

QBS Instructor Profile

My name is Jungwon Min and I have been a lecturer at the Faculty of Economics since April 2012. At the business school, I am primarily involved in the field of Organizational Management and teach fundamentals of management and organizational theories to students immediately after enrollment. Specifically, I review the business behaviors of corporations by differentiating between the micro levels of internal resource management, such as motivation and leadership, and the macro levels of managing the external environment, such as partnerships and competition. Through introducing affiliated management and organizational theories, my goal for each class is to provide real-world, applicable knowledge.

In class, I teach from the micro and macro perspectives, but my true specialization is in the field of “Macro Organizational Theory”, which examines management and organizational theories on a macro level. Therefore, as a researcher, I focus on how firms interact with its external environment, such as the influences of partnerships and competition amongst firms, to identify strategic behaviors, performance, and survival mechanisms. I especially enjoy the “Theory of Interorganizational Networks”, which explains corporate behavior and performance through the scope of relationships between the corporations. Recent research in developing this theory has empirically found that the structure of preexisting relations between certain corporations can influence the selection of suppliers and distributors, which in turn prevents the development of beneficial cooperative networks. Furthermore, I conduct research of how corporations rely on vicarious learning mechanisms by electing to work with companies that have experienced scandals, in order to prevent their own.

Considering that managerial studies are a “social science”, I believe that the field should be treated scientifically. Therefore, I follow a research style that builds a hypothesis based on theories, empirically tests the hypothesis for validity, and contributes the findings to existing theories. Processing empirical data requires much patience and perseverance when considering that you must collect and process a lot of data, then retest the data again and again. But when your hypothesis is proven correct, the joy of discovering something new - no matter how small it may seem - is indescribable. In pushing myself to be ever better, I repeatedly tell myself, “Not yet.” As a researcher, I dream of one day going beyond contributions to preexisting theories and instead creating an entirely new theory.

There are many differences between the real world and the world of theories. However, the ideal partnership between companies is found in one that provides compatibilities and complementarities. Similarly, students at the business school and I can become ideal partners through examining the compatibility of “Corporate Management” through the complimentary review of “theories” and “applicability”. I am dedicated to making discussions enjoyable and hope to see you in class!

Jungwon Min (Organizational Management)



QAN Correspondence

Hello! My name is Seon, and I am currently serving as QAN’s Chairperson. Here at QAN, we are involved in many fields. We openly welcome all students, current and graduated. You’re sure to find great opportunities here!

Below are a few of our most recent activities and an explanation of our membership process. We encourage you to sign up for the QAN Card!

① Evening Business School Cooperation

To celebrate Kyushu University Business School’s 10th Anniversary, we took part in the “Evening Business School”. Aimed at the everyday businessperson, QBS professors gave pragmatic lectures in their field of specialization. This event successfully and widely demonstrated the appeal of the QBS department.

② Exciting QBS Ladies’ Get-Together

The QBS Ladies’ Get-Together is a project that not only strengthens lateral ties between female QBS alumni, but their vertical relations as well. A total of approximately thirty alumni met at the initial event, held in February 2013, and the second, in September 2013. Contributing to various industries, these ladies actively exchanged ideas, making the meeting a great success.

③ An Absolute Must! The QAN Card

Since its April 2013 launch, the Premium QAN Card has intended to further improve the solidarity of its members. Further, the QAN Card will improve the benefits afforded to its members and their business opportunities. Registration with the QAN Card and the funds raised will further ensure the continued management of this committee and keep the members’ list up-to-date. QAN Members can sign up for their card at BIZCOLI (Denki Bldg. Kyosokan 3F, 2-1-8 Watanabe Ave., Chuo-ku, Fukuoka) for ¥5,000, which includes the initial year’s ¥4,000 membership fee and the ¥1,000 issuance fee. This year’s biggest additional benefit of signing up to the QAN Card is that its members will have free access to BIZCOLI from 18:00 to 22:00 on weekdays, and 10:00 to 18:00 on Saturdays. We hope members will continue to support us. Please look forward to our new offers.

QAN Chairperson Seon Hojang (6th Graduating Class)

Welcome to the Evening Business School!

The Evening Business School has been hosted by FM Fukuoka since July, 2013.

Until recently, QBS had been allotted a 10-minute segment on FM Fukuoka’s MORNING JAM program. This “BBIQ Morning Business School” aired every weekday at 8:50 AM, but listeners said that they would “like more detailed information” and that they would “love to meet the lecturers and the show’s host, Ms. Kohama.” In response to these requests, lectures have been held once a month since last July. Two professors each give thirty-minute lectures in his or her given field of specialization, including social sciences, economics, and business. Each lecture ends with an invigorating Q&A session.



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Introducing Current Students



Masumoto Mamoru (10th Graduating Class)

Employed by ▶ Mikura True Vision

There are only a few months left in my challenging student life. In the first half of my first year here I studied a range of introductory MBA courses, the knowledge from which I utilized in the practical courses taught in the second half of the year. During the first half of my second year, I went beyond the field of Business Studies, elected to participate in the Graduate School Consortium, and took QREC courses in other fields at the graduate level to further enrich my knowledge. What’s amazing about this graduate school is the breadth found in such a university. The curriculum spans across a wide range of fields, providing unending knowledge to students who truly have a passion for learning.

As for extracurricular activities, I served as a public relations representative for the Student Council. I provided support to the University Exhibits prior to university entrance exams held at Hakata, Kitakyushu, and Kumamoto, among other locations. Furthermore, I was able to contribute my personal skills through using multimedia resources to promote the university through videos and photos. Working with graduate students from the Department of Health Care Administration and Management as well as other QBS students, we founded the QBPH private association. This association is dedicated to exploring the issues involved in fusing business and medicine while providing all of us with future business opportunities.

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Kimura Yuki (11th Graduating Class)

Employed by ▶ The Eighteenth Bank, Ltd. Fukuoka Branch

The first lecture I ever sat at QBS left a huge impact on me. My colleagues were people who wanted to improve their own company, people who wanted to contribute to the region’s economy, and people who wanted to exponentially improve themselves. All these ambitious individuals validated each other’s opinions while furthering the discussion by knowledge that they knew best. Realizing that I was going to meet all kinds of people here, be able to test my strengths, and destroy the barriers I had set, left me feeling truly excited for the first time in a long time.

The six months have flown by since I enrolled at the university. Reflecting on what I believed to be ideal for society and myself before entering the university, I realize how short-sighted I was. Over and over, we are tasked with identifying the final goal, what detailed actions need to be taken to achieve said goal, and figuring out how to implement the plan. With each repetition of finding a solution, I feel I have gained an additional tool that builds on one another. In turn, I am consistently motivated, and while it can be challenging at times, I am truly enjoying myself.



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Feature on Asia

19th ICABE Student Project (Dalian Visit)

In the fall of 2013, ICABE visited Dalian in Liaoning Province, China, accompanied by Professor Murafuji. Students visited Dalian University of Technology and Dongbei University of Finance and Economics on September 23rd and 24th. Group discussions regarding business plans were followed by a friendly party for students and professors from both universities. Additionally, students visited high-profile IT companies such as SoftBank PS (Dalian) Solution Service Co., Ltd. and NHN Service Technology Corp. (Dalian). Students also visited Dalian Bing-shan Air-Conditioning Co., Ltd., which is a joint venture between a local Dalian company and Showa Manufacturing Co., Ltd., an innovative firm from Kyushu.

Due to the Davos Forum, which was held shortly before we visited, Dalian is a modern and well-maintained city. With a population of a little over six million, the city’s geography of the urban area’s proximity to the mountains and sea much resembles Fukuoka City. The Japanese language is commonly taught as a result of the many Japanese companies located within the city. I met many people who spoke Japanese fluently and had the impression that Dalian locals had more of a pro-Japanese mentality compared to other provinces in China.

The group discussion between the universities explored “Business Ideas that Associated China and Japan”. Because most students were proficient in both English and Japanese, the discussion progressed naturally and opinions were openly shared, making this a very interesting and fruitful experience for students from both countries. We were surprised to learn that the BPO management of Japanese companies had surpassed simple labor, such as data entry work, and had gone as far as to outsource work that requires a certain level of decision making. Modernizing rapidly, China has matured from being the world’s factory into becoming a huge market on the global scale. We found this trip to be a valuable experience and sincerely felt that China has grown to become indispensable as a business partner to Japan.

Hitomi Mitsueda (10th Graduating Class), Yuki Kimura (11th Graduating Class)



QBS Special Entrance Examination Testimonials

We had an email interview with Shaowei Sun of the 5th Graduating Class who had applied via the QBS Special Entrance Examination.

1) Please tell us why you applied via QBS Special Entrance Examination.

I first learned about QBS right as I was beginning to feel my limitations and doubt the way I managed and organized the trading company I had founded five years ago. I was fascinated to learn that QBS offered courses not only in regards to management but also provided an opportunity to study Asian business. I just so happened to learn about QBS at the right time, so I applied via the Special Entrance Examination.

2) Did anything stand out for you in preparing for the Special Entrance Examination?

I kept my own company in mind as I wrote the assigned paper. Going through that process, I began to understand the tasks and problems of my company and gained a better perspective of my future.

3) Please tell us what was like to study at QBS.

Since my professors and classmates came from various industries, I was able to learn different management strategies in addition to other useful knowledge. My two years at QBS was refreshing and valuable. Furthermore, I was also able to extend both my personal and professional networks. I am really glad that I decided to study at QBS.

4) Please tell us your ambitions with regards to business in Asia.

I will continue to conduct business based on a mutual understanding between the client’s culture, history, and business norms. With Fukuoka as a base of operations, I will further promote technology and products to Asian countries, starting with China.

Shaowei Sun (5th Graduating Class) Kyowa Trading Co., Ltd.



Information on Special Entrance Examination for Kyushu University Business School [MBA] for April 2015, Freshmen

Application Period / January 5th (Mon) – January 9th (Fri), 2015
Test Date / February 1st (Sun), 2014
Number of Positions / Few
Selection Method / Documents, Oral examinations, etc

Contact Us

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Website ▶ http://qbs.kyushu-u.ac.jp/

Applicants can download the guidelines from the website.

QBS BOOK Review Read This!

Bitter Chocolate: Investigating the Dark Side of the World’s Most Seductive Sweet by Carol Off, Translated by Yoko Kitamura, Eiji Press (2007)

With an interest in finding new markets, companies are rapidly participating in BOP business and entering developing countries. Although Japanese companies may notice they are late entrants into Africa, they work together with the Ministry of Economy, Trade, and Industry in order to solve various social problems. Through using available “Social Business” tools, they are working to solve poverty, lack of medicine and poor sanitation, insufficient education and employment, and lack of social infrastructure. At the end of the day, there are benefits to be realized on both ends.

In these developing nations there is, however, an undeniable sentiment of mistrust that large multinational firms exploit and plunder. In fact, they have been subject to these corporations purchasing resources and products for dimes on the dollar, providing horrendous work conditions and subpar pay to employees, and manipulating the market system.

Published a while back, “Bitter Chocolate – Investigating the Dark Side of the World’s Most Seductive Sweet” (by Carol Off, translated by Yoko Kitamura, published by Eiji Press in 2007) is a historical account of how Cortes from Spain conquered the Aztec Empire, the region of Mexico, at the beginning of the 16th century for chocolate. Having reread the book, it was reminiscent of the exploitation by these multinational companies.

As stated in the subtitle, this journalist writer divulges in the dark side of the beloved sweet chocolate, ranging from the colonization of a people to the corruption of a government, use of slave labor in the past to current child labor, and how corporations plotted and schemed in order to grow. What would you think if you were told that the people working the cacao farms were never able to actually taste chocolate?

Hoshino Hiroshi (International Management, International Logistics)



The Expanding Asian Network

QBS Graduates Prospering in Asia

Shinichi Toyozumi (3rd Graduating Class)

Director of Hong Kong Representative Office
The Nishi-Nippon City Bank, Ltd.



It has been seven years since I was first assigned a foreign post as a representative of the Nishi-Nippon City Bank. At the bank, there are myriad global personnel training programs, which allow employees to take courses at universities as scholarship students. The foreign exchange program at QBS is one such program, and I was blessed to have the honor of attending Shanghai Jiao Tong University as an exchange student. This led to my foreign assignment at the Shanghai representative office, where I worked for six years. Since then, in conjunction with my transfer to the Hong Kong representative office this August, I have been offering international business support to clients, arming them with information regarding foreign market penetration and expansion.

Under the seemingly simple goal of foreign market penetration, one is required to understand the stages on which the client intends to stand (market expansion, incorporation, mergers & acquisitions, etc.). As each of these stages are unique to their respective industries, I am required to have a broad range of expertise and thus learn new things every day.

Since being transferred to Hong Kong, the regions of which I am in charge have expanded to include Southern China, Hong Kong, and various Southeast Asian countries. Currently, my efforts involve preliminary investigations of the region, visits to areas within my region to meet with local persons, and assessment of first-hand information to clarify the various challenges involved in foreign development. Using the experience I've cultivated thus far through information provision and exchange, I will endeavor to mine the clues that will provide solutions to the challenges set before me.

My experience at QBS helps me even in my current position. At QBS, I not only gained the knowledge I needed in business, but also learned to reiterate the "meet challenges without any previous knowledge" mentality, which has kept my critical thinking in great shape.

It would not be an exaggeration to say that the resolve to "meet challenges without any previous knowledge" - in other words, the practice of taking on a field in which you have no expertise and packaging your research into a cohesive presentation within a given timeframe by fully applying the experience and personal connections you've accumulated up to that point - is the backbone of my "thought proposal" today.

It is my desire to continue to utilize my experience and personal connections to contribute to the regional economy, while always envisioning ways in which the regional financial institutions and local businesses might collaboratively drive growth in Asia.

Masayuki Kibe (7th Graduating Class)

Fukuoka Prefectural Office
(Interchange Association, Japan (IAJ) Taipei Office as of April, 2012)



Since being sent from the Fukuoka Prefectural Office to the Interchange Association, Japan (IAJ) Taipei Office in April, 2012, I currently work in Taipei. Our association has been certified to preserve practical relations between Japan and Taiwan. We not only promote economic, cultural, and tourist growth between these two countries, but are also proactively committed to serving as a gateway between Taiwan and Japan. My job primarily requires me to nurture interactions between Taiwan and the regions of Japan. Further, I assist Fukuoka-based companies in entering the Taiwanese market, as well as organize tours from Taiwan to Fukuoka and other areas of Kyushu.

I have worked in private companies as well as municipal offices, both in Japan. While taking Asia-related courses at QBS, interacting with international students from Asia, and visiting Asian business schools, I learned the significance and scale of Asia's future growth. Having felt the necessity of working in and broadening my knowledge of Asia, I applied for a position abroad after completing my studies at QBS. What I learned at QBS is reflected in my work on a daily basis.

For my Projects Seminar research paper at QBS, I chose the theme of "Appealing to Tourists from Abroad". At the time, I had no knowledge or experience in the field whatsoever. Now, however, I have plenty of knowledge and experience and am able to brief the various private companies and public entities that come visit to learn how to attract Taiwanese tourists to their region.

My work experience in Fukuoka spans a mere three years. In contrast, I have spent most of my time looking in on Fukuoka from other regions of Japan and from abroad. My experience in supporting economic, tourist, and cultural interaction has directly taught me how to effectively conduct these interactions to meet challenges. It is my goal to further expand our interactions with Asia by bringing back to Fukuoka the knowledge I have acquired through the valuable experience of observing Fukuoka from the outside.

Nanjing University Business School International Project

On October 10th, 2013, Nanjing University's Professor Jiang, MBA Education Center Director Associate Professor Li, and QBS graduate (6th graduating class) Zheng came to visit QBS. The objective of their trip was to prepare the groundwork for 25-30 MBA students from Nanjing University Business School to interact with QBS students during their trip to Fukuoka from the end of February to the beginning of March, 2014. Associate Professors Takada and Professor Murafuji, Professor Shutto, who had retired from QBS in 2011, Mr. Okada, an advisor to NEC, and Mr. Yoshiyama, who taught corporate finance at QBS last year, are all scheduled to lecture during this exchange. We are also scheduled to interact with various local Fukuoka companies at Denki Bldg. Kyosokan and will go visit other corporations. Mr. Terazaki of the 6th Graduating Class will also be giving an agricultural tour of Kiyama, Saga.



The Interactive Event on March 1st (Saturday), will allow current QBS students to meet with the visiting students. In the evening, there will be a party where exchange students, QBS alumni (QAN), and QBS students enrolled in the short-term executive program will be able to participate as well.

Professor Jiang was invited in 2008 to come to Japan as a foreign lecturer and taught "Asian Business Strategy" at QBS. Mr. Terazaki of the 6th Graduating Class had been part of the Nanjing University Business School short-term exchange program. We are dedicated to expanding our relations with affiliated Asian universities by utilizing such experiences.

Isao Murafuji (Corporate Finance, Corporate Value Creation, and M&A)

A Message from a 2013 QBS Short Term Exchange Student

In 2013, QBS welcomed 12 short-term exchange students from Thailand and China. We asked Ms. Zhou Mo from Northeastern University why she chose to come to Japan and QBS for her exchange program, what she expects of QBS, and what her thoughts are about living in Japan.

Challenging life in Japan

Being arrived in Japan for just one month, I had gone through a lot of challenges in my life, which indicates the setback, appreciate, and hardworking.

The polite culture, advanced facilities, considerate services, interactive lectures, and even every person around us, everything seems so novel and colorful, which is well worth me to explore and study.

QBS Exchange Program provides me a best way to expand my view, not only in my professional learning, but also opening my mind on life style and way of doing things. I can learn good manners, excellent thoughts and advanced knowledge from others with the fastest speed. Before I came to Japan, I had heard that Japanese employees see their companies as families, they devote themselves and being hardworking all the time. I wonder how they work and how can improve the enthusiasm so effectively. With these questions, I chose Japan and became an exchange student of QBS.

Because of the kindness help of the support team, I had adapted to the life here gradually. However, there will still be some difficulties due to the lack of Japanese language, such as trip, which is a good way for us to learn Japanese culture. So what I expect to QBS is to hold some local tour to let us know the real life in Japan.

Now we are hardworking and catching up. I love the challenging life here in Japan, in Fukuoka.

Northeastern University
Zhou Mo



The QBS Business Plan Contest 2013 Follow-up



First Place

"The noble man uses his refinement to meet his friends, and through his friends develops his benevolence." - Analects of Confucius. It is impossible not to feel merry when meeting your best friend. Winning this prize therefore meant a lot to us.

Enhancing the business plan by harnessing the specialized knowledge of each member, we planned strategically to win this prize. Focal to our team was maintaining serenity. That is to say, we learned how to dissolve "customer pain" in a workshop held before the contest. Although we spent a lot of time on creating new ideas, we finalized our plans by imagining how the customer would feel.

We are slightly disappointed that we were unable to provide a clear answer regarding questions about first-mover advantage. This experience clearly highlights the benefits of studying at QBS. We hope, next time, to share these experiences with our colleagues.

QBS 11th Graduating Class, Preventive Health-Care Team
(Ogawa, Hirai, Toyota, Uchino)



Special Award

Our business plans to "Provide Rice Cultivation Support" and to "Rejuvenate Fallow Lands" stem from our desire to preserve the authentic Japanese landscape. Japanese rice terraces (Tanada) are rice fields aligned like staircases on steep slopes. This makes cultivating rice inefficient, and with an aging Japanese farming industry, these rice terraces are not faring well. Although requiring further research, this is a practical idea that will provide support to the agriculture sector and help preserve rice terraces.

The University of Kitakyushu Master of Business Administration.
Kume Team
(Kume, Aso, Kotani, Takeda)

Led by the student council with the support of QAN, the QBS alumni association, and the cooperation of various corporations, the third QBS Business Plan Contest came to a successful close. The given topic this time was "The Challenge of Establishing New Businesses in Lieu of the TPP", the goal of which was to present potential business opportunities amidst the paradigm shift facing Japanese manufacturing companies due to government TPP negotiations. Three teams comprised of current QBS students and QBS alumni were selected internally in August. Then, in a competition against two teams representing the University of Kitakyushu's MBA program, the five teams gave their presentations in September. Awards were given to the top two teams. Saga Prefecture's Takeo City Mayor Hiwatashi, who is nationally renowned for his revolutionary management of the Takeo City Library, gave a wonderful keynote speech, which was followed by the five teams' passionate presentations. The selection of the team with the best business idea followed a heated Q&A session between the judges and each team after their presentation. All of these elements were significant in making the contest a truly impressive event. We would like to thank all of the hundred-plus people that attended the contest as well as everyone who was involved in making this contest happen. Going above and beyond our region and university's stand-alone capabilities, we believe this entire experience significantly contributed to the value of our MBA program.



Keynote Speaker
Takeo City Mayor Hiwatashi

QBS Business Plan Contest 2013 Executive Committee Chairman
Yasuhiko Yoshikawa (10th Graduating Class)

Alumni Profile

Noriko Kawahara (8th Graduating Class)

Employed by *Kawahara Noriko Tax Accounting Agency

A year and half has flown by since graduating from QBS, and my tax agency, which I started as a student, welcomed its second anniversary in November.

I entered QBS with the ambitions of becoming an advisor to small and medium sized enterprises. I learned a great deal on how to find solutions to management problems amidst an evolving external environment. My studies at QBS allowed me to gain a better perspective of my own job and I believe that this is an experience all specialists and managers of small and medium sized enterprises should have.

My specialty - taxes - involves the governments' "Three-Pronged Strategy", which takes bold steps in governmental taxing mechanisms while adjusting consumption tax, amongst other taxes, that are used as a stabilized source of improving social welfare. All the various amendments to the law and new policies are intended to solve the many social issues that arise one after the other but also affect the paperwork involved. The wide range of knowledge I learned at QBS taught me see the root of the problem and find solutions for it.

It has been two years since I started my own practice. The experiences of starting a small business has disguised itself over the past two years by requiring I raise capital, plan, find clients, and provide my primary services all on my own. I hope to be able to employ more people at my office and improve the mobility of my practice. Although faced with trial and error, I apply the management skills I learned at QBS on a daily base.

Yosuke Danno (8th Graduating Class)

Employed by *DAN Co., Ltd./CEO

I have found memories of being in charge of coordinating the panel discussion of Huis Ten Bosch President Sawada's "30th Anniversary of the Industrial Promotion Council of Fukuoka" and "QBS Hakata Office Memorial Symposium" during my years as a QBS student.

Using government subsidies, I founded my company in July. During this first year of operations, we received two more subsidies to work in a field of the IT industry that no one else was working in.

As a member of a group whose focus is to revive Kyushu's small and medium sized enterprises, I helped coordinate the "Startup FUKUOKA 2013", which will be held this coming November, organized by Fukuoka City to help and invigorate startups. I have also been tasked by Fukuoka City in their "Partnering IT Firms with Job Hunting Students" project and am dedicated to furthering this cause.

As an alumnus, I would encourage current students to not limit themselves to the short two years that they have to study, but to continue to grow and become the human resources of Kyushu's future.