



日独産業協会
Deutsch-Japanischer
Wirtschaftskreis

THE DJW “NETWORKING HUB”

A CONCEPT (AS OF JUNE 2020)

PREAMBLE

The most valuable asset within DJW are our experienced members with their manifold personal contacts in the Japanese-German business world.

The question is how to orchestrate a fruitful member dialogue characterized by its many different themes, how to uncover the different actors within the network in order to make them visible and approachable to those who are looking for exchange, support, advice or information.

In order to facilitate the direct exchange among our members and thus to further exploit the potential of our network, a reliable exchange platform shall be created in addition to the events of the DJW and its other existing information channels.

A squad of dedicated DJW members is currently working on a concept for such a "network hub".

BASIC IDEA OF THE HUB

DJW offers its digital infrastructure and events as a platform for its members to connect. So called “mentors” play a key role in the future framework. They could function as intermediators within the DJW network and thus support the efforts of the DJW staff to initiate matchmakings and to answer questions in the Japanese-German business context.



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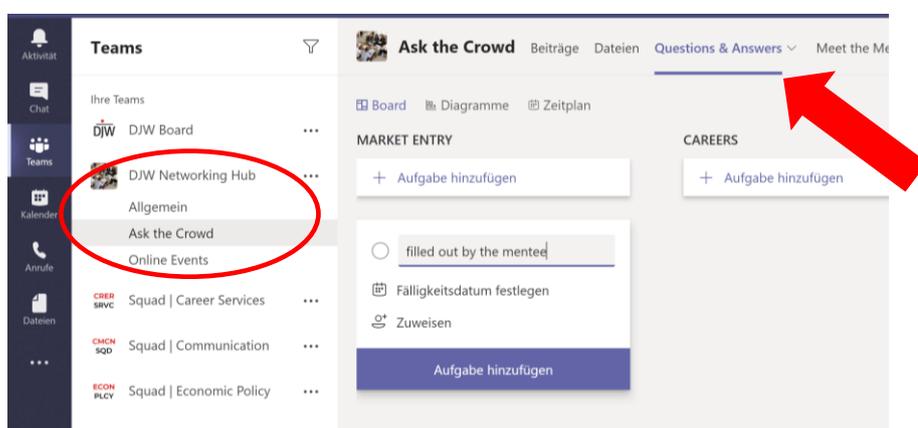


Rough Sketch at Squad
Workshop (Tokyo 2020/10)

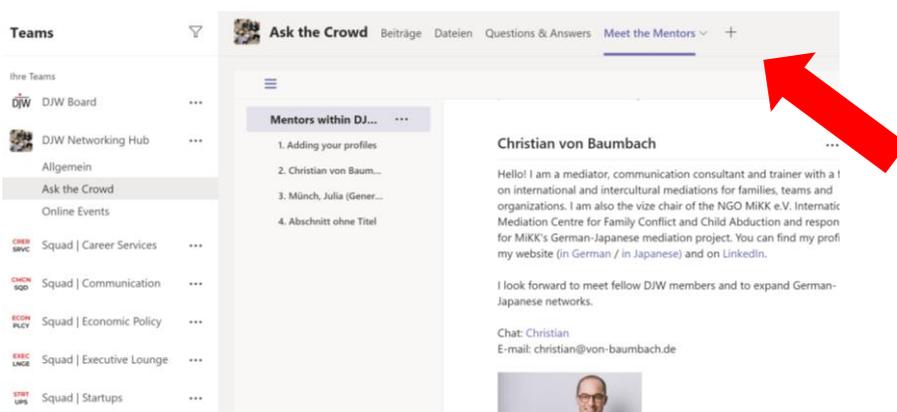
There would be 2 different ways for the members to get in touch and share their knowledge:

I) In the digital world

- a) DJW members with questions in the Japanese-German business context are invited to **share their inquiries at our digital form within the “Networking Hub” at MS Teams**. Non-members will also be able to participate with an anonymous status (DJW staff or other members pose their inquiries).
- b) Answers to mentees can directly be given by any DJW member and are transparently shared within the network. Mentors (who can be tagged) take over the responsibility to regularly **check open inquiries** at MS Teams and discuss with DJW staff and other registered members on how to proceed, gather information, and answer the inquiry.



One will be also able to contact potential mentors directly, as they are introducing themselves at Microsoft Teams (“meet the mentors” section of Team “Networking Hub”).

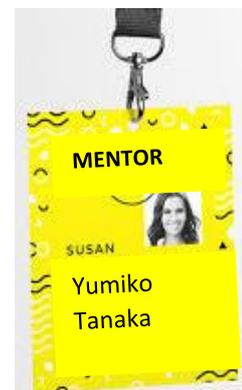


II) In the real world

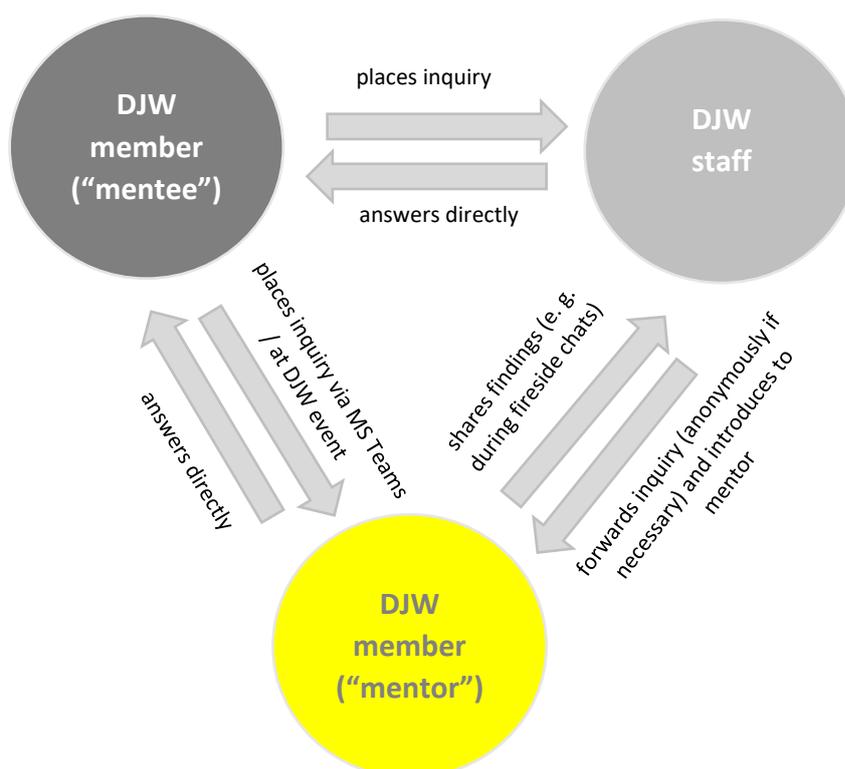
Additionally, members can **meet potential contact partners at DJW events**. Again, mentors agreed to act as intermediators to facilitate the matchmaking and share their knowledge.

Mentees can express their inquiries to the mentors, e.g.

- » During “Mentoring Lounges”
 - At symposiums and official members’ meetings
 - At General Conference of the Germany-Japan Startups Platform
 - During Career Forums
- » During regular DJW events in Germany and Japan throughout the year.



Somehow visually highlighted



DEFINITION AND CHARACTERISTICS OF MENTORS

We understand “mentoring” in the sense of a “soft” mentoring: DJW members with certain experience or knowledge in different areas (e.g. market entry, startups, career) pass this on to those who are less experienced or seeking very specific information on a subject.

Each individual DJW member as well as representatives of corporate members can become involved as a mentor if she or he meets the following criteria:

- S/he considers himself / herself as a „catalyst” for **already existing information** ([expert pool](#), [information pool](#), [job pool](#), [events](#) etc.), but ideally also has **his / her own network or specific knowledge that he / she would like to share**. In case he himself / she herself recognizes that the request is beyond his / her availability, s/he is willing to connect to or introduce to mentor colleagues or other potential players. S/he needs to be **registered at MS Teams**.
- S/he is willing to **share his / her findings** from the mentoring activity. Therefore, s/he regularly participates in virtual or physical meetings with other mentors and DJW board and team (“fireside chats”). S/he needs to be able to **understand English** but may also communicate in Japanese or German with the mentees.
- The mentor is wholeheartedly committed to the [statutes](#) of DJW and follows a “code of conduct”* that has to be developed among the mentors themselves. Although it is natural that the mentor pursues his / her own economic interests, altruism and the will to promote the German-Japanese business relations are at the heart of their mentoring activities.

WHO CAN PARTICIPATE AS A MENTEE?

Each individual DJW member as well as representatives of corporate members can participate as mentees.

Please write us an e-mail to be invited to our DJW “Networking Hub” at MS Teams (services@djw.de) if you don’t have access yet.

Non-DJW members (potential members) cannot participate directly as mentees, but DJW members can post Japanese-German business-related questions on their behalf and forward any replies to them. This should demonstrate the excellence of this platform for the purpose of extending their business network or research.

***CODE OF CONDUCT**

A code of conduct will be defined among the members themselves to set the social norms and responsibilities between all players participating in the networking hub and create an awareness of the attitudes and expected behavior of mentors, mentees and DJW staff, e. g.:

- *The member is wholeheartedly committed to the statutes of DJW.*
- *Although it is natural that the member pursues his / her own economic interests, altruism and the will to promote the German-Japanese business relations are at the heart of this mentoring activity.*
- *The mentor shall only share the results of the mentoring activity with the DJW staff and the other mentors with prior consent of the mentees and / or with prior consultation with concerning DJW staff who played a role as a mediator for the relevant networking requested by the mentee.*