

MANAGER EXCHANGE PROGRAM WITH JAPANESE INDUSTRY

Background

The Manager Exchange Program with Japanese industry seeks to facilitate the development of technology relations between Canadian and Japanese firms.

A high level business mission from Japan under the leadership of Mr. Minoru Kanao, Chairman of Nippon Kokan, a leading steel company visited Canada in October 1986. The Mission participants identified technological collaboration and joint venture as having potential for expanding Canada-Japan trade relations. The exchange program is aimed at assisting the practical implementation of this goal. The program promotes private sector exchange that will result in technological collaboration needed to transfer new products, processes or services to Canada. The exchange is aimed at mid-level technical managers in Canadian firms who are responsible for the identification and implementation of technology development in their company. This activity is funded by the Department of External Affairs Technology Inflow Program and is assisted in its operations both in Canada and Japan by private sector organizations.

The Canada-Japan Business Cooperation Committee assists to exchange programme in alerting Canadian firms to opportunities in working with Japanese business in the acquisition of new technology. The Keidanren, Japan's leading business organization comprising 800 large corporations and 100 trade associations, will assist in identifying relevant Japanese technologies and locating companies who will receive Canadian participants.

How the Program Works

Specifically assigned staff in our Tokyo and Osaka posts in collaboration with the Keidanren specialists will:

- ° respond to requests from Canadians to identify technology sources and investment opportunities for collaboration with the Japanese private sector;
- ° arrange for the prospective partners to be brought together to discuss the technical, commercial and legal aspects of specific technology transfers.

The program may provide grants for short term exploratory missions to Japan to identify emerging technologies and innovations of interest to Canada.

The following activities are supported: