



## The 27th Fujitsu Scholarship Program Application - Fujitsu Scholarship Program 2011 -

Dear Fujitsu Scholarship Program Applicant:

Thank you for your interest.

The world is increasingly interconnected, and there is a growing need for leaders to equip themselves with the knowledge and skills required to function effectively in both domestic and international realms. In order to succeed in this environment, leaders require acute insights into the industries, societies, and cultures other than their own.

Fujitsu supports this endeavor by providing postgraduate education and cross-cultural management training opportunities to participants from across the Asia-Pacific region. The Fujitsu Scholarship has been offered since 1985 as a key initiative for deepening the relationships between the countries and citizens of the Asia-Pacific region through an exchange of cultural values, traditions, and business ways. This exchange fosters mutual understanding and cultivates networking necessary for navigating challenges of the region. This scholarship has since enabled 380 professionals from 17 countries and Hawaii to study cross-cultural management at JAIME, the Japan-America Institute of Management Science, in Hawaii, U.S.A.

If you are selected as a Fujitsu Scholar, you will attend JAIME's three-month East-West Knowledge Leaders Program (EWKLP), beginning in April 2011 or October 2011. After graduation, you will be expected to utilize your increased cultural sensitivity and business expertise in your home country, thereby contributing toward mutual understanding and cooperation among the people of the Asia-Pacific region and beyond.

I look forward to receiving your completed application.

Sincerely yours,

井口 久美子

Kumiko Iguchi  
General Manager  
Fujitsu Scholarship Program  
Fujitsu Limited

## Fujitsu Scholarship Information

### Eligibility Criteria

Applicants must qualify for admission to the JAIMS EWKLP program. The following are required:

1. A bachelor's degree or a degree equivalent to a four-year standard baccalaureate degree in any discipline from a regionally or nationally accredited institution.
2. Cumulative grade point average of 3.0 on a 4.0 scale.
3. A minimum TOEFL score of 577/233/90 (paper/computer/Internet), TOEIC score of 750, or IELTS overall band test result of 6.5 or higher from tests taken between October 2008 and September 2010.  
The following applicants are exempt from submitting an English proficiency test score:
  - Applicants whose native language is English and who are from either the United States, Australia, United Kingdom, New Zealand, Canada, or Singapore.
  - Applicants who hold a bachelor's or advanced degree within the last five years from an accredited or recognized college or university in the United States, Australia, United Kingdom, New Zealand, Canada, or Singapore.
4. A minimum of three years of relevant full-time work experience (five years preferred) at the time of application.
5. Applicants must be a resident of the state of Hawaii, U.S.A., or a citizen of one of the following countries: Australia, Cambodia, China, Hong Kong, India, Indonesia, Laos, Malaysia, Myanmar, New Zealand, the Philippines, Singapore, South Korea, Sri Lanka, Taiwan, Thailand, or Vietnam.

### Scholarship Proceeds

- Tuition and fees for the EWKLP
- Stipend toward living expenses\*
- Airfare and health insurance

\* Applicants from the following countries/areas are not eligible to receive the monthly stipend: Australia, Hawaii, Hong Kong, New Zealand, Singapore, South Korea, and Taiwan.

### Screening / Selection Procedures

#### 1. *Initial screening*

Initial screening is based on the strength of the application, which includes meeting the admission qualifications.

#### 2. *Interview*

Applicants who pass the initial screening will be contacted for an interview on a designated date in November 2010. Applicants must reside in their respective countries of citizenship at the time of their interview.

#### 3. *Selection of recipients*

- a. Final selection will be determined by Fujitsu Limited.
- b. Selection is based on English proficiency (for non-native speakers of English), work experience, motivation, goals as expressed in the essay and interview, academic performance, and test scores. A key factor is the individual's commitment to contributing to the mutual understanding and cooperation between countries and to the development of his/her home country. However, no single attribute outweighs others in the selection process, and strengths in one area may be used to offset weaknesses in another.

### Application Submission

Submit application documents to the **Fujitsu Hawaii Representative Office by September 30, 2010 postmarked deadline** (see special instructions for academic transcripts and test scores on the Application Checklist).

**Note: Submitted application documents will not be returned to applicants.**

### Inquiries

If you have questions, contact the Fujitsu's local affiliated office in your country/area or the Fujitsu Scholarship Program Office in Japan.

# JAIMS East-West Knowledge Leaders Program

## Program Overview

The East-West Knowledge Leaders Program (EWKLP) is a three-month program. The Program is intended to sharpen one's global business savvy, and build confidence for dealing with global business situations with a solid academic foundation complemented by a practice-based experiential learning environment. The curriculum will challenge you to integrate theory and practice, and will provide you with a broad foundation for innovative thinking.

Enhancing your effectiveness and integrity as a global business person and knowledge leader is the main goal. EWKLP courses will equip you with the knowledge, skills, and experiences necessary to make a difference.

Based on Peter Drucker's assertion that "management is a liberal art," the program features a liberal arts component including lectures and field study experiences related to history, philosophy, culture, religion, and cultural anthropology.

## Courses

Knowledge Management and Innovation  
Strategy Management  
Corporate Finance and Capital Markets  
Art of Negotiation  
Organizing Work  
Global Marketing Management  
Leadership and Ethics  
Business Law  
Economic and Financial Environment of Global Business  
Globalizing Hawaii  
Special Topics:  
Management is a Liberal Art: Cultural Anthropology, Buddhism, Confucianism, Philosophy; Creative Management; and the Model for Innovation Project.

## Term

- EWKLP 2011 Spring .....April 11, 2011 - July 7, 2011  
or
- EWKLP 2011 Fall .....October 10, 2011 - January 5, 2012

**For updated information, please visit the JAIMS website: [www.jaims.org](http://www.jaims.org)**

## Fujitsu's Vision for JAIME

JAIME (Japan-America Institute of Management Science) is a nonprofit postgraduate institute that Fujitsu Limited founded in 1972. JAIME's mission is to contribute to the human development of the Asia-Pacific region by educating and training individuals to be effective, knowledge-based leaders in an increasingly interdependent global economy.



**JAIME Campus in Hawaii Kai, Honolulu**

JAIME was first envisioned in the early 1970s by Yoshimitsu Kohra, then president of Fujitsu Limited. The JAIME idea was to take college graduates who were already in the business world and teach them the language, business methods, and special skills used in other countries.

Initially, the programs enrolled Japanese participants who learned American business and culture, and American participants who learned Japanese business and culture. From the outset, JAIME was to be truly international -- exchanging languages, cultures and business methods among future executives from all over the world.

Hawaii -- chosen as the location for JAIME, as it is the major connecting point between Japan and the United States -- is still today a unique place with a multiethnic, multicultural population.

Since 1972, JAIME has educated and trained over 23,000 program and seminar participants from 54 countries and is still dedicated to -- and has expanded upon -- the mission set out by its founders.

## Fujitsu's Social Contributions

We consider sustainable business management -- through which we seek to make lasting economic, environmental and social contributions -- as the most important means of fulfilling our corporate citizenship responsibilities and helping to make a better world.

As a leading global provider of cutting edge IT-based communication products, services, and solutions, the Fujitsu Group has a vital role to play in materializing a balanced expression of corporate sustainability.

We also recognize our responsibility as a regional corporate citizen to foster mutually beneficial relationships with our local communities and broader society through active contributions and involvement.

Education and international exchange have long been a major focus of Fujitsu's corporate social contribution efforts, and in this way we seek to broaden mutual understanding amongst our regional neighbors.



**Fujitsu Scholars  
visited Fujitsu's HQ upon completion.**

## Inquiry

For inquiry, please contact Fujitsu's local affiliated office.

### **Australia and New Zealand**

#### **Fujitsu Australia Ltd.**

2 Julius Avenue, North Ryde  
NSW 2113  
AUSTRALIA  
Attn.: Mr. Chip Graf  
Ph.: 61-2-9113-9579  
Fax: 61-2-9776-4421  
Email: fujitsu.scholarship@au.fujitsu.com

### **China**

#### **Fujitsu (China) Co., Ltd.**

13F, Tower A  
Ocean International Center  
No. 56 Dong Si Huan Zhong Road  
Chaoyang District  
Beijing 100025  
CHINA  
Attn.: Mr. Zou Haijun  
Ph.: 86-10-5969-1000, ext. 8829  
Fax: 86-10-5969-1099  
E-mail: jaims@cn.fujitsu.com

### **Hawaii**

#### **Fujitsu Hawaii Representative Office**

c/o JAIMS  
6660 Hawaii Kai Drive  
Honolulu, HI 96825-1192  
USA  
Attn.: Ms. Akiko Tyler  
Ph.: 1-808-395-2314  
Fax: 1-808-396-7111  
E-mail: atyler@jaims.org

### **Hong Kong**

#### **Fujitsu Hong Kong Ltd.**

10th Floor, Lincoln House  
979 King's Road  
Taikoo Place, Island East  
HONG KONG  
Attn.: Ms. Anita Wu  
Ph.: 852-2586-2092  
Fax: 852-2828-2808  
E-mail: anita\_wu@hk.fujitsu.com

### **India and Sri Lanka**

#### **Fujitsu India Pvt. Ltd.**

15th Floor, Tower 9A  
DLF Cyber City  
Udyog Vihar - Ph - III  
Gurgaon 122002  
INDIA  
Attn.: Ms. Prerita Mishra  
Ph.: 91-124-470-5100  
Fax: 91-124-470-5198 or 5199  
E-mail: prerita.mishra@ts.fujitsu.com

### **Indonesia**

#### **PT Fujitsu Indonesia**

Wisma Kyoei Prince 10th Floor  
Jl. Jend. Sudirman Kav. 3-4  
Jakarta 10220  
INDONESIA  
Attn.: Mr. Raditya Padmawangsa  
Ms. Erni Rahmawati  
Ph.: 62-21-570-9330  
Fax: 62-21-573-5150  
E-mail: scholarship@id.fujitsu.com

### **South Korea**

#### **Fujitsu Korea Ltd.**

Susong Tower Building  
83-1 Susong-Dong  
Jongno-Gu, Seoul 110-774  
SOUTH KOREA  
Attn.: Mr. Youngjun Ahn  
Ph.: 82-2-3787-5503  
Fax: 82-2-738-2033  
E-mail: scholarship@kr.fujitsu.com

### **Malaysia**

#### **Fujitsu (Malaysia) Sdn. Bhd.**

Level 1 & 2, 3505 Jalan Teknokrat 5  
63000 Cyberjaya  
Selangor Darul Ehsan  
MALAYSIA  
Attn.: Mr. Chris Ng  
Ph.: 60-3-8318-3700  
Fax: 60-3-8319-1328  
E-mail: chris.ng@my.fujitsu.com

### **Philippines**

#### **Fujitsu Philippines Inc.**

2nd Floor, United Life Building  
837 A. Arnaiz Avenue (Pasay Road)  
Legaspi Village  
Makati, Metro Manila 1229  
PHILIPPINES  
Attn.: Ms. Marivic Que  
Ms. Lorie Tan  
Ph.: 63-2-812-4001, Loc. 8501  
Fax: 63-2-817-7576  
E-mail: m.que@ph.fujitsu.com  
l.tan@ph.fujitsu.com

### **Singapore**

#### **Fujitsu Asia Pte. Ltd.**

20 Science Park Road  
#03-37 TeleTech Park  
Singapore Science Park II  
SINGAPORE 117674  
Attn.: Mr. Kimberly Liong Pe  
Ph.: 65-6512-7108  
Fax: 65-6512-7102  
E-mail: Kimberly.pe@sg.fujitsu.com

### **Taiwan**

#### **Fujitsu Taiwan Ltd.**

19th Floor, No. 39, Section One  
Chung Hwa Road, Taipei  
TAIWAN  
Attn.: Ms. Naomi Hsu  
Ph.: 886-2-2311-2255, ext.8223  
Fax: 886-2-2311-2426  
E-mail: Naomi@tw.fujitsu.com

### **Cambodia, Laos, Myanmar and Thailand**

#### **Fujitsu Systems Business (Thailand) Ltd.**

Exchange Tower 22nd-23rd Fl.  
388 Sukhumvit Rd., Kwaeng  
Klongtoey, Khet Klongtoey  
Bangkok 10110  
THAILAND  
Attn.: Ms. Linda Rojjananakkawong  
Ph.: 66-2-302-1500, ext. 1693  
Fax: 66-2-302-1555  
E-mail: linda@th.fujitsu.com

### **Vietnam**

#### **Fujitsu Vietnam Ltd.**

8/F, DMC Tower  
535 Kim Ma  
Ba Dinh District, Hanoi  
VIETNAM  
Attn.: Mr. Seiichi Sekishima  
Ph.: 84-4-220-3113  
Fax: 84-4-220-3114  
E-mail: s.sekishima@vn.fujitsu.com

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## **Fujitsu Scholarship Program Office, Fujitsu Limited**

Attn.: Mr. Dai Sakashita  
Ms. Yuko Kaneo  
Ph.: 81-3-6424-6621  
Fax: 81-3-6424-6625  
E-mail: contact-scholarship@cs.jp.fujitsu.com  
Fujitsu Solution Square,  
1-17-25 Shin-kamata, Ohta-ku, Tokyo 144-8588, JAPAN

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## Application Checklist

Fujitsu Scholarship for the JAIME East-West Knowledge Leaders Program

- Fujitsu Scholarship Application Form** (Enclosed)  
(including the essay and work experience information on separate sheets of paper)
- Two Recommendation Forms** (Enclosed)
- EWKLP Application Form** (Enclosed)  
You can also apply online at [www.jaims.org/apply\\_online.html](http://www.jaims.org/apply_online.html)
- Copy of TOEFL, TOEIC, or IELTS score report**  
Valid test dates are between October 2008 and September 2010.  
The following applicants are exempt from submitting an English proficiency test score:
  - Applicants whose native language is English and who are from either the United States, Australia, United Kingdom, New Zealand, Canada, or Singapore.
  - Applicants who hold a bachelor's or advanced degree within the last five years from an accredited or recognized college or university in the United States, Australia, United Kingdom, New Zealand, Canada, or Singapore.
- Original Official Academic Transcripts**
  - Official academic transcripts must be sent directly to the Fujitsu Hawaii Representative Office from all academic institutions attended. (Bachelor, Master, and Doctor)
  - An official transcript must be in a sealed envelope from an institution, which is unopened by anyone including the applicants. Once the envelope is opened, it is no longer considered official.

■ The above items must be mailed to: **Fujitsu Hawaii Representative Office**  
**c/o JAIME**  
**6660 Hawaii Kai Drive,**  
**Honolulu, HI 96825-1192 USA**

■ **Deadline for submission: Postmarked by September 30, 2010**  
*Applicants who fail to submit all documents by the due date cannot be considered.*

### Test Contacts

**Test of English as a Foreign Language (TOEFL):** [www.ets.org/toefl](http://www.ets.org/toefl)

**Test of English for International Communication (TOEIC):** [www.ets.org/toeic](http://www.ets.org/toeic)

**International English Language Testing System (IELTS):** [www.ielts.org](http://www.ielts.org)

# Fujitsu Scholarship Application Form

## I. Personal Information

Please type or print clearly in black ink.

NAME: LAST/FAMILY		FIRST	FULL MIDDLE	GENDER <input type="checkbox"/> FEMALE <input type="checkbox"/> MALE
BIRTHPLACE (City/Country)		BIRTH DATE (Month/day/year)	CITIZENSHIP	
CURRENT OR LOCAL MAILING ADDRESS		ZIP CODE	PHONE	
			VALID UNTIL (Month/day/year)	
PERMANENT HOME ADDRESS (if different from current address)			ZIP CODE	
			PHONE	
NAME OF UNIVERSITY FROM WHICH YOU GRADUATED		LOCATION (COUNTRY)	GRADUATION DATE	
TITLE OF PRESENT POSITION		ORGANIZATION		
BUSINESS ADDRESS				
E-MAIL				

## II. Recommendations

Name the two people who will personally recommend you for Fujitsu Scholarship consideration. Include their titles and addresses. Submit a copy of the Recommendation Form to each person listed below. **Recommendations postmarked by the September 30, 2010 deadline must be received** by the Fujitsu Hawaii Representative Office **directly from these individuals**. Your application will be incomplete until these recommendations are received. E-mail Ms. Yuko Kaneo at [contact-scholarship@cs.jp.fujitsu.com](mailto:contact-scholarship@cs.jp.fujitsu.com) if you change the name of either of these references.

Name:	_____
Title:	_____
Address:	_____
	_____

Name:	_____
Title:	_____
Address:	_____
	_____

### III. Essay

Describe how you are planning to contribute to your country after completion of the EWKLP. Please type or print your essay in ink, double-spaced on a **separate sheet of paper**.\*

### IV. Work Experience

Please list your work experience and describe the nature of your work in detail on a **separate sheet of paper**.\*

**\*Note:** Please label all additional sheets of paper in the upper right corner with **your full name, address, country, and date**.

I hereby certify that the information given on this application and supporting documents is complete and correct to the best of my knowledge, and I understand that misrepresentation of such information may result in rejection of my application.

Applicant's Signature \_\_\_\_\_

Date \_\_\_\_\_



Fujitsu Scholarship Program 2011

3. What do you consider to be the applicant's weaknesses?

4. Please evaluate the applicant's interpersonal and communication skills.

5. Please comment additionally on anything else that you believe would be helpful in considering the applicant for the program.

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Your signature: \_\_\_\_\_ Date: \_\_\_\_\_

Your name (printed): \_\_\_\_\_

Position or Title: \_\_\_\_\_

School or Firm: \_\_\_\_\_

Address: \_\_\_\_\_

Street

City

State

Zip Code

Country

E-mail: \_\_\_\_\_

**The candidate's application is incomplete unless the Fujitsu Hawaii Representative Office receives your recommendation postmarked by the September 30, 2010 deadline.**



Fujitsu Scholarship Program 2011

3. What do you consider to be the applicant's weaknesses?

4. Please evaluate the applicant's interpersonal and communication skills.

5. Please comment additionally on anything else that you believe would be helpful in considering the applicant for the program.

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Your signature: \_\_\_\_\_ Date: \_\_\_\_\_

Your name (printed): \_\_\_\_\_

Position or Title: \_\_\_\_\_

School or Firm: \_\_\_\_\_

Address: \_\_\_\_\_

Street

City

State

Zip Code

Country

E-mail: \_\_\_\_\_

**The candidate's application is incomplete unless the Fujitsu Hawaii Representative Office receives your recommendation postmarked by the September 30, 2010 deadline.**



## II. EDUCATION

LIST EVERY COLLEGE, UNIVERSITY, BUSINESS OR POST-SECONDARY SCHOOL ATTENDED (including any that you are currently attending).

NAME OF INSTITUTION (Do not use abbreviations) List most recent first	Location (Country)	Attendance Dates		Graduation		
		From (Mo/Yr)	To (Mo/Yr)	Date Received	Name of Degree	Major

## III. LANGUAGE BACKGROUND

What is your native language? \_\_\_\_\_

Test scores from one of the following are required:

I  took or  will take the

Test of English as a Foreign Language (TOEFL) on \_\_\_\_\_ Date \_\_\_\_\_ Score: \_\_\_\_\_

Test of English for International Communication (TOEIC) on \_\_\_\_\_ Date \_\_\_\_\_ Score: \_\_\_\_\_

International English Language Testing System (IELTS) test on \_\_\_\_\_ Date \_\_\_\_\_ Score: \_\_\_\_\_

List all foreign language(s) you have studied.      Where? (college, high school, private language school)      How long?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## IV. ACTIVITIES AND ORGANIZATIONS

List social, community and professional organizations, honorary societies, etc., that you belong or have belonged to; also list any offices held and honors, recognitions, or special awards received.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



