



Frequently Asked Questions:

Q. What is the Executive Training Programme?

A. The Executive Training Programme (ETP) is a European Commission funded programme that provides European companies with the business, language and cultural training necessary for success in the Japanese and Korean markets. The ETP strengthens the presence of EU companies in Korea and Japan as well as the cultural and business links between those countries and the EU. The way business is done in Japan and Korea is so vastly different to how it is done in Europe that companies and executives doing business there need to be provided with specialist skills and insights necessary to succeed there. Growing the number of EU companies operating in both Japan and Korea is a key strategic imperative for the European Commission.

Q. Who can take part?

A. Business executives who are EU citizens and work for companies based in any of the 27 European Union member states can participate (please see specific requirement details below). Participants must apply jointly with the company they are working for by submitting an online expression of interest form which is available here <http://euetp.eu/apply-now/cycle-2012-2013>. The most promising candidates are then invited to Brussels where they undergo an interview and examination process. 45 candidates will be selected for the ETP in Japan and 15 for the programme in Korea. For detail and information about the application and selection process is available from www.euetp.eu/apply-now.

Minimum requirements for EU executives

- Be a citizen of one of the Member States of the European Union
- Be employed by a sponsoring company
- Demonstrate an excellent command of English
- Have not previously participated in the ETP
- Either have:
 - (a) a university degree of B.A. level + 3 years of professional experience as an executive
- or**
- (b) 2 years of higher education + 5 years of professional experience as an executive

Minimum requirements for EU companies

- Either: (a) have exports or investments in Japan or Korea or (b) have plans to develop exports or investments in one of the countries or (c) provide support to European companies in developing exports or investments to Japan or Korea
- Be EU-based/owned, have the global headquarters located in the EU, have a European identity and produce goods or services of EU origin
- Employ a minimum of 5 people and have an annual turnover of € 1 million or more
- Be committed to contributing towards a part of the living expenses of the participant throughout the programme
- Be committed to maintaining the employment link with the participant for the duration of the programme



Q. How much does it cost?

- A. The European Commission helps European executives by funding the whole training course of 45 weeks and providing a scholarship (€2,200 a month for Japan and €2,000 a month for Korea). Sponsoring companies are encouraged to contribute to the living expenses of ETP participants.

Q. How long has it been running?

- A. The ETP was established in 1979 and is one of the most successful EU programmes in Japan for more than a quarter of a century. Due to the success of the programme in Japan, the European Commission expanded the ETP in 2002 to also cover Korea.

Q. Where do participants study? And where do they complete their work internship?

- A. A number of internationally renowned Universities; School of Oriental and African Studies in London, Waseda University in Tokyo and Yonsei University in Seoul are partners of the programme. The ETP involves a three-week intensive training course about the culture, history and civil society of Japan or Korea which is conducted in London. This is followed by 30 weeks language and business training in Japan or Korea and finally, 12 weeks internship within a Japan or Korea based company.

Q. Does the ETP find work placements for participants? Or support them?

A critical element of the ETP is a 12-week internship with a Japan or Korea based company. The internship allows the participants to apply the knowledge and insights gained in a real business setting and to put these skills into practice. Finding and securing a relevant internship is a challenging component of ETP, however education providers in Japan and Korea provide continuous support to the participants. This support includes internship seminars to provide guidance, an internship manual, individual consultations, several networking events and social activities to connect with potential internship host companies. Prominent and reputable companies in Japan and Korea from across a range of sectors have welcomed ETP participants for their internship over the past 30 years. Previous host companies include Sony, Nissan, Mitsui & Co in Japan and GlaxoSmithKline, LG Electronics and the Samsung Economic Research Institute in Korea.

Q. How long does the programme take to complete?

- A. The total duration of the training programme is 45 weeks plus 2 weeks for a final evaluation and graduation ceremony. The next programme cycle commences in November 2012.

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