

KEYNOTE SPEAKER

JOJI WATANABE



Name of Consultant: Joji WATANABE

Sex: Male

Date of Birth: January 15, 1953

Expertise: Management and training

Nationality: Japanese

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Home address: 3-1-2-701 Sengendai-Nishi

Koshigaya-shi, 343-0041 Japan

Membership in Professional Societies:

Risk Management Fellow at the Association of Risk Management of Japan

Public Qualifications:

Certified energy controller, High-pressure gas safety operation manager, Dangerous chemicals supervisor, Supervisor for services in oxygen deficiency, Public pollution controller (noise), Supervisor for using pressure vessels. English proficiency test: first grade. TOEIC: A (965)

Education:

MBA, Darden Graduate School of Business Administration, University of Virginia, 1989

BS, Dept. of Petrochemistry, Faculty of Engineering, University of Osaka, 1976

Publications:

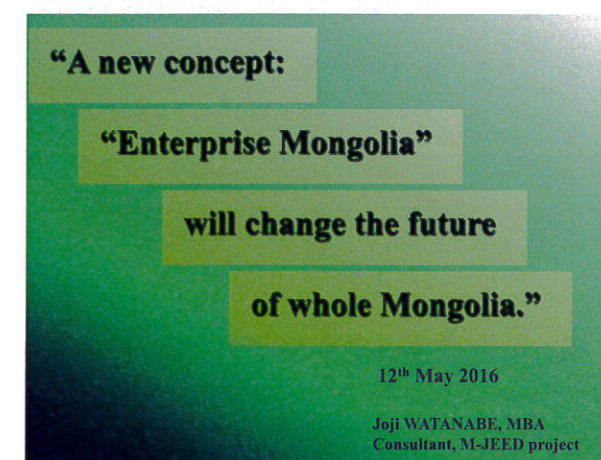
- "Structural Chemistry of Layered Cyclophanes. VI. Molecular Structures of Triple-Layered [2.2] Paracyclophane Containing Furan and Thiophene Rings" Acta Cryst. (1980). B36, 2276-2281.
- "The diffusion of appropriate technology to small and medium scale industries: Tool and die industry in Singapore" published by JETRO and ECFA in March 1987.
- "Japan: The Mergers and Acquisitions Challenge" published by Business International in 1990.
- "Internationalisierung des Japanischen personals", Personalwesen in Japan published by Deutsche Industrie-und handelskammer in Japan in 1991.
- "Ineffectiveness within Japan; from Person-based to Value-based way of thinking" in Quarterly of Bachelors Association in 2005.

Employment Records:

Across Consultants Co., Ltd.	President	Koshigaya and Tokyo (1990 - present)
Asia Advisory Service K.K.	Sr. Consultant	Tokyo (1989 - 1990)
Engineering Consulting Firms Association		Ass. Managing Director Tokyo (1985 - 1989)
Seibu Oil Company Ltd.(Royal Dutch/Shell Group)		Technologist and economist Tokyo (1976 - 1985)

Representative Assignments include:

Mongolia: Mongolia-Japan Engineering Education Development (JICA) (August 2015-current) Studied the conditions of 2 client universities: MUST/NUM (Mongolian University of Science & Technology & National University of Mongolia) in terms of management, equipment, curricula, and research activities in cooperation with Japanese universities. Currently developing and implementing procurement plan for educational and research equipment to enable effective engineering/science education for the industrial development in the long term. Providing Kaizen seminar from time to time for professors and students to lay the foundation for the effective use and proper maintenance of the equipment.



Joji WATANABE

Job Experiences: (Former CCCP & Mongolia since 2000 up to now)

2015 Aug.-	M-JEED (Mongolia-Japan Engineering Education Development)
1991- present	Asia SEED(JIE), Across Consultants, Ltd. IHCS
1989 - 1990	Asia Advisory Service (headed by James C. Abegglen, BCG)
1985 - 1989	Engineering Consulting Firms Association, Japan
1976 - 1985	Seibu Oil Company Ltd. (Royal Dutch/Shell Group)

Education:

MBA, Darden Graduate School of Business Administration, UVA, 1989
BS, Dept. of Petro-chemistry, Faculty of Engineering, University of Osaka, 1976

"Kaizen", Kenzen, Value Management via. Small Meetings

Above concepts can accelerate sound organizational development leading to "Miracles" for all the concerned within 3 years.

Experience Summary of Joji WATANABE

- Strategy development, marketing and turnaround management
- Project evaluations from financial and technical viewpoints
- Presentations, training workshops and seminars for leaders and managers
- Consulting: general management, macro-economic analysis, industry analysis, procurement and corporate culture analysis.
- Regions: Asia (Japan, Singapore, Hong Kong, India, Indonesia, Thailand, and Malaysia), and Africa (Zambia, Ghana, and Kenya). Mongolia, also the former Soviet Union (Uzbekistan, Kazakhstan, Russia, etc.) in addition to US and Europe (US, UK, Germany, and Ireland).
- Industrial areas: Manufacturing i.e. electronics, petroleum refining, auto-parts, shipbuilding, chemicals, aircraft, heavy equipment, in addition to defense industry, health-related business, international conference and trade fair, tourism, regional development, transportation, industrial estate, investment banking, non-life insurance, and telecommunication.

Because of its small size,

Mongolia has great opportunities

to develop its economy quickly

just as Singapore from their 1980s and

Ireland from their 1990s.

(GNI/capita more than Japan/UK.)

Their strategy: focused on a few industries only.

- Dilemma between Politics and Economics was solved.
Focused areas, rather than populism.
- "Quality is imperative.": defined as the mindsets.
In Communism, Quantity over Quality.
- "Small Meetings" and create human relations.
Many QCCs, Strategic scholarship program
- They look at their own countries as Enterprises.

