | 130,700                  |                              |
|                           |                    | Osaka<br>Nagoya    | 149,700<br>124,100       |                              |
|                           | *Bangladesh        | Dhaka              | Tokyo                    | 126,100                      |
|                           |                    |                    | Osaka<br>Nagoya          | 113,700<br>126,100           |
|                           |                    | Chittagong         | Tokyo<br>Osaka<br>Nagoya | 102,300<br>92,500<br>102,300 |
| Maldives                  | Male               | Tokyo/Nagoya       | 319,800                  |                              |
|                           |                    | Osaka              | 319,800                  |                              |
| Central and South America | Argentina          | Buenos Aires       | Tokyo/Osaka/Nagoya       | 225,500                      |
|                           | Colombia           | Bogota             | Tokyo/Osaka/Nagoya       | 256,200                      |
|                           |                    | Medellin           | Tokyo/Osaka/Nagoya       | 256,200                      |
|                           | Jamaica            | Kingston           | Tokyo/Osaka/Nagoya       | 180,000                      |
|                           |                    | Montego Bay        | Tokyo/Osaka/Nagoya       | 180,000                      |
|                           | Paraguay           | Asuncion           | Tokyo/Osaka/Nagoya       | 174,800                      |
|                           | Brazil             | Sao Paulo          | Tokyo/Osaka/Nagoya       | 259,100                      |
|                           |                    | Brasilia           | Tokyo/Osaka/Nagoya       | 378,700                      |
|                           | Venezuela          | Caracas            | Tokyo/Osaka/Nagoya       | 232,900                      |
|                           | Peru               | Lima               | Tokyo/Osaka/Nagoya       | 179,600                      |
|                           | Bolivia            | La Paz             | Tokyo/Osaka/Nagoya       | 256,200                      |
|                           | Mexico             | Mexico City        | Tokyo/Osaka/Nagoya       | 188,300                      |
|                           |                    | Guadalajara        | Tokyo/Osaka/Nagoya       | 169,700                      |
|                           |                    | Cancun             | Tokyo/Osaka/Nagoya       | 170,700                      |
|                           |                    | San Luis Potosi    | Tokyo/Osaka/Nagoya       | 169,700                      |
|                           |                    | Leon               | Tokyo/Osaka/Nagoya       | 169,700                      |
| Mazatlan                  |                    | Tokyo/Osaka/Nagoya | 169,700                  |                              |
| Morelia                   |                    | Tokyo/Osaka/Nagoya | 169,700                  |                              |
| Monterrey                 | Tokyo/Osaka/Nagoya | 169,700            |                          |                              |
| Africa                    | Egypt              | Alexandria         | Tokyo/Osaka/Nagoya       | 64,400                       |
|                           |                    | Cairo              | Tokyo/Osaka/Nagoya       | 85,100                       |
|                           | *Ethiopia          | Addis Ababa        | Tokyo/Osaka/Nagoya       | 157,500                      |
|                           | Ghana              | Accra              | Tokyo/Osaka/Nagoya       | 179,000                      |
|                           | Cameroon           | Douala             | Tokyo/Osaka/Nagoya       | 232,700                      |
|                           |                    | Yaounde            | Tokyo/Osaka/Nagoya       | 235,400                      |
|                           | Kenya              | Nairobi            | Tokyo/Osaka/Nagoya       | 187,500                      |
|                           | *Sudan             | Khartoum           | Tokyo/Osaka/Nagoya       | 153,500                      |
|                           | Nigeria            | Lagos              | Tokyo/Osaka/Nagoya       | 238,600                      |
|                           | Mauritius          | Mauritius          | Tokyo/Osaka/Nagoya       | 180,500                      |
|                           | South Africa       | Johannesburg       | Tokyo/Osaka/Nagoya       | 160,900                      |
|                           | *Tanzania          | Dar Es Salaam      | Tokyo/Osaka/Nagoya       | 195,100                      |
|                           | *Zambia            | Lusaka             | Tokyo/Osaka/Nagoya       | 184,100                      |
|                           | Middle East        | Iran               | Tehran                   | Tokyo/Osaka/Nagoya           |
| Tabriz                    |                    |                    | Tokyo/Osaka/Nagoya       | 140,900                      |
| Europe                    | Serbia             | Belgrade           | Tokyo/Osaka/Nagoya       | 153,400                      |
|                           | Kosovo             | Pristina           | Tokyo/Osaka/Nagoya       | 155,100                      |
|                           | Turkey             | Istanbul           | Tokyo/Osaka/Nagoya       | 103,100                      |
|                           |                    | Antalya            | Tokyo/Osaka/Nagoya       | 110,300                      |
|                           |                    | Ankara             | Tokyo/Osaka/Nagoya       | 108,500                      |
|                           |                    | Izmir              | Tokyo/Osaka/Nagoya       | 108,500                      |
| Macedonia                 | Skopje             | Tokyo/Osaka/Nagoya | 118,600                  |                              |

**[Table 3] List of Target Countries and Regions**

Trainees should be residing in the following countries/regions.

| <i>Category 1*</i>     |                            | <i>Category 2*</i>    |
|------------------------|----------------------------|-----------------------|
| Albania                | Maldives                   | Afghanistan           |
| Algeria                | Marshall Islands           | Angola                |
| Antigua and Barbuda    | Mauritius                  | Bangladesh            |
| Argentina              | Mexico                     | Benin                 |
| Armenia                | Micronesia                 | Bhutan                |
| Azerbaijan             | Moldova                    | Burkina Faso          |
| Belarus                | Mongolia                   | Burundi               |
| Belize                 | Montenegro                 | Cambodia              |
| Bolivia                | Montserrat                 | Central African Rep.  |
| Bosnia and Herzegovina | Morocco                    | Chad                  |
| Botswana               | Namibia                    | Comoros               |
| Brazil                 | Nauru                      | Congo, Dem. Rep.      |
| Cabo Verde             | Nicaragua                  | Djibouti              |
| Cameroon               | Nigeria                    | Eritrea               |
| Colombia               | Niue                       | Ethiopia              |
| Congo                  | North Macedonia            | Gambia                |
| Cook Islands           | Pakistan                   | Guinea                |
| Costa Rica             | Palau                      | Guinea-Bissau         |
| Côte d'Ivoire          | Panama                     | Haiti                 |
| Cuba                   | Papua New Guinea           | Kiribati              |
| Dominica               | Paraguay                   | Laos                  |
| Dominican Republic     | Peru                       | Lesotho               |
| Ecuador                | Philippines                | Liberia               |
| Egypt                  | Samoa                      | Madagascar            |
| El Salvador            | Serbia                     | Malawi                |
| Equatorial Guinea      | South Africa               | Mali                  |
| Fiji                   | Sri Lanka                  | Mauritania            |
| Gabon                  | St. Helena                 | Mozambique            |
| Georgia                | St. Lucia                  | Myanmar               |
| Ghana                  | St. Vincent and Grenadines | Nepal                 |
| Grenada                | Surinam                    | Niger                 |
| Guatemala              | Swaziland                  | Rwanda                |
| Guyana                 | Syrian Arab Republic       | Sao Tome and Principe |
| Honduras               | Tajikistan                 | Senegal               |
| India                  | Thailand                   | Sierra Leone          |
| Indonesia              | Tokelau                    | Solomon Islands       |
| Iran                   | Tonga                      | Somalia               |
| Iraq                   | Tunisia                    | South Sudan           |
| Jamaica                | Turkey                     | Sudan                 |
| Jordan                 | Turkmenistan               | Tanzania              |
| Kazakhstan             | Ukraine                    | Timor-Leste           |
| Kenya                  | Uzbekistan                 | Togo                  |
| Kosovo                 | Venezuela                  | Tuvalu                |
| Kyrgyzstan             | Viet Nam                   | Uganda                |
| Lebanon                | Wallis and Futuna          | Vanuatu               |
| Libya                  | West Bank and Gaza Strip   | Yemen                 |
| Malaysia               | Zimbabwe                   | Zambia                |

- The list above is in alphabetical order, with the generic name for the country being used.
- These countries and regions are mainly developing countries as designated by the OECD/DAC (Organization for Economic Co-operation and Development / Development Assistance Committee).
- The following countries and regions have already been excluded from the list of target countries and regions:  
China, Singapore, Brunei, United Arab Emirates, Qatar, Kuwait, Bahamas, Greece, Puerto Rico, French Guiana, Israel, Cyprus, Guadeloupe, Saint Pierre and Miquelon, Martinique, Réunion, Bermuda, Cayman Islands, Falkland Islands, Republic of Korea, Aruba, French Polynesia, Gibraltar, Netherlands Antilles, New Caledonia, Northern Mariana Islands, British Virgin Islands, Malta, Slovenia, Bahrain, Estonia, Slovakia, Czech, Hungary, Bulgaria, Poland, Latvia, Lithuania, Romania, Saudi Arabia, Barbados, Oman, Trinidad and Tobago, Croatia, Chile, Seychelles, Uruguay

\*Developing Countries (Category 1): According to the DAC list of ODA recipients effective for reporting on 2018, 2019 and 2020 flows, these are developing countries and regions other than the “Least Developed Countries”, and thus have been recognized by the Japanese government as target countries for ODA.

\*Least Developed Countries (Category 2): These are the least developed countries on the DAC list.

**Guidelines for Purchase of Air Tickets by the Participant**  
**And method of reimbursement by AOTS**

1. Arrival and Departure Dates:

Arriving in Japan on the day before the commencement of the program and departing on the day after the closing day of the program or the nearest days to be allowed by the flight schedule within two days before and/or after the program.

2. Method of Reimbursement:

During the training program in Japan, participants should present to AOTS their air tickets and submit official receipts of air ticket purchase for reimbursement. The sum of the following items (1) and (2) will be subsidized. In principle, an economy class air ticket purchased for a round-trip on the standard route according to the criteria of the International Air Transport Association (IATA) is defined as the standard airfare to be covered.

- (1) Actual round-trip airfare within the Standard Airfare Limits (the limits of AOTS's standard round-trip airfare amount) specified for the respective area (country).
- (2) The departure tax, airport tax and other taxes indispensable to the usual flight route defined by IATA subject to the submission of evidence.

[NOTE] A participant is not allowed to overstay at city(ies) of a third country between participant's home country and Japan by any reasons other than flight convenience. In such case, AOTS might not reimburse the International Travel Expenses to the participant.

3. Official Receipts:

AOTS will confirm the air ticket and official receipt and calculate the actual yen value of the air ticket with the exchange rate on the date of the ticket's issue.

- (1) AOTS can only accept the official receipts duly issued by the issuer in which a breakdown of the total airfare is explicitly described, such as airfare, tax (the departure tax, airport tax and other taxes indispensable to the usual flight route defined by IATA) and commission. It should also contain the name of the issuer's representative, address, telephone number and facsimile number.
- (2) Neither Invoice nor Calculation Sheet will be accepted as the receipt. However, an Invoice/Calculation Sheet using the letter-head of the air ticket issuer stating the word "Received" or "Paid" and including the signature of the air ticket issuer may be accepted.

**\* If any participant fails to submit the official receipt duly issued by the relevant airline company or travel agent, the participant will not receive any subsidy towards his/her airfare and will be required to pay the full amount of the Participation Fee in cash to AOTS.**

***Visa Acquisition Procedures:***

1. **Status of Residence:**

The status required for your training in Japan is "Trainee."

2. **Visa Acquisition:**

A participant shall apply for and obtain a "Trainee" visa at a Japanese embassy or general consulate (hereinafter: diplomatic mission) with materials issued by AOTS such as a Guarantee Letter. It may be the case that the submitted materials are forwarded to the Consular Affairs Bureau (Tokyo) for checking.

3. **Notes:**

A bearer of a visa other than "Trainee" visa, e.g., a "temporary visitor" visa, a "multiple" visa, or an APEC business travel card (ABTC), or a citizen from a country/area participating in a visa waiver program with Japan must confirm with the local Japanese diplomatic mission prior to visa application if the existing visa is in accordance with the qualification of stay in Japan for the AOTS management training program.

## 9. HANDLING OF PERSONALLY IDENTIFIABLE INFORMATION:

AOTS handles personally identifiable information we have obtained from the applicant as follows:

- (1) Administrator of Personally Identifiable Information: General Manager, General Affairs & Planning Department,  
The Association for Overseas Technical Cooperation and Sustainable Partnerships (AOTS)  
Group in charge: General Affairs Group, General Affairs & Planning Department, AOTS  
Tel: 81-3-3888-8211 E-mail: [kojinjoho-cj@aots.jp](mailto:kojinjoho-cj@aots.jp)
- (2) Use of Personally Identifiable Information  
Personally identifiable information provided by the participant will only be used for the screening of the participants and the implementation of the training program. It will not be used for any other purposes or beyond the scope required by laws and regulations of Japan.

For AOTS's privacy policy, please visit below website.

<http://www.aots.jp/en/policy/privacy.html>

## 10. FURTHER INFORMATION:

|                     |
|---------------------|
| <b>AOTS (Japan)</b> |
|---------------------|

|   |  |
|---|--|
| <b>Application from overseas countries:</b> | 30-1, Senju-Azuma 1-Chome, Adachi-ku,<br>Tokyo 120-8534, Japan     |
| Overseas Cooperation Group                  | Tel: 81-3-3888-8256  |
|   | Fax: 81-3-3888-8264  |
|   | E-mail: <a href="mailto:shouhei-au@aots.jp">shouhei-au@aots.jp</a> |

|  |  |
|--|--|
| <b>Application from host companies in Japan:</b> | Hakutsuru Bldg. 4F, Ginza 5-12-5, Chuo-ku,<br>Tokyo 104-0061, Japan  |
| Training Administration Group                    | Tel: 81-3-3549-3051  |
|  | Fax: 81-3-3549-3055  |
|  | E-mail: <a href="mailto:g-ukeire-ak@aots.jp">g-ukeire-ak@aots.jp</a> |

|                              |
|------------------------------|
| <b>AOTS Overseas Offices</b> |
|------------------------------|

|   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
|---|-----------------------|--|--|----------------------|--|--|---|------------------------------------|---|---|--|---------------------|--|
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">1. Bangkok Office /</td> </tr> <tr> <td style="padding: 5px;">(Senior Deputy Representative) Mr. Hidenobu Toda</td> </tr> <tr> <td style="padding: 5px;">Nantawan Building 16F, 161 Rajadamri Road,<br/>Pathumwan,,Bangkok 10330</td> </tr> <tr> <td style="padding: 5px;">TEL: 66-2-255-2370</td> </tr> <tr> <td style="padding: 5px;">FAX: 66-2-255-2372</td> </tr> <tr> <td style="padding: 5px;">E-mail: <a href="mailto:information@aots.or.th">information@aots.or.th</a></td> </tr> </table> | 1. Bangkok Office /   | (Senior Deputy Representative) Mr. Hidenobu Toda | Nantawan Building 16F, 161 Rajadamri Road,<br>Pathumwan,,Bangkok 10330             | TEL: 66-2-255-2370   | FAX: 66-2-255-2372   | E-mail: <a href="mailto:information@aots.or.th">information@aots.or.th</a>   | <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">2. Jakarta Office /</td> </tr> <tr> <td style="padding: 5px;">(Representative) Mr. Masaaki Tanaka</td> </tr> <tr> <td style="padding: 5px;">3A Floor, Graha Mandiri,<br/>Jl. Imam Bonjol No. 61, Jakarta 10310</td> </tr> <tr> <td style="padding: 5px;">TEL: 62-21-230-1820~1</td> </tr> <tr> <td style="padding: 5px;">FAX: 62-21-230-1831</td> </tr> <tr> <td style="padding: 5px;">E-mail: <a href="mailto:information@aots.or.id">information@aots.or.id</a></td> </tr> </table> | 2. Jakarta Office /                | (Representative) Mr. Masaaki Tanaka   | 3A Floor, Graha Mandiri,<br>Jl. Imam Bonjol No. 61, Jakarta 10310 | TEL: 62-21-230-1820~1  | FAX: 62-21-230-1831 | E-mail: <a href="mailto:information@aots.or.id">information@aots.or.id</a> |
| 1. Bangkok Office /   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| (Senior Deputy Representative) Mr. Hidenobu Toda  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| Nantawan Building 16F, 161 Rajadamri Road,<br>Pathumwan,,Bangkok 10330  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| TEL: 66-2-255-2370  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| FAX: 66-2-255-2372  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| E-mail: <a href="mailto:information@aots.or.th">information@aots.or.th</a>  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| 2. Jakarta Office /   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| (Representative) Mr. Masaaki Tanaka   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| 3A Floor, Graha Mandiri,<br>Jl. Imam Bonjol No. 61, Jakarta 10310   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| TEL: 62-21-230-1820~1   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| FAX: 62-21-230-1831   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
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| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">3. New Delhi Office /</td> </tr> <tr> <td style="padding: 5px;">(Representative) Mr. Hisashi Kanda</td> </tr> <tr> <td style="padding: 5px;">Office Unit 12A, Rectangle One,<br/>D-4 Saket District Center,<br/>New Delhi, 110017</td> </tr> <tr> <td style="padding: 5px;">TEL: 91-11-4105-4504</td> </tr> <tr> <td style="padding: 5px;">E-mail: <a href="mailto:info@aots.org.in">info@aots.org.in</a></td> </tr> </table>   | 3. New Delhi Office / | (Representative) Mr. Hisashi Kanda               | Office Unit 12A, Rectangle One,<br>D-4 Saket District Center,<br>New Delhi, 110017 | TEL: 91-11-4105-4504 | E-mail: <a href="mailto:info@aots.org.in">info@aots.org.in</a> | <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">4. Yangon Office /</td> </tr> <tr> <td style="padding: 5px;">(Representative) Mr. Hirokazu Baba</td> </tr> <tr> <td style="padding: 5px;">Room Unit 401, Yuzana Hotel 4th Floor<br/>130 Shwe Gon Taing Road, Bahan Township,<br/>Yangon</td> </tr> <tr> <td style="padding: 5px;">TEL: 95-1-8604922</td> </tr> <tr> <td style="padding: 5px;">E-mail: <a href="mailto:info@aots.org.mm">info@aots.org.mm</a></td> </tr> </table> | 4. Yangon Office /  | (Representative) Mr. Hirokazu Baba | Room Unit 401, Yuzana Hotel 4th Floor<br>130 Shwe Gon Taing Road, Bahan Township,<br>Yangon | TEL: 95-1-8604922   | E-mail: <a href="mailto:info@aots.org.mm">info@aots.org.mm</a> |                     |  |
| 3. New Delhi Office /   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| (Representative) Mr. Hisashi Kanda  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| Office Unit 12A, Rectangle One,<br>D-4 Saket District Center,<br>New Delhi, 110017  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| TEL: 91-11-4105-4504  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| E-mail: <a href="mailto:info@aots.org.in">info@aots.org.in</a>  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| 4. Yangon Office /  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| (Representative) Mr. Hirokazu Baba  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| Room Unit 401, Yuzana Hotel 4th Floor<br>130 Shwe Gon Taing Road, Bahan Township,<br>Yangon   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| TEL: 95-1-8604922   |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |
| E-mail: <a href="mailto:info@aots.org.mm">info@aots.org.mm</a>  |                       |  |  |                      |  |  |   |                                    |   |   |  |                     |  |

\*For the contact address of the Overseas Collaborating Organizations, please contact Overseas Cooperation Group.

PRE-TRAINING REPORT

- The Quality Control Training Course-

**- Continuous Improvement at Production Sites through the Perspective of Energy Conservation -**  
[QCTC]

**The form of “Pre-Training Report” for this training program is composed of the following three documents: Pre-Training Report itself and Questionnaires 1. These documents will be used as a reference material in 1) the screening process of applicants and 2) the group discussion and the presentation to be held during the program by sharing with lecturers and other participants. Therefore, the applicant is requested to fill in all of the items clearly and concretely.**

**\*AOTS will not use this information for any other purposes other than an AOTS training program.**

Note: Please fill in the following items by using a personal computer or similar equipment in English. Handwriting should be avoided.

|  |  |
|--|--|
| 1. Your name   |  |
| 2. Your country  |  |
| 3. Name of your company/<br>organization   |  |
| 4. Outline of your organization<br><br>(Please give a brief description or outline of your company/organization. In addition, please also attach a brochure of your company/organization if available) |  |
| 5. Your position and name of your department/division<br><br>(preferably by attaching an organizational chart indicating your position)  |  |
| 6. Your duties in detail   |  |



|  |  |
|--|--|
| <p>7. Present activities for quality improvement in your organization</p>  |  |
| <p>7-1. Does your organization organize any QC circle activities? <span style="float: right;"><input type="checkbox"/>Yes    <input type="checkbox"/>No</span></p> |  |
| <p>8. Most critical problem you are now facing in your quality improvement activities</p>  |  |
| <p>9. Your expectations of the program in relation to the described problems</p>   |  |

|      |         |
|------|---------|
| Name | Country |
|------|---------|

### ***Questionnaire 1*** **Level of Comprehension**

Please indicate the level of your comprehension by checking the appropriate boxes.

**Level a** : You have ever applied it in your work.

**Level b** : You know what it is. Or you have ever learned it in school or by yourself.

**Level c** : You do not know it well. Or you have never heard of it.

| No. | Subject                                       | Comprehension |   |   | No. | Subject  | Comprehension |   |   |
|-----|---|---------------|---|---|-----|--|---------------|---|---|
|     |   | a             | b | c |     |  | a             | b | c |
| 1   | Pareto diagram                                |               |   |   | 17  | TPM  |               |   |   |
| 2   | Histogram                                     |               |   |   | 18  | PDCA cycle   |               |   |   |
| 3   | Cause & Effect diagram                        |               |   |   | 19  | QC circle  |               |   |   |
| 4   | Scatter diagram                               |               |   |   | 20  | QC story problem solving                           |               |   |   |
| 5   | $\bar{X}$ -R control chart, X-R control chart |               |   |   | 21  | Quality deployment/<br>Quality function deployment |               |   |   |
| 6   | p chart, np chart                             |               |   |   | 22  | Quality table                                      |               |   |   |
| 7   | u chart, c chart                              |               |   |   | 23  | FMEA/FTA   |               |   |   |
| 8   | Stratification                                |               |   |   | 24  | Design review                                      |               |   |   |
| 9   | Relation diagram                              |               |   |   | 25  | QC process chart                                   |               |   |   |
| 10  | Tree diagram                                  |               |   |   | 26  | Standard operation procedure                       |               |   |   |
| 11  | Matrix diagram                                |               |   |   | 27  | Process capability                                 |               |   |   |
| 12  | Normal distribution                           |               |   |   | 28  | Cost of quality                                    |               |   |   |
| 13  | Standard deviation                            |               |   |   | 29  | Management by Policy<br>(Hoshin Kanri)             |               |   |   |
| 14  | 3-Sigma rule                                  |               |   |   | 30  | Daily (work) management                            |               |   |   |
| 15  | SQC   |               |   |   | 31  | Cross Functional management                        |               |   |   |
| 16  | TQM   |               |   |   | 32  | ISO9001  |               |   |   |

**About the Benefits of Management Training Program**

Concerning the benefits of the management training program, please answer the following questions. Your individual answers will remain confidential.

The report form is available here in an MS-Word format  
( <http://www.aots.jp/jp/ikusei/training/doc01.html#koka> )

Name of training course (may be in acronym names, such as SHOP and TEBI):

---

Country:

---

Company name:

---

Name of person filling out questionnaire form (representative of organization):

---

Job title of person filling out questionnaire form (representative of organization):

---

Names of participants of the training program:

---

## Question 1:

The management training program receives financial support from Official Development Assistance (ODA). Is there a difference in benefits by utilizing the AOTS training program compared to other cases where a training program on the same subject is provided by your own or an external agency of human resource development? Tick the following statement that applies to you (multiple answers allowed).

- Understanding in the subject of the training program increases further.
- Motivation improves further.
- Understanding of Japan increases further.
- Communication ability improves further.
- The stability of the work force in the company improves further.
- Others: [                      ]

## Question 2:

Are you going to use what is learned from the AOTS training in your company after the participants return? Tick the following statement that applies to you.

- Yes, I am.
- No, I am not.

## Question 3:

(For a representative)

If you have ticked “Yes, I am” in the above Question 2, please answer the following question. When you use

what is learned from the AOTS training in your company, how many managers and workers would receive the benefits of this during the year after the training? Please provide your rough estimate below.

About \_\_\_\_\_ people

Question 4:

If you have ticked “Yes, I am” in the above Question 2, please answer the following question. When you use what is learned from the AOTS training, what benefits do you expect? Tick the following statement that applies to you (multiple answers allowed).

- A reduced load to the environment and energy saving will be realized.
- Technology development and product design and development will be possible in the home country.
- Production capacity will expand. [About \_\_\_\_\_] %
- Productivity will increase. [About \_\_\_\_\_] %
- Product and service quality will improve. [About \_\_\_\_\_] %
- Costs will be reduced. [About \_\_\_\_\_] %
- Market will be extended.
  
- Others [\_\_\_\_\_]

Question 5:

Please provide the sales amounts of your company.

Actual sales for the last fiscal year [\_\_\_\_\_] USD \* 1 USD = 112 JPY

Estimated sales for this fiscal year [\_\_\_\_\_] USD \* 1 USD = 112 JPY

Question 6:

The AOTS training program costs about 6,000 USD per person to run the course. Do you think the AOTS training programs produce enough benefits to justify the expense (6,000 USD)? Tick the following statement that applies to you.

- Yes
- No

Question 7:

The following question is relevant to the above Question 6. Supposing that the expense (6,000 USD) is defined as “1”, describe the benefits obtained from the AOTS training program in numerical value. Roughly assess the benefits for the next five years after the training. Tick the following statement that applies to you. A very rough estimate is fine. Your response is highly appreciated.

- Below 1.0 => Provide a specific value [\_\_\_\_\_]
- 1.0 or above and below 1.5
- 1.5 or above and below 2.0
- 2.0 or above and below 2.5
- 2.5 or above and below 3.0
- 3.0 or above => Provide a specific value [\_\_\_\_\_]

End of document