



**(Online)**

# **Knowledge Co-Creation Program (Group & Region Focus)**

**General information on**

**Developed Market Oriented Export Promotion Strategy/  
Marketing Strategy (C)(Online)**

**課題別研修「先進国市場を対象にした輸出振興/  
マーケティング戦略 (C) (遠隔)」  
JFY 2022**

**Course No.: 202110039J001**

**Online Program Period: From October 25, 2022 to December 9, 2022**

This information pertains to one of the JICA Knowledge Co-Creation Programs (Group & Region Focus) of the Japan International Cooperation Agency (JICA) implemented as part of the Official Development Assistance of the Government of Japan based on bilateral agreement between both Governments.

JICA Knowledge Co-Creation Program (KCCP)

The Japanese Cabinet released the Development Cooperation Charter in February 2015, which stated, *“In its development cooperation, Japan has maintained the spirit of jointly creating things that suit partner countries while respecting ownership, intentions and intrinsic characteristics of the country concerned based on a field-oriented approach through dialogue and collaboration. It has also maintained the approach of building reciprocal relationships with developing countries in which both sides learn from each other and grow and develop together.”* JICA believes that this ‘Knowledge Co-Creation Program’ will serve as a foundation of mutual learning process.

# I. Concept

## **Background**

Today, export promotion is expected to play a major role in economic development of many developing countries. However, most of the exports from developing countries are raw materials rather than processed products. For further contribution to the local industries, it is important to export value-added products. Insufficient quality of products, ineffective marketing and promotion prevents developing countries to export value-added products to developed countries.

The goal of this training program is to acquire a new approach of export promotion for developing countries to developed countries' market. The essence of this approach is to convert our concept from "Product-out" to "Market-in". In other words, it is to develop value-added products according to the potential markets' needs. For achieving this goal, effective skills of market research, product development, branding, promotion and communication with potential customers are essential. This training program will be focused on learning "Market-in" export promotion concept and practical skills.

## **For what?**

This program provides participants with opportunity to acquire skills on market-oriented export promotion of locally made unique products. Participants will learn practical knowledge of marketing and export promotion, including understanding of customers in developed countries, effective product development, branding, effective design and usage of promotional tools.

## **For whom?**

This program is offered to 1) officials who are engaged with export promotion in governmental organizations or regional institutions and 2) managers of private sector institutions or associations, such as cooperatives, CCIs(Chamber of Commerce and Industry) or industry groups which are willing to promote export of their products.

## **How?**

Participants will have opportunities to acquire practical approaches and methods of marketing and promotion for promoting export of their products to the developed market. Participants are expected to learn the essence of successful promotion, branding and promotion by case studies, lectures and workshops. This program focused on learning practical skill and knowledge, thus it requires participants' active participation for the program, including discussions and workshops during the training program as well as assignments before coming to Japan.

## II. Description

**1. Title (Course No.)**

**Developed Market Oriented Export Promotion Strategy/ Marketing Strategy (C) (202110039J001)**

**2. Online Program Period**

October 25, 2022 to December 9, 2022.

**3. Target Regions or Countries**

Argentina, Bolivia, Cuba, El Salvador and Guatemala

**4. Eligible / Target Organization**

This program is designed for

1) Officials who are engaged with export promotion in governmental organizations or regional institutions and

2) Managers of private sector institutions or associations, such as cooperatives, CCIs or industry groups which are willing to promote export of their products.

\* Both of 1) and 2) must have rich professional experience of providing business supporting service for export marketing.

\* In addition, 1) and 2) must present the information of products that have already been exported or are intended to export to the markets of developed countries, such as Japanese market.

**5. Capacity (Upper Limit of Participants)**

7 participants

**6. Language**

Spanish

(Application form and documents to be submitted must be written in English.)

**7. Objective(s)**

Sustainable strategies for reproductive health activities will be formulated through the course and be implemented.

**8. Output and Contents**

This program consists of the following components. Details on each component are given below:

| Expected Module Output   | Subjects/Agendas   | Methodology  |
|--|--|--|
| <p>Participants should be able to analyze and explain the export promotion policy and strategy for their country.</p>  | <ol style="list-style-type: none"> <li>1) Problem Solution using IAS</li> <li>2) Task Extraction Based on IAS and Guidance of Job Report<br/>JR guidance</li> <li>3) Job Report Presentation</li> <li>4) Workshop for Making Products That Sell</li> </ol>   | <p>Lecture<br/>Discussion<br/>Presentation</p>             |
| <p>After understanding about practical trade administration and marketing know-how, participants should be able to organize the way of applying the knowledge to their local products or industry.</p> | <ol style="list-style-type: none"> <li>5) Marketing Method and How to Proceed</li> <li>6) International Standard for Quality and Food Safety</li> <li>7) Marketing by Utilizing IT</li> <li>8) How to Implement Market Research</li> <li>9) Branding Design</li> <li>10) Package and Color for Champion Products</li> <li>11) Universal Design</li> <li>12) Solutions to More Export to Developed Market</li> <li>13) International Trade Fair for Export Promotion</li> <li>14) Tips For Successful Transaction<br/>~ For Small and Medium-Sized Enterprises ~</li> <li>15) Risk Management in International Trade</li> <li>16) Promotion Method and Way of Thinking</li> </ol> | <p>Lecture<br/>Field visit<br/>Exercise<br/>Discussion</p> |

|   |   |  |
|---|---|--|
| <p>By studying Japanese export promotion strategy and its policy implementation through actual case, participants will be able to propose measures to strengthen its international competitiveness.</p> | <p>17) Small &amp; Medium Enterprises Support, Japan<br/> 18) Overseas Expansion Support Services by JETRO<br/> 19) Japanese Organizational Management<br/> 20) JICA's Activities in Latin America<br/> 21) Olive Product Development and Branding in Shodoshima<br/> 22) Development of the Amaou Strawberry Variety<br/> 23) Import and Sale of Coffee and Commercial Foods<br/> 24) Japanese Manufacturing (5S,KAIZEN)<br/> 25) Branding of Imabari Towel<br/> 26) Production and Sale of Sesame Products in Japan<br/> 27) Challenges on Promoting Sales of Baobab Oil in Japanese Market</p> | <p>Lecture<br/> Field visit<br/> Discussion</p>  |
| <p>Based on the knowledge acquired thorough the program, participants should be able to prepare and present a strategy (plan) which further promote the export from their country.</p>                  | <p>28) Lecture on Action Plan<br/> 29) Evaluation &amp; Discussion of the Available Information<br/> 30) Action Plan Preparation<br/> 31) Action Plan Presentation</p>  | <p>Lecture<br/> Discussion<br/> Presentation</p> |

## 9. Tentative Schedule

### Developed Market Oriented Export Promotion Strategy/

#### Marketing Strategy (C) in 2022

| *Day<br>(Japan<br>Time) | Week | 8:00-11:00 Japan Time<br>Subject                                    |
|-------------------------|------|---|
| 10/25                   | Tue  | Course orientation / Lecture on Action Plan                         |
| 10/26                   | Wed  | Problem Solution using IAS  |
| 10/27                   | Thu  | Task Extraction Based on IAS and Guidance of Job Report (Interview) |
| 10/28                   | Fri  | Job Report Presentation   |
| 10/29                   | Sat  |   |
| 10/30                   | Sun  |   |
| 10/31                   | Mon  |   |
| 11/1                    | Tue  | How to Implement Market Research                                    |
| 11/2                    | Wed  |   |
| 11/3                    | Thu  |   |
| 11/4                    | Fri  | Promotion Method and Way of Thinking                                |
| 11/5                    | Sat  |   |
| 11/6                    | Sun  |   |
| 11/7                    | Mon  |   |
| 11/8                    | Tue  | International Standard for Quality and Food Safety                  |
| 11/9                    | Wed  | Marketing Method and How to Proceed                                 |
| 11/10                   | Thu  | Workshop for Making Products That Sell                              |
| 11/11                   | Fri  | Risk Management in International Trade                              |
| 11/12                   | Sat  |   |
| 11/13                   | Sun  |   |
| 11/14                   | Mon  |   |
| 11/15                   | Tue  | Branding Design   |
| 11/16                   | Wed  | Solutions to More Export to Developed Market                        |
| 11/17                   | Thu  | Package and Color for Champion Products                             |
| 11/18                   | Fri  | Evaluation & Discussion of the Obtained Information                 |

| *Day<br>(Japan<br>Time) | Week | 8:00-11:00 Japan Time  |
|-------------------------|------|--|
|                         |      | Subject  |
| 11/19                   | Sat  |  |
| 11/20                   | Sun  |  |
| 11/21                   | Mon  |  |
| 11/22                   | Tue  | Marketing by Utilizing IT  |
| 11/23                   | Wed  |  |
| 11/24                   | Thu  | International Trade Fair for Export Promotion(I)                           |
| 11/25                   | Fri  | International Trade Fair for Export Promotion(II)                          |
| 11/26                   | Sat  |  |
| 11/27                   | Sun  |  |
| 11/28                   | Mon  |  |
| 11/29                   | Tue  | Tips For Successful Transaction ~ For Small and Medium-Sized Enterprises ~ |
| 11/30                   | Wed  | Japanese Organizational Management   |
| 12/1                    | Thu  | Challenges on Promoting Sales of Baobab Oil in Japanese Market             |
| 12/2                    | Fri  | Evaluation & Discussion of the Obtained Information                        |
| 12/3                    | Sat  |  |
| 12/4                    | Sun  |  |
| 12/5                    | Mon  |  |
| 12/6                    | Tue  | Instruction on Action Plan Creation  |
| 12/7                    | Wed  |  |
| 12/8                    | Thu  | Instruction on Action Plan Creation  |
| 12/9                    | Fri  | Action Plan Presentation   |

**\*In your country, it will be the day before due to the time difference.**

|   |
|---|
| The following lectures will be conducted only by watching videos on YouTube and submitting reports. |
| JICA's Activities in Latin America  |
| Overseas Expansion Support Services by JETRO  |
| Small & Medium Enterprises Support, Japan   |
| Japanese Manufacturing (5S,KAIZEN)  |
| Universal Design  |
| Import and Sale of Coffee and Commercial Foods  |
| Development of the Amaou Strawberry Variety   |
| Olive Product Development and Branding in Shodoshima  |
| Production and Sale of Sesame Products in Japan   |
| Branding of Imabari Towel   |

### III. Eligibility and Procedures

#### 1. Expectations to the Applying Organizations

- (1) This course is designed primarily for organizations that intend to address specific issues or problems identified in their operation. Applying organizations are expected to use the program for those specific purposes.
- (2) This course is enriched with contents and facilitation schemes specially developed in collaboration with relevant prominent organizations in Japan. These special features enable the course to meet specific requirements of applying organizations and effectively facilitate them toward solutions for the issues and problems.

#### 2. Nominee Qualifications

Applying organizations are expected to select nominees who meet the following qualifications.



## **(1) Essential Qualifications**

### 1) Current Duties:

-The personnel from public organizations: officials who are engaged in export promotion.

-The personnel from private organizations/companies: managers who are engaged in export promotion or sales promotion in cooperatives, CCIs, or industry groups.

\* Candidates must have rich professional experience of providing business supporting service for export marketing.

\* In addition, candidates must present the information of products that have already been exported or are intended to export to the markets of developed countries, such as the Japanese market.

2) Experience in the relevant field: have more than 3 years' experience in the field of export promotion.

3) Educational Background: be a university graduate.

4) Language: Good command of Spanish

5) Those who can prepare and submit application form in English.

English ability is not considered for the program.

6) Health: must be in good health to participate in the program.

### 7) Remote training implementation requirements:

-Stable network environment (If you have any concerns about the internet environment, please do not hesitate to ask JICA office in your country.)

-To be able to access to 2-3GB of data at the LIVE session per day.

-To be able to attend a Zoom Meeting at a designated day & time.

-Preparation of PC with web-camera, earphone and microphone.

## **(2) Recommendable Qualifications**

Expectations for the Participants:

1) Age: between the ages of twenty-five (25) and forty-five (45) years

2) To be able to communicate everyday conversation in English

3) Gender Equality and Women's Empowerment: Women are encouraged to apply for the program. JICA makes a commitment to promote gender equality and women's empowerment, providing equal opportunity for all applicants regardless of sexual orientation and gender identity.

## **3. Required Documents for Application**

**(1) Application Form:** The Application Form is available at **the JICA overseas office (or the Embassy of Japan)**.

\* If you have any difficulties/disabilities which require assistance, please specify necessary assistances in the QUESTIONNAIRE ON MEDICAL STATUS RESTRICTION (1-(c)) of the application form. Information will be reviewed and used for reasonable accommodation.

**(2) Photocopy of passport:**

\*The following information should be included in the photocopy:

Name, Date of Birth, Nationality, Sex, Passport Number and Expiry Date

- (3) **Job Report & Issue Analysis Sheet (IAS)**: to be submitted with the application form. The documents should be completed in accordance with descriptions of Annex-1(Job Report) and Annex-2(Issue Analysis Sheet). Each applicant should submit his/her IAS with approval of his/her superior and an IAS without approval of an applicant's superior is not accepted.

#### 4. Procedures for Application and Selection

##### (1) Submission of the Application Documents

Closing date for applications: **Please confirm the local deadline with the JICA overseas office (or the Embassy of Japan).**

(All required material must arrive at **JICA Center in Japan** by **August 25, 2022**)

##### (2) Selection

Primary screening is conducted at the JICA overseas office (or the embassy of Japan) after receiving official documents from your government. JICA Center will consult with concerned organizations in Japan in the process of final selection. Applying organizations with the best intentions to utilize the opportunity will be highly valued.

The Government of Japan will examine applicants who belong to the military or other military-related organizations and/or who are enlisted in the military, taking into consideration of their duties, positions in the organization and other relevant information in a comprehensive manner to be consistent with the Development Cooperation Charter of Japan

##### (3) Notice of Acceptance

The JICA overseas office (or the Embassy of Japan) will notify the results **not later than September 26, 2022.**

#### 5. Conditions for Participation

- (1) to strictly adhere to the program schedule,
- (2) not to save the uploaded lecture videos and to use them for secondary purposes,
- (3) not to change the program topics,

## IV. Administrative Arrangements

### 1. Organizer (JICA Center in Japan)

(1) **Center:** JICA Kyushu Center (JICA KYUSHU)

(2) **Program Officer:** Mr. NAKANO Yukimasa (kicctp@jica.go.jp)

### 2. Implementing Partner

(1) **Name:** Kitakyushu International Techno-cooperative Association (KITA)

(2) **URL:** <http://www.kita.or.jp/english/>

| <b>Part I: Knowledge Co-Creation Program and Life in Japan</b> |   |
|--|---|
| English ver.   | <a href="https://www.youtube.com/watch?v=SLurfKugrEw">https://www.youtube.com/watch?v=SLurfKugrEw</a>                         |
| French ver.  | <a href="https://www.youtube.com/watch?v=v2yU9ISYcTY">https://www.youtube.com/watch?v=v2yU9ISYcTY</a>                         |
| Spanish ver.   | <a href="https://www.youtube.com/watch?v=m7l-WIQSDjl">https://www.youtube.com/watch?v=m7l-WIQSDjl</a>                         |
| Russian ver.   | <a href="https://www.youtube.com/watch?v=P7_ujz37AQc">https://www.youtube.com/watch?v=P7_ujz37AQc</a>                         |
| Arabic ver.  | <a href="https://www.youtube.com/watch?v=1iBQqdpXQb4">https://www.youtube.com/watch?v=1iBQqdpXQb4</a>                         |
| <b>Part II: Introduction of JICA Centers in Japan</b>          |   |
| JICA Kyushu  | <a href="https://www.jica.go.jp/kyushu/english/office/index.html">https://www.jica.go.jp/kyushu/english/office/index.html</a> |

## V. Other Information

### 1. Report and Presentation

#### (1) Job Report & Issue Analysis Sheet (IAS)

Each applicant is required to submit his/her own Job Report & Issue Analysis Sheet following the instruction. Visual materials such as Power Point and pictures may be helpful.

The form of Job Report and IAS is written in Annex sheet hereinafter.

Candidates should describe the items below in Job Report.

- 1) Your organization and your task
- 2) Existing challenges in your section
- 3) Expectations for the training course
- 4) Situation Analysis

Particularly item 2), we request specific as well as detailed description so that this training course can suggest serviceable advice. Simple description such as “Lack of budget” “Lack of market “and “Lack of Manpower and Technology” cannot give us any information to judge the issue for its solution. This item is quite related to Issue Analysis Sheet (IAS) that candidates are also requested to submit. We regard item 2) as the most critical description in order to qualify the participant in this course. Therefore, candidates are requested to describe item 2) specifically and accurately in detail so that we can understand your passion for attending the course.

In addition, IAS as the summary of item 2) has to be submitted along with Job Report.

#### (2) Action Plan

Participants are required to make an Action Plan at the end of the training to express your idea and plan which you carry out, reflecting the knowledge and method you acquire in the training. Each person will have 10 minutes for presentation.

Also, participants are required to complete IAS by the end of the training and present it at the Action Plan Presentation.

### 2. Certification

Participants who have successfully completed the training program will be awarded a certificate by JICA.

### 3. Remarks

JICA training is implemented for the purpose of development of human resources who will promote the advancement of the countries, but not for the enrichment of individuals nor private companies. Matters of a trade secret and patent techniques

will remain confidential and inaccessible during the training.

## **VI. Annex**

- I. Job Report (Annex-1)
- II. Issue Analysis Sheet(Annex-2)

Annex-1

***Developed Market Oriented Export Promotion Strategy  
/ Marketing Strategy (C)***

***Job Report***

Name:

Country:

Organization and present post:

E-mail:

**Remarks 1:** The Report should be typewritten in English (12-point font, appropriately spaced, A4 size paper).

**Remarks 2:** Each participant is required to have presentation in 10 minutes (Including interpreter time) based on this Job Report and IAS at the early stage of the program for the purpose of making the training more effective and fruitful by comprehending the situations and problems of the participants each other. It is also requested to prepare a POWER POINT for the presentation.

**1. Your organization and your task**

1) Organization chart

Please draw a chart of your organization including the department (section) names with the number of staffs in it and mark where you are positioned.

(The chart should be attached and not be counted in this page limit.)

Please describe a duty of each department (section) briefly.

1) Brief description of your assignments

**2. Existing challenges in your section**

1) Challenges you are facing in your section

2) Countermeasures for these challenges

3) Obstacles in the process of solving those challenges

**3. Expectations for the training course**

1) Your purpose of participating in the course

2) Subjects of the course which you are interested in the most.

3) How do you expect to apply skills and knowledge for overcoming challenges according to listed items in curriculum (in the previous section) after you return to your home country?

4) Other matters you are expecting for this course, if any.

(Basically this training program is fixed and cannot be changed upon your request.)

#### 4. Situation Analysis

Describe local goods to be better marketed and branded.

※You can present maximum 3 local goods to enhance export as your case.

1) Name of local goods and reasons for the selection

- Merchandise photograph is a requisite.

It is preferable to bring an actual article or goods.

2) Their comparative advantages/strengths, unique specification and features

3) To promote more export of the above products or other potential products of your country in general to developed countries, what do you think are the **two** major problems/challenges among the issues shown below? Pick up three issues and describe briefly the situation of each issue you pick up

- price competitiveness
- channels
- differentiation of products
- hygiene management
- packaging
- branding of the products/your country
- governmental support
- lack of information on market demand
- quality control
- transportation/tariff
- promotion tools/activities
- others if any



## Issue Analysis Sheet (IAS) Guidelines

### 1. What is IAS?

- (1) IAS is a tool to logically organize relationships between issues and contents of the training program in Japan.
- (2) IAS will help the nominee to clarify his/her challenges to be covered in each expected module output and to formulate solutions to them.
- (3) The sheet is to be utilized as a logical process control sheet to draw up improvement plans for the issues by filling out the sheet in phases from prior to the nominee's arrival through to the end of the training.
- (4) In addition, it is used for the course leader and lecturers to understand the issues that each participant is confronting, and provide him/her with technical advice, useful references and solutions through the training program in Japan.

### 2. How to fill out IAS?

- (1) Please describe the issues you confront in column "**A: Issues that you confront**".

You shall describe challenges you are facing in your section also in the Job Report. Among them, in column A, please describe only those issues you expect to solve utilizing information and knowledge being delivered in this training course. Prepare the separate rows for each problem; if necessary, please add new rows.

- (2) In column "**B: Actions that you are taking**", please describe actions that you are taking to solve the issues shown in "**Column A**".

This information is very important to carry out the training course and also to make Action Plan as a fruit of the training.

- (3) It's not necessary to fill in column "**I : Task or the information that I need**", column "**II : Useful information that I obtained/found**" and column "**III :**

**Lecturer**". These columns shall be filled out during the training.

- (4) "**Column I**" shall be clarified and filled out in the subject "**Task extraction using IAS**" implemented at the earlier time in the training.

- (5) "**Column II**" and "**Column III**" shall be filled out during the training and you are required to present completed IAS in the subject "**Action Plan Presentation**".

**Issue Analysis Sheet (IAS)**

Country:

Name:

|    |   |  |                         |
|----|---|--|-------------------------|
| No | <b>【A】* Issues that you confront.</b>             | <b>【B】 Actions that you are taking.</b>                  |                         |
| 1  | <b>【 I 】 Task or The information that I need.</b> | <b>【 II 】 Useful information that I obtained /found.</b> | <b>【 III 】 Lecturer</b> |
|    |   |  |                         |

|    |   |  |                         |
|----|---|--|-------------------------|
| No | <b>【A】* Issues that you confront.</b>             | <b>【B】 Actions that you are taking.</b>                  |                         |
| 2  | <b>【 I 】 Task or The information that I need.</b> | <b>【 II 】 Useful information that I obtained /found.</b> | <b>【 III 】 Lecturer</b> |
|    |   |  |                         |

|    |   |  |                         |
|----|---|--|-------------------------|
| No | <b>【A】* Issues that you confront.</b>             | <b>【B】 Actions that you are taking.</b>                  |                         |
| 3  | <b>【 I 】 Task or The information that I need.</b> | <b>【 II 】 Useful information that I obtained /found.</b> | <b>【 III 】 Lecturer</b> |
|    |   |  |                         |

**【 I 】,【 II 】,【 III 】** These columns will be filled during the training course.

**\*You shall describe challenges you are facing in your section also in the Job Report. Among them, in column A, please describe only those issues you expect to solve utilizing information and knowledge being delivered in this training course.**

## **For Your Reference**

### **JICA and Capacity Development**

Technical cooperation is people-to-people cooperation that supports partner countries in enhancing their comprehensive capacities to address development challenges by their own efforts. Instead of applying Japanese technology per se to partner countries, JICA's technical cooperation provides solutions that best fit their needs by working with people living there. In the process, consideration is given to factors such as their regional characteristics, historical background, and languages. JICA does not limit its technical cooperation to human resources development; it offers multi-tiered assistance that also involves organizational strengthening, policy formulation, and institution building.

Implementation methods of JICA's technical cooperation can be divided into two approaches. One is overseas cooperation by dispatching experts and volunteers in various development sectors to partner countries; the other is domestic cooperation by inviting participants from developing countries to Japan. The latter method is the Knowledge Co-Creation Program, formerly called Training Program, and it is one of the core programs carried out in Japan. By inviting officials from partner countries and with cooperation from domestic partners, the Knowledge Co-Creation Program provides technical knowledge and practical solutions for development issues in participating countries.

The Knowledge Co-Creation Program (Group & Region Focus) has long occupied an important place in JICA operations. About 400 pre-organized courses cover a wide range of professional fields, ranging from education, health, infrastructure, energy, trade and finance, to agriculture, rural development, gender mainstreaming, and environmental protection. A variety of programs is being customized by the different target organizations to address the specific needs, such as policy-making organizations, service provision organizations, as well as research and academic institutions. Some programs are organized to target a certain group of countries with similar developmental challenges.

### **Japanese Development Experience**

Japan, as the first non-Western nation to become a developed country, built itself into a country that is free, peaceful, prosperous and democratic while preserving its tradition. Japan will serve as one of the best examples for our partner countries to follow in their own development.

From engineering technology to production management methods, most of the know-how that has enabled Japan to become what it is today has emanated, of course, has been accompanied by countless failures and errors behind the success stories.

Through Japan's progressive adaptation and application of systems, methods and technologies from the West in a way that is suited to its own circumstances, Japan has

developed a storehouse of knowledge not found elsewhere from unique systems of organization, administration and personnel management to such social systems as the livelihood improvement approach and governmental organization. It is not easy to apply such experiences to other countries where the circumstances differ, but the experiences can provide ideas and clues useful when devising measures to solve problems.

JICA, therefore, would like to invite as many leaders of partner countries as possible to come and visit us, to mingle with the Japanese people, and witness the advantages as well as the disadvantages of Japanese systems, so that integration of their findings might help them reach their developmental objectives.



**Contact Information for Inquiries**

For inquiries and further information, please contact the JICA overseas office or the Embassy of Japan. Further, address correspondence to:

**JICA Kyushu Center (JICA KYUSHU)**