

2018

Graduate School of Innovation and Technology Management

(Professional Graduate School: Master's Course)

Yamaguchi University

## Application Guide and Form

For October 2018 Admission



Graduate School of Innovation and Technology Management  
Yamaguchi University  
Admission Policy and Diploma Policy

**-Educational philosophy and aims-**

The management of technology (MOT) refers to “creative and strategic innovation management by which technology-oriented corporations and organizations can continuously create business for the next generations and ensure their continued growth.” MOT education aspires to cultivate critical professional management skills in research and technology development for the purpose of vitalization and sustainable development of industries.

We aim to nurture business persons who would address their own challenges and explore optimal resource utilization both from regional and global perspectives, based on holistic and interdisciplinary knowledge, literacy and ethics for enabling continual innovations.

**-Admission Policy-**

We are looking for,

1. Students who would like to initiate innovation and exploit its outcome.
2. Students who aspire to achieve value creation and business problem solving strategically by taking advantage of technology as well as are willing to run business on their own or assist top management or take part in management in the future.
3. Students who ambitiously pursue to start their own business or improve their performance of business and duty by dint of creating and exploiting intellectual property and applying and systematizing accumulated work experience.

**-Diploma Policy-**

We aspire to nurture MOT-ist who is capable of bringing for the creative achievements by addressing problems from multifaceted perspectives of technology and management. We grant a “Master of Technology Management (professional)” diploma to those who fulfill the academic requirements; (a) completing designated duration of the study, (b) earning predetermined credits, (c) acquiring the knowledge and skills below and (d) passing the final examination.

**【Comprehensive capability in common】**

1. Capability to learn/understand the role of innovation and the methodology to initiate innovation in a multidisciplinary manner and to apply/exploit the knowledge to practice in a proactive manner.
2. Capability to cultivate the attitude to accomplish business activities by cooperating with others while having high ethics and to serve society.

【Specific capability, acquiring at least any one of the followings】

3. Capability to learn the necessary knowledge to execute research and development and/or business activities in an organized way, to figure out the problems confronting oneself and to rationally and efficiently address the problems.
4. Capability to learn/understand the principles of economic law and the valuation method correctly and to lead the achievement of business activities to economic value.
5. Capability to understand the importance of intellectual property, to acquire the mechanism and approach to let the intellectual property support business implementation and to create and secure one's own idea.
6. Capability to understand diverse society and culture as well as to develop research hypothesis, to design and implement a research project for enabling oneself to play an important role in global fields.

## I. Outline of School

Name	Graduate School of Innovation and Technology Management
Major	Department of Technology Management
Degree	Master of Technology Management
Length of Course	Two Years

## II. Date of Admission

# October 1 (Mon.), 2018

\*All classes are taught in English for students enrolled in October.

### III. Admission Quota

Department of Technology Management: 15 students

(Admission quota is the total number of students admitted in April and October)

## IV. Eligibility

Applicants must fall under one of the following categories:

- (1) University graduates or those expecting to graduate from a university by September 30, 2018.
- (2) Those who have been awarded a bachelor's degree under the provisions of Paragraph 4, Article 104 of the School Education Act (Japan) or those who are expected to receive one by September 30, 2018.
- (3) Those who have completed or are expected to complete 16 years of school education in a foreign country by September 30, 2018.
- (4) Those who have completed or are expected to complete, by September 30, 2018, 16 years of school education through correspondence courses provided in Japan by an overseas educational institution.
- (5) Those who have completed or are expected to complete, after the date determined by MEXT, a course separately designated by MEXT at a specialized training college (which graduation requires at least four years, and also meets the other standards established by MEXT) by September 30, 2018.
- (6) Those who are designated by MEXT (under the Public Notice of the Ministry of Education No. 5 on February 7, 1953).
- (7) Those who are enrolled in a graduate program of another university under the provisions of Paragraph 2, Article 102 of the School Education Act (Japan) and are deemed by the Graduate School of Innovation and Technology Management to possess the academic capability required to follow a graduate program at the Graduate School.

(8) Those, 22 years old or above as of September 30 2018, who, following an individual entrance eligibility screening, are deemed by the Graduate School to possess the academic capability equivalent to or greater than that of a university graduate.

(9) Those who meet any of the requirements listed below and are deemed by the Graduate School of Innovation and Technology Management to have achieved outstanding results for the courses designated by the Graduate School in accordance with the grade slipping system of Yamaguchi University:

1. Those who will have been enrolled in a university for 3 years or more as of September 30, 2018.

2. Those who have completed 15 years of school education in a foreign country by September 30, 2018.

3. Those who have completed 15 years of school education by taking correspondence courses provided in Japan by an overseas educational institution.

Note: Those who wish to apply on the basis of Item (7), (8), (9) must go through a prior screening of eligibility before starting the application process. Please refer to page XX for details and contact the Admission Office specified in the section "V. 4. Admission Office" in advance.

## V. Application Process

### 1. Application Period

Please hand in the application documents to the Admission Office from April 9, 2018 (Mon) to April 16 (Mon), 2018, 8:30 – 17:15.

If the application documents are sent by courier service (including EMS), please make sure that they must arrive before April 16, 2018.

### 2. Application Documents

All documents must be filled out in English and submitted.

<ul style="list-style-type: none"> <li>- Application for Admission</li> <li>- Photograph card</li> <li>- Identification card for Exam</li> </ul>	<ul style="list-style-type: none"> <li>- Fill out the provided forms.</li> <li>- Paste a photograph (4cm x 3cm head-and-shoulder shot without hat taken within the last three months) in the specified field on the photograph card.</li> <li>- Do not separate these three cards on submission.</li> </ul>
Graduation Certificate	Certificate of the highest academic degree obtained or expected to be obtained.
Academic Transcript	Official transcript from a graduate school; and/or a university

<p>Statement of application purpose: Form 1-(A) and Form 2 or, Form 1-(B) and Form 2</p>	<p>Fill out the provided form.</p> <p><u>Those who have work experience</u></p> <ul style="list-style-type: none"> <li>- Statement of application purpose 1-(A) with "professional background" in detail</li> <li>- Statement of application purpose 2 with "reason for applying and plan of dissertation".</li> </ul> <p>(Please refer to page 34 for the plan of dissertation. You may change your dissertation plan after entering the graduate school.)</p> <p><u>Those who do not have work experience</u></p> <ul style="list-style-type: none"> <li>- Statement of application purpose 1-(B) with "past research activities (e.g. the content of the graduation thesis)"</li> <li>- Statement of application purpose 2 with "reason for applying and plan of dissertation".</li> </ul> <p>(Please refer to page 34 for the plan of dissertation. You may change your dissertation plan after entering the graduate school.)</p> <p>*The text can be typed with word processing software and pasted on the provided form.</p> <p>**Supplemental materials (e.g. patent specification, technical report) can be attached if necessary.</p>
<p>Certificate of English language proficiency</p>	<p>Submit an original score certificate of an internationally recognized English language test (e.g. TOEFL, IELTS, TOEIC). However, applicants (1) whose native language is English and/or (2) whose bachelor's degree was granted from an institution where English is the primary medium of instruction can substitute a document for the score certificate of English language test by filling out the following provided form:</p> <ul style="list-style-type: none"> <li>- Statement on English Proficiency</li> </ul> <p>* Only score for examinations held in and after October 2015 are accepted.</p> <p>**The original score certificate will be returned to the applicants after selection.</p> <p>***If you have any doubts about your score certificate, please contact the admission office (see section V.4 "Admission Office").</p>

Application fee	<p>Application fee is JPY 30,000</p> <p>- Remittance from within Japan:</p> <p>Pay at a local post office to the account specified by Yamaguchi University. In addition to the application fee, the applicant should pay all other remittance fees incurred during the transfer. Paste the certificate of payment (transfer receipt) on the reverse side of the application form.</p> <p>- Remittance from overseas (telegraphic transfer):</p> <ol style="list-style-type: none"> <li>(1) The application fee should be paid in Japanese yen.</li> <li>(2) The applicant should remit the right amount of the application fee to the account specified by Yamaguchi University. In addition to the application fee, the applicant should also pay the remittance fees as well as any other commissions to the remitting bank to make sure the right amount of the fee will be received by Yamaguchi University.</li> <li>(3) All remittance fees and any other commissions including lifting charge or handling fees will be borne by the applicant.</li> <li>(4) Remittance should reach the specified account by the end of the application period.</li> <li>(5) Paste the receipt on the reverse side of the application form.</li> <li>(6) Contact the Admission Office about the information of the School's specified bank account.</li> </ol> <p>The application fee, once paid, will not be refunded under any circumstances.</p> <p>*Applicants who will pay from within Japan are asked to contact the Admission Office prior to the payment for further details.</p> <p>**Foreign students supported by a scholarship from the Japanese Government are exempted from the application fee.</p>
Other documents	Foreign applicants should submit a copy of their passports.

Note: Submitted application documents are strictly used for the admission selection of graduate students. Except the cases specified in Article 9 of the Act on the Protection of Personal Information Held by Incorporated Administrative Agency (Japan), any personal information collected will not be used for any other purpose or handed to a third party without applicants' permission.

### 3. Application Submission

- (1) During the application period, applicants must hand in all the documents listed above to the Admission Office specified bellow.
- (2) If the documents are posted from within Japan or from overseas, please send by Registered Express Mail or EMS with "Application for Graduate School of Innovation and Technology Management" written in red ink on the envelope.

### 4. Admission Office

Engineering Department Admission Office,  
Faculty of Engineering, Yamaguchi University,  
2-16-1, Tokiwadai, Ube, 755-8611, JAPAN  
TEL: +81-836-85-9012      FAX: +81-836-85-9019  
E-mail: en304@yamaguchi-u.ac.jp

### 5. Bank Account for Payment of Application Fee

(Bank Account designated by Yamaguchi University)

Details of the bank account will be informed upon inquiry for security reason. Please consult the Admission Office for details before application submission.

## VI. Selection of Students

### 1. Judgment of Acceptance

The judgment of acceptance shall be decided by comprehensive evaluation based on interview, academic transcripts, and other submitted documents.

#### (1) Interview

Each interview will be conducted in English for about 30 minutes.

The applicant will give a 10-minute presentation based on the content of their submitted "Statement of application purpose". After the presentation, admission interviewer will ask questions about the presented content. Our university will prepare equipment used for the presentation specified in (2) below.

#### (2) Equipment

The school will prepare laptop computer, projector, screen and white board as presentation equipment. Please be aware that no Internet network connection will be provided.

The school laptop computer has Windows OS and Microsoft Office 2010 installed. Please bring in your USB flash drive with your presentation data for the presentation.

If the applicant wants to use her own laptop computer, please make sure that her PC must have an external display output terminal. No time will be allocated for testing the connection with your PC prior to presentation.

## 2. Date of the interview

May 13 (SUN), 2018

The interview time will be stated in the admission ticket to the interview sent to the applicant.

## 3. Venue

The interview will be held in Tokiwa Campus.

Tokiwa Campus, Yamaguchi University,  
2-16-1, Tokiwadai, Ube, 755-8611, JAPAN

## **VII. Matters that require attention**

1. On the interview day, bring the admission ticket with you.
2. Changes of the contents of the submitted documents shall not be allowed after submission.
3. If any falsification in the application documents is discovered, permission to admission may be rescinded, even after the applicant has been admitted.
4. Those who enroll the school with the eligibility requirement specified in the item (9) of IV. Eligibility (grade skipping) shall lose the status as undergraduate students. Please be noted that those students shall not satisfy the qualification for some examinations (in Japan) which require the completion of undergraduate study. The applicants who consider to apply with the item (9) should be responsible for any disadvantage caused.
5. For further inquiry about admission, please consult the Admission Office specified in the section "V. 4. Admission Office".

## VIII. Announcement of Selection Results

12:00 (JST) May 25 (Fri), 2018

The result of the selection will be posted on the west bulletin board at the Faculty of Engineering, Yamaguchi University and the notification of the acceptance will be sent to successful candidates. The admission office will not respond to telephone inquiry.

The results are also announced on the Homepage of the Graduate School of Innovation and Technology Management. The official website of the school:

<http://mot.yamaguchi-u.ac.jp/>

## IX. Matriculation Procedure

Successful candidates will receive the documents about the matriculation procedure by mail. They should present at the Tokiwa Campus or send all the relevant documents by registered mail or EMS to complete the matriculation procedure during the following period.

### 1. Matriculation Procedure Period

June 11 (Mon) – Jun 15 (Fri), 2018

### 2. Matriculation Fee

Matriculation fee: 282,000 yen

The matriculation fee is paid when the applicant is present for the matriculation procedure or by bank transfer using the prescribed form. The matriculation fee is a one-time payment.

Note 1: The matriculation fee, once paid, will not be refunded under any circumstances. "Under any circumstances" includes "even if the person declines admission."

Note 2: In the case that Yamaguchi University decides to revise the matriculation fee for the year of 2018 after the release of this Application Guide and Form, the revised fee will be applied.

Note 3: For candidates who plan to pay the fee from overseas, please consult the Admission Office (see section V.4).

## **X. Others**

### **1. Tuition Fee:**

October – March Semester:	267,900 yen to be paid by the end of November
April – September Semester:	267,900 yen to be paid by the end of May

The payment of tuition fee shall be made after the matriculation.

Note 1: In the case that Yamaguchi University decides to revise the tuition fee for the year of 2018 after the release of this document, the revised fee will be applied.

Note 2: If the revision of the tuition fee is made during the student's academic years, the new tuition fee will be applied.

### **2. Other Fees:**

Student Health Union Insurance: 4,000 yen

Disaster and Accident Insurance for Student Education and Research: 2,430 yen

## Regarding the Approval Process for Application Eligibility (7), (8) and (9)

### 1. Details on Application Eligibility

#### (1) Regarding application eligibility (7):

Those who are enrolled in a graduate program of another university under the provisions of Paragraph 2, Article 102 of the School Education Act and are deemed by the Graduate School of Innovation and Technology Management to possess the academic capability required to follow a graduate program at the Graduate School. This category includes applicants who had studied in a university for three years or more, achieving outstanding results for specified credits and then enrolled in another graduate school when they had less than the specified period of education.

Required documents:

- A request form for prior evaluation of eligibility (please use the provided form).
- Records for admission application eligibility evaluation (please use the provided form).
- Statement of application purpose - Form 2 (please use the provided form).
- Certificate of studying period and academic transcript for undergraduate level from the most recent university.
- Certificate of enrollment and academic transcript from the enrolled graduate school.
- A stamped, self-addressed envelope (From within Japan, applicants must prepare an envelope of No. 3 size with a written return address and a 82-yen stamp on it. Applicants living outside Japan are asked to contact the Admission Office of the School to ensure that they will be able receive their return mail by Express Mail Service (EMS)).

#### (2) Regarding application eligibility (8):

Those, 22 years old or above, who have gone through an individual entrance eligibility screening and are deemed by the Graduate School to possess the academic capability equivalent to or greater than that of a university graduate. This category includes students from junior colleges, technical colleges of high school, vocational schools; graduates of other educational institutes; people from companies and other organizations engaged in research or practice equivalent to a graduation thesis.

Required documents:

- A request form for prior evaluation of eligibility (please use the provided form).
- Records for admission application eligibility evaluation (please use the provided form).
- Statement of application purpose - Form 1-(A) and Form 2 (please use the provided form).
- Certificate of graduation (or completion) from the most recent school.
- Concrete documents or reference materials such as research presentations, technical reports, patents, utility models etc.

- A stamped, self-addressed envelope (From within Japan, applicants must prepare an envelope of No. 3 size with a written return address and a 82-yen stamp on it. Applicants living outside Japan are asked to contact the Admission Office of the School to ensure that they will be able receive their return mail by Express Mail Service (EMS)).

(3) Regarding application eligibility (9):

Those who will have been enrolled in a university for 3 years or more as of September 30, 2018 and are deemed by the Graduate School of Innovation and Technology Management in a preliminary evaluation to have achieved outstanding results for specified courses. This category includes those, at the time of application, are enrolled in the third year of the university and will have reached three years of academic years on September 30 or those who have acquired all fundamental subjects' credits necessary for graduate school study and have achieved outstanding results for specialized subjects.

Required documents:

- A request form for prior evaluation of eligibility (please use the provided form).
- Statement of application purpose - Form 2 (please use the provided form).
- Academic transcripts and documents that can confirm the course subjects that are being taken. (Copies of registration etc.)
- Registration Rules and Subject Syllabus etc. of the enrolled university/faculty.
- A stamped, self-addressed envelope (From within Japan, applicants must prepare an envelope of No. 3 size with a written return address and a 82-yen stamp on it. Applicants living outside Japan are asked to contact the Admission Office of the School to ensure that they will be able to receive their return mail by Express Mail Service (EMS)).

## **2. Application period for Prior Evaluation of Admission Eligibility**

From March 12 (Mon) to March 14 (Wed), 2018, applicants must hand in all required documents for the prior evaluation to the Admission Office specified below.

If the documents are posted, please send by Registered Express Mail or EMS with "Prior Evaluation of Admission Eligibility Application for Graduate School of Innovation and Technology Management" written in red ink on the envelope. All posted documents must arrive not later than March 14 (Wed), 2018.

### **3. Admission Office**

Engineering Department Admission Office,  
Faculty of Engineering, Yamaguchi University,  
2-16-1, Tokiwadai, Ube, 755-8611, JAPAN  
TEL: +81-836-85-9012      FAX: +81-836-85-9019  
E-mail: en304@yamaguchi-u.ac.jp

### **4. Result Notification**

The result will be sent to applicants by March 23 (Friday), 2018.

### **5. Application Procedure**

Applicants who have passed the Prior Evaluation of Admission Eligibility will need to continue to submit all other documents as required by other general applicants. Please follow the session "V. Application Process".

## 山口大学大学院研究科のアドミッション・ポリシー

山口大学は「発見し・はぐくみ・かたちにする 知の広場」を理念に、地域の基幹総合大学及び世界に開かれた教育研究機関として、たゆまぬ研究及び社会活動並びにそれらの成果に立脚した教育を実践し、地域に生き、世界に羽ばたく人材の育成に努めます。

そのために、次のような学生の入学を求めています。

### ● 求める学生像

- 高度な理論的・実践的研究に意欲をもつ人
- 研究成果を実践の場で応用・展開できる人
- 豊かな人間性と高度な倫理性、社会性を備えた人

## 大学院技術経営研究科のアドミッション・ポリシー及びディプロマ・ポリシー

### 教育上の理念、目的

技術経営（Management of Technology : MOT）とは、「技術を事業の核とする企業・組織が次世代の事業を継続的に創出し、持続的発展を行うための創造的、かつ戦略的なイノベーションのマネジメント」を意味し、わが国の産業の活性化と持続的発展のために、MOT 教育は、研究開発・技術開発において必要な専門的経営能力向上を目指します。

本研究科は、科学技術および企業経営の普遍的原理ならびに最新の知識を統合し、イノベーションを持続的に創出するためのマネジメントの研究を行い、もって総合的・学際的な知識・教養・倫理観に立脚し、自身の課題ならびに地域および地球規模での資源の最適利用を考え、判断する能力を持つ人材を養成することを目的とします。

### アドミッション・ポリシー（求める学生像）

本研究科では以下のいずれかに該当する者を学生として受け入れます。

- 企業、組織、地域、国内外などで自らが中核となってイノベーションに携わり、成果の創出や活用を目指した取り組みをしようとする人
- 企業経営や組織運営において、戦略的な視点から技術を活用した価値創造や経営課題解決に意欲を持つとともに実践に必要な理論や手法を習得して、自ら経営にあたる、経営層を補佐する、将来に向けての経営の一翼を担おうとする、などの意志を持つ人
- 知的資産の創出と活用、蓄積した業務経験の活用や体系化などに基づく新規起業や事業・職務の遂行における高度化などに挑戦的に取り組もうとする人

### ディプロマ・ポリシー

山口大学大学院技術経営研究科では、技術と経営の二つの視点から問題に取り組み、創造的な成果を生み出していくことのできる＜技術経営＞者を養成することを目的としています。所定の期間在学し、所定の単位を修得し、下記の知識や能力を身に付け、修了審査に合格した学生に「技術経営修士（専門職）」の学位を授与します。

【共通する総合的な能力】

1. イノベーションの意義や創発するための方法論について学問横断的に学習・理解し、その知識を主体的に実務に活用・応用する能力
2. 高い倫理観を持って他者と協調して事業活動に取り組む態度を涵養し、社会に貢献する能力

【具体的な能力として、以下のいずれかを身に付ける】

3. 研究開発や事業活動などを組織的に遂行するために必要な知識を学び、自らの課題を正しく把握し、それらに合理的かつ効率的に対処する能力
4. 経済法則の原理と価値の計測方法を正しく学習・理解し、事業活動の成果を経済的価値に結びつける能力
5. 知的資産の重要性を理解し、事業遂行に役立てていく仕組みや方法を修得したうえで、自らアイデアを創出し知的資産化する能力
6. グローバルなフィールドで活躍できるように、多様な社会や文化を理解するとともに、自ら仮説を立てて研究方法を構築し、遂行する能力

I 技術経営研究科の概要

名 称	山口大学大学院技術経営研究科 Graduate School of Innovation and Technology Management
専 攻	技術経営専攻 Department of Technology Management
学位名称	技術経営修士（専門職） 【Master of Technology Management】
修了年限	2年

II 入学年月日

平成30年10月1日

※10月入学者への授業については、すべて英語で行われます。

III 募集人員

技術経営専攻 15名

募集人員は4月入学及び10月入学の合計人数です。

#### IV 出願資格

- (1) 大学を卒業した者及び平成 30 年 9 月までに卒業見込みの者
- (2) 学校教育法第 104 条 4 項の規定により大学評価・学位授与機構から学士の学位を授与された者及び平成 30 年 9 月までに授与見込みの者
- (3) 外国において、学校教育における 16 年の課程を修了した者及び平成 30 年 9 月までに修了見込みの者
- (4) 外国の学校が行う通信教育における授業科目を我が国において履修することにより当該外国の学校教育における 16 年の課程を修了した者又は、平成 30 年 9 月までに修了見込みの者
- (5) 専修学校の専門課程（修業年限が 4 年以上であることその他の文部科学大臣が定める基準を満たすものに限る。）で文部科学大臣が別に指定するものを文部科学大臣が定める日以後に修了した者又は、平成 30 年 9 月までに修了見込みの者
- (6) 文部科学大臣の指定した者（昭和 28 年 2 月 7 日文部省告示第 5 号）
- (7) 学校教育法第 102 条第 2 項の規定により他の大学院に入学した者であって、研究科において、大学院における教育を受けるにふさわしい学力があると認めたもの
- (8) 本研究科において、個別の入学資格審査により、大学を卒業した者と同等以上の学力があると認めた者で、平成 30 年 9 月末までに 22 歳に達するもの
- (9) 平成 30 年 9 月末日で大学に 3 年以上在学し、又は外国において学校教育における 15 年の課程を修了した者又は外国の学校が行う通信教育における授業科目を我が国において履修することにより当該外国の学校教育における 15 年の課程を修了した者であって、本研究科の定める単位を優秀な成績で修得したと認めるもの

（注意）出願資格(7)、(8)及び(9)に該当する志願者は、出願に先立ち出願資格の事前審査を行いますので、21～22 ページを参照してください。詳細については、事前に工学部学務課入試係に問い合わせてください。

#### V 出願手続

##### 1. 出願期間

平成 30 年 4 月 9 日（月）～平成 30 年 4 月 16 日（月）8 時 30 分～17 時 15 分

郵送（EMS（国際スピード郵便）を含む）の場合は、平成 30 年 4 月 16 日（月）までに必ず届くよう、郵送期間を十分考慮の上、発送してください。

2. 出願書類等

入 学 志 願 票	所定の用紙を使用してください。(本募集要項とじ込み)
写 真 票 受 験 票 検定料振替払込受付 証明書	<p>所定の用紙を使用してください。(本募集要項とじ込み)</p> <ul style="list-style-type: none"> <li>・写真票は出願前3か月以内に撮影した上半身・無帽・正面向きの写真(4cm×3cm)を、所定欄に貼ってください。</li> <li>・検定料の振替払込受付証明書を所定欄に貼り付けてください。</li> <li>・3枚は切り離さず提出してください。</li> </ul>
卒業(見込)証明書	出身大学長(学部長)又は出身学校長が作成したもの。
成 績 証 明 書	出身大学長(学部長)が作成し、厳封したもの。
志望理由書1-(A) 又は1-(B)及び 志 望 理 由 書 2	<p>所定の用紙を使用してください。(本募集要項とじ込み)</p> <ul style="list-style-type: none"> <li>・職歴等を有する者 志望理由書1-(A)に「これまでの職務経験について」、志望理由書2に「志望動機、特定課題研究の計画について」記入してください。 (特定課題研究については、33 ページを参照してください。なお、入学後に特定課題研究の計画を変更しても構いません。)</li> <li>・職歴等を有しない者 志望理由書1-(B)に「これまでの研究活動(卒業論文等の内容)について」、志望理由書2に「志望動機、特定課題研究の計画について」記入してください。 (特定課題研究については、33 ページを参照してください。なお、入学後に特定課題研究の計画を変更しても構いません。)</li> </ul> <p>志望理由は、ワープロ等で作成し所定欄に貼り付けてもかまいません。 なお、説明をさらに必要とするものは、補足資料を添付してください。</p>
英語能力に関する証明書又は申立書	<p>TOEIC, TOEFL 又は IELTS 等の英語能力に関する試験のスコア証明書のオリジナル及びそのコピーを提出してください。ただし、英語を母国語とする者、英語で教育を行っている機関から学位を授与された者は以下の書類をもって英語能力に関する証明書に代えることができます。</p> <p>英語能力に関する申立書:本研究科所定の用紙に必要事項を記入してください。</p> <p>*スコアは、2015 年 10 月以降に受験したものを有効とします。 **スコア証明書のオリジナルは確認後返却します。 ***証明書に関して不明な点がある場合には、「4. 提出先」に問い合わせてください。</p>

検 定 料	<p><b>30,000 円</b></p> <p>本学所定の用紙に、必要事項を記入のうえ最寄りの郵便局・ゆうちょ銀行で山口大学指定の口座に払い込んだ後、郵便局・ゆうちょ銀行から受け取った振替払込受付証明書（お客さま用）を所定欄に貼り付けてください。</p> <p>ただし、海外から検定料を支払う場合は、以下の点に注意して払い込みを行い、払い込んだ銀行の払込証明書を提出してください。</p> <p>(1) 検定料 30,000 円の支払は、「円建て」で行ってください。</p> <p>(2) 山口大学受取銀行口座への入金額が手数料により過不足がないように送金手続きをしてください。</p> <p>(3) 海外送金を行う際に発生する手数料は、振込を行う銀行窓口で金額等を確認した上で入学志願者本人が負担してください。</p> <p>(4) 出願期間に間に合うように海外送金の手続きを行ってください。</p> <p>(5) 払込証明書（金額、払込日時、払込者がわかるもの）を出願書類に添付してください。</p> <p>(6) 海外からの振込先（山口大学受取銀行口座）は別途お知らせいたしますので、「4. 提出先」にお問い合わせください。</p> <p>*国費外国人留学生（日本政府から奨学金を支給されている者）は、検定料を免除します。</p> <p>なお、出願書類を受理した後は「5. 検定料の返還について」に記載している場合を除き、いかなる理由があっても払込済の検定料は返還しません。</p>
そ の 他 証 明 書	<p><b>【出願資格（2）による出願者】</b></p> <ul style="list-style-type: none"> <li>・学士の学位を授与された者は、学位授与証明書。</li> <li>・「学位取得見込み」で志願する者は、在籍する短期大学長又は高等専門学校長が発行する次の証明書。</li> </ul> <p>①在籍する専攻科の修了見込証明書</p> <p>②学士の学位の授与を申請する予定である旨の証明書（様式任意）</p> <p><b>【出願資格（5）による出願者】</b></p> <p>出身学校長又は在籍する学校の学校長が発行する証明書（本募集要項とじ込み、出願資格5用）</p> <p>日本国籍を有しない者は、旅券を持っている場合、写しを提出してください。</p>

\*出願書類等については、この大学院入学者選抜において必要なため提出いただくものであり、これによって得た個人情報を、独立行政法人等の保有する個人情報の保護に関する法律第9条に規定されている場合を除き、出願者本人の同意を得ることなく他の目的で使用又は第三者に提供することはありません。

### 3. 出願方法

- (1) 入学志願者は、前記2の出願書類等を取りまとめ、下記4の提出先へ提出してください。
- (2) 出願書類等を国内から郵送する場合は、書留速達郵便とし、封筒の表に「技術経営研究科出願書類在中」と朱書きしてください。海外から郵送する場合は、書留航空便を利用してください。

### 4. 提出先

山口大学工学部学務課入試係

〒755-8611 山口県宇部市常盤台2丁目16-1 電話(0836)85-9012

### 5. 検定料の返還について

ア) 次に該当した場合は納付済の検定料を全額又はその一部を返還します。

- ① 検定料を納付済であるが山口大学に出願しなかった場合
- ② 検定料を誤って二重に納付した場合又は誤って所定の金額より多く納付した場合
- ③ 出願書類等を提出したが出願が受理されなかった場合

イ) 返還請求の方法

上記①又は②に該当した場合は、下記の問い合わせ先に連絡してください。連絡があった後に「検定料払戻請求書」用紙を送付しますので、必要事項を記入のうえ郵送してください。

また、上記③の場合は、出願書類等返却の際に「検定料払戻請求書」用紙を同封しますので、必要事項を記入のうえ、下記の問い合わせ先へ郵送してください。

検定料返還に関する問い合わせ先

〒753-8511 山口県山口市吉田1677-1

国立大学法人 山口大学財務部経理課

電話 (083) 933-5098

## VI 入学者選抜方法等

### 1. 選抜方法

面接及び出身大学等の成績証明書などを総合して判定します。

(1) 面接方法について

面接は、英語で1人30分程度行います。

最初に提出された志望理由書に記載された内容に基づき、PCを用いたプレゼンテーションを10分程度行っていただきます。プレゼンテーション終了後、内容に係る質疑を行います。

プレゼンテーションに係る機器は、本学で準備します。

(2) 機器等の利用について

本学では、プレゼンテーション用の機器として、ノートパソコン、液晶プロジェクタ、スクリーン、ホワイトボードを準備します。ネットワークの利用はできません。

プレゼンテーション用データは、原則 USB メモリーで持参してください。プレゼンテーションでは、本学が準備するノートパソコン（OS；Windows，アプリケーション；MS-Office2010）を使用させていただきます。

なお、ノートパソコンを持ち込む場合は、外部ディスプレイ出力端子付きの機種をご用意ください。ただし、事前に接続をテストする時間は設けません。

2. 選抜期日

平成 30 年 5 月 13 日（日）

選抜期日当日の集合時間は、「受験票」を送付する際に通知します。

3. 試験場

面接試験は、山口大学常盤キャンパスにて実施します。

【山口大学常盤キャンパス】

〒755-8611 山口県宇部市常盤台 2 丁目 1 6 - 1

VII 注意事項

1. 受験の際に、受験票を必ず携行してください。
2. 提出書類については、出願手続後、内容の変更を認めません。
3. 出願書類に虚偽の記載があった場合は、入学後でも入学許可を取り消すことがあります。
4. IV出願資格(9)の学部3年次生を対象とする（飛び入学）出願資格により本研究科へ入学した者の学部学生としての在籍上身分は、退学となります。従って、各種国家試験等の資格審査で大学の学部卒業を要件とするものについては受験資格が無いこととなりますので、十分注意してください。
5. 入学試験に関する照会は、次をお願いします。

山口大学工学部学務課入試係                      〒755-8611 山口県宇部市常盤台 2 丁目 1 6 - 1  
電話    (0836)85-9012

VIII 合格発表

平成 30 年 5 月 25 日（金） 正午

山口大学工学部掲示板に合格者の受験番号を掲示するとともに合格通知書を郵送します。電話その他による合・否の問い合わせには応じません。

なお、山口大学大学院技術経営研究科のホームページにも合格者の受験番号を掲載します。

ホームページアドレス

<http://mot.yamaguchi-u.ac.jp/>

## IX 入学手続

合格者には入学手続関係書類を郵送しますので、次の期間内に工学部学務課入試係において入学手続を完了してください。

### 1. 入学手続期間

平成 30 年 6 月 11 日（月）～平成 30 年 6 月 15 日（金）

### 2. 入学時に要する経費

#### (1) 入学料及び授業料

入学料（入学手続時納付）	282,000 円（予定額）
授業料（入学後納付）	前期分 267,900 円（予定額） 後期分 267,900 円（予定額）

注 1. 本募集要項公表後、平成 30 年度入学者に係る入学料、授業料の改定を本学として決定した場合は、改定後の額となります。また、既に納付されていた場合は、改定額との差額を納付していただくこととなります。

2. 在学中の授業料の納付は、入学手続時に郵便局・ゆうちょ銀行へ提出する自動払込利用申込書（入学手続書類とともに郵送します。）に基づき、前期分は 5 月末日、後期分は 11 月末日（末日が土・日曜の場合は、その前の平日）にゆうちょ銀行の学生（又は学資負担者）名義の口座から自動的に引き落とし大学に納付することとなります。引落日の前日までに必ず入金しておいて下さい。

3. 授業料は、在学中に授業料改定を行った場合、新授業料を適用します。

4. 入学手続きを行った者が、入学を辞退したときは、納付済みの入学料は、いかなる理由があっても返還しません。

授業料は、入学後に授業料の納付期間中に納付することとなります。

#### (2) 諸経費

学 生 健 康 保 険 組 合 費	4,000 円
学生教育研究災害傷害保険料	2,430 円

## X その他

1. 障害等のある入学志願者で、受験上及び修学上の配慮を必要とする者は、出願に先立ち、受験上及び修学上希望する具体的対応を記載した相談書（様式任意）を平成 30 年 3 月 23 日（金）までに工学部学務課入試係へ提出のうえ、相談してください。

2. 入学料及び授業料の納付が困難な者に対しては、それぞれ免除する制度があります。この制度により、入学料及び授業料の免除を希望する者は、下記に問い合わせください。

- ・ 山口大学学生支援部学生支援課学生サービス係

山口県山口市吉田 1 6 7 7 - 1      電話 (083)933-5611

- ・ 山口大学工学部学務課学生係

山口県宇部市常盤台 2 丁目 1 6 - 1      電話 (0836)85-9011

## 出願資格(7)、(8)及び(9)に関わる認定について

### 1. 出願資格

#### (1) 出願資格(7)について

学校教育法第102条第2項の規定により他の大学院に入学した者であって、研究科において、大学院における教育を受けるにふさわしい学力があると認めた者としてします。(大学に3年以上在学し、所定の単位を優れた成績をもって修得したことにより、所定の修業年限未滿で大学院に入学した者が、その後に本研究科に入学しようとする場合が該当します。)

##### 提出書類

- ・入学試験出願資格事前審査申請書(所定の用紙を使用してください。)
- ・入学試験出願資格審査調書(所定の用紙を使用してください。)
- ・志望理由書2(所定の用紙を使用してください。)
- ・在籍した最終大学の在籍期間証明書及び成績証明書
- ・在籍大学院研究科の在学証明書及び成績証明書
- ・返信用封筒(長形3号の封筒に82円切手を貼り、宛先を書いてください。)

#### (2) 出願資格(8)について

本研究科において、個別の入学資格審査により、大学を卒業した者と同等以上の学力があると認めた者で、22歳に達するものとします。(短期大学、高等専門学校、専修学校、各種学校の卒業者やその他教育施設の修了者で、企業、各種機関等で卒業論文に相当する研究あるいは実務に従事した者が該当します。)

##### 提出書類

- ・入学試験出願資格事前審査申請書(所定の用紙を使用してください。)
- ・入学試験出願資格審査調書(所定の用紙を使用してください。)
- ・志望理由書1-(A)及び志望理由書2(所定の用紙を使用してください。)
- ・最終出身学校の卒業(修了)証明書
- ・研究発表、技術報告、特許及び実用新案など具体的な活動状況を示す資料及びこれらに相当する参考資料を添付してください。
- ・返信用封筒(長形3号の封筒に82円切手を貼り、宛先を書いてください。)

#### (3) 出願資格(9)について

平成30年9月末日で大学に3年以上在学し、本研究科の事前審査により、所定の単位を優れた成績をもって修得したものと認めた者としてします。(出願時において大学の3年次に在学し、当該年度の9月30日で在学年数が3年に達する者及び大学院の修学に必要な基礎的な授業科目の単位を全て修得しており、修得した専門科目の成績が特に優秀である者が該当します。)

##### 提出書類

- ・入学試験出願資格事前審査申請書(所定の用紙を使用してください。)
- ・志望理由書2(所定の用紙を使用してください。)
- ・成績証明書及び現在履修中の授業科目が確認できる書類(履修届の写し等)
- ・在籍大学学部・学科の履修規則及び講義要項等
- ・返信用封筒(長形3号の封筒に82円切手を貼り、宛先を書いてください。)

2. 事前審査受付期間

平成 30 年 3 月 12 日（月）～ 3 月 14 日（水） ＜3 月 14 日（水）必着＞

郵送の場合は書留速達郵便とし、封筒表面に「出願資格事前審査申請書在中」と朱書きしてください。

3. 提出先

山口大学工学部学務課入試係

〒755-8611 山口県宇部市常盤台 2 丁目 1 6 - 1 電話 (0836) 85-9012

4. 結果の通知

平成 30 年 3 月 23 日（金）までに本人宛に通知書を送付します。

5. 出願手続

事前審査に合格された人は、この募集要項に基づき一般志願者と同様に入学者選抜を行いますので、V の出願手続により出願してください。

## Structure of the Graduate School's Curriculum

The graduate school curriculum is designed for the major field of innovation and technology management. Its aim is, by taking advantage of technology, to nurture project leaders, managers, or directors who proactively promote new businesses regionally or globally. The curriculum is systematically organized into three course groups: Fundamental, Advanced and Applied. Fundamental courses cover six underlying areas of technology management. Advanced courses are structured around Strategy Planning, Strategy Development, Business Planning, Problem Solving, Group Management, and Intellectual Property. Special Issue Research - a compulsory course - requires each student to conduct a research on a practical issue.

### 1. Structure of Courses

Group of Courses		Courses	Category
Fundamental Courses		Innovation Management	Compulsory
		Advanced Course on Operations Management	
		Business Laws	
		Finance/Accounting & Business Economics	
		Technology Marketing	
		Corporate Strategy Theory	
Advanced Courses	Strategy Planning	Advanced Course on Strategic Technology Management	Selectively Compulsory (Choose at least one course from each topic)
		Advanced Course on Open Innovation	
	Strategy Development	Advanced Course on Research & Development Management	
		Marketing Research	
	Business Planning	Theory on Venture Business	
		Advanced Course on Business Finance	
	Problem Solving	Advanced Course on Strategic Thinking	
		Theory of Inventive Problem Solving	
	Group Management	Management Organization	
		Leadership Theory	
	Intellectual Property	International Intellectual Property Laws	
		Intellectual Property Strategy	
Applied Courses		Intellectual Property MOT	Selectively Compulsory (Choose at least one course)
		Green MOT	
		Life Science MOT	
		Monozukuri MOT	
Special Courses		Special Programs	Optional
Research		Dissertation	Compulsory

## 2. Lecturers and Course Contents

Course	Lecturer	Course
INNOVATION MANAGEMENT	Professor Izumi	<p>The purpose of this course is for the engineers expected to be the management executives in future to acquire practical skill to enable innovation in the companies by understanding innovation and managing the knowledge of it practically, strategically and systematically.</p> <ul style="list-style-type: none"> <li>• Learn the basic knowledge of innovation from the viewpoints of the following 4 items in association with the related case studies after understanding the social mission of innovation and the basic issues involved in innovation held by a company.</li> </ul> <p><b>Strategy</b> : Innovation management approach from the viewpoint of strategic management</p> <p><b>Market</b> : Build up and maintenance of an effective process with the external factors of a company</p> <p><b>Process</b> : Development method and use of it for the effective implementation process of innovation</p> <p><b>Organization</b> : Build up of organizational environment to develop innovation</p> <ul style="list-style-type: none"> <li>• Analyze, discuss and explore the way of solution based on the acquired knowledge from the international viewpoint, specifically focusing on the comparison with the foreign companies concerning to the issues related to innovation which the Japanese companies are holding.</li> <li>• Analyze, discuss and explore the way of solution concerning to the issues related to innovation which the companies of the students are holding.</li> </ul>
ADVANCED COURSE ON OPERATIONS MANAGEMENT	Professor Haruyama	<p>This course discusses the overall operation of corporate activities such as product development, production planning, material procurement, workflow control from the perspective of project management and logistics management. In product development, a great deal of time and investment as well as a development plan (development target) which focuses on future market trends are vital. In addition, the course will explain thoughts and methods for SCM (Supply Chain Management) because it is related to manufacture management for mass production, material procurement, inventory control, quality control, logistics, securing of profit as well as the commercialization plan which is based on market trends and road map of technology. Lectures will use examples in designing and manufacturing of automotive parts and other products to deepen the understanding of students through discussions and exercises. Students will also understand the role and positioning of the project management in production control and SCM.</p>

BUSINESS LAWS	Assoc. Prof. Ohtsuka	<p>This course covers legal contents involving corporate business both locally and internationally, such as civil law, intellectual property laws, unfair competition prevention law, antitrust law, related codes of legal procedure and rules of determining applicable law. The lectures go beyond mere understanding of law interpretation. This course aims to help students to obtain necessary practical ability of legal contract negotiation, contract document preparation, information analysis of intellectual property right, effective registration/protection of intellectual property right, interpretation of the scope of intellectual property right, litigation strategy and strategic utilization of the intellectual property. The advancement of technology and globalization of corporate activity has increased demand for incorporating technology developed outside. This requires the capability to carry out business strategy and intellectual property strategy while acquiring and exploiting advantageous licenses promptly at all aspects of intellectual property. Therefore, the second half of this course focuses on the fundamental knowledge of business laws and building the practical ability, through a problem-solving format. The course content will be divided into the three following parts: i) "Intellectual property created in the process of development and manufacturing of products", ii) "Intellectual property formulated from business credit", and iii) "Intellectual property involved in creative thoughts or feelings".</p>
FINANCE /ACCOUNTING & BUSINESS ECONOMICS	TBD	<p>This course helps students understand the fundamentals of corporate accounting and the nature and contents of the main financial statements (income statement, balance sheet, and cash flow statement) and gain basic practical financial analysis skills within a short time. Students first study the relations among these financial statements in Excel spreadsheets. They then learn how to analyze and interpret financial statements including profitability, growth and liquidity analysis. The course also provides the basic knowledge on investment principles and measures (return on investment, net present value, internal rate of return, payback period). In addition, they briefly learn the microeconomic framework which is required for business person. Topics include price mechanism and firm/consumer behavior.</p>
TECHNOLOGY MARKETING	Professor Fukuyo	<p>"New product development is more than just making products that work." (T. Curtis)</p> <p>Firstly, the students in this course learn the following basic knowledge that engineers and scientists need to know: definition of marketing, finding a market opportunity by an environmental analysis, segmentation, targeting, and marketing tools such as product, price, place, and promotion policies. Secondly, the students learn the knowledge and skills related to the process of new product development where the engineers and scientists are deeply involved in: clarifying a customer's problem, concept design as interim solution for the customer's problem, project design and detail design based on the concept design, manufacturing and tests, etc.</p> <p>In order to understand the process of marketing and new product development deeply, in parallel with lectures, each student draws up a product plan based on acquired knowledge and skills, and original ideas.</p>

CORPORATE STRATEGY THEORY	Professor Inaba	The objective of this course is to study management strategy basics which provide students background knowledge including technical business strategy terms, business analysis techniques and strategic planning framework for learning management of technology effectively. This course also refers to a wide range of business functions (e.g. business administration, marketing and finance), as implementation measures of management strategy, which are subordinated to corporate strategy. Students learn interrelationship and consistency among them so that they can study other courses efficiently and effectively
ADVANCED COURSE ON STRATEGIC TECHNOLOGY MANAGEMENT	Professor Izumi	<p>The purpose of this course is for the engineers expected to be the management executives in future to acquire capability to formulate and implement technological strategy based on corporate strategy in the companies.</p> <ul style="list-style-type: none"> <li>• Learn the advanced knowledge of technology management in association with the related case studies from the viewpoints of the following business aspects after understanding the basic themes of corporate strategy and innovation management.</li> </ul> <p><b>Competitive Strategy</b> : Various strategic management approach in order to formulate competitive advantage in relation to technology strategy</p> <p><b>SCM</b>: Technology strategy to integrate purchasing, manufacturing and inbound and outbound logistics</p> <p><b>R&amp;D management</b> : Technology strategy as the main theme regarding research and development and product development</p> <p><b>CRM</b>: Technology strategy to integrate sales management and marketing</p> <p><b>Manufacturing management</b> : Manufacturing management from the view point of technology strategy</p> <p><b>Management resource and organization</b> : Enabler to formulate and implement technology strategy</p> <p><b>Scenario planning</b> : Verify the adequacy and legitimacy of technology strategy</p> <ul style="list-style-type: none"> <li>• Analyze, discuss and explore the way of solution based on the acquired knowledge from the global viewpoint, specifically focusing on the comparison with the china and Korean companies concerning to the issues of technology strategy which the Japanese companies are holding.</li> <li>• Analyze, discuss and explore the way of solution concerning to the issues related to technology strategy which the companies of adult students are holding. (Case study by group)</li> </ul>

ADVANCED COURSE ON OPEN INNOVATION	Professor Matsuura	The objective of this course is to study strategy formation and its implementation for effective open innovation. Recent weak performances of many Japanese manufacturing firms which adhere to traditional closed innovation apparently raise doubts on the effectiveness of this traditional innovation mode in the rapidly changing globalized business field. Firms should strategically examine how to construct relationship with other entities in broad business ecosystem and consequently achieve innovation for sustainable growth, as businesses get increasingly open. We study contemporary open innovation in comparison with traditional innovation mode as well as organizational structure and capabilities which are suitable for open business activities. We also investigate national/regional policies aiming to foster open innovation and their impact on firms' activities in some of leading countries. We then discuss major topics in terms open innovation implementation such as R&D outsourcing, open IP and VC utilization.
ADVANCED COURSE ON RESEARCH-AND-DEVELOPMENT MANAGEMENT	Professor Okamoto	R&D (Research and Development) activities are to implement technology strategy which is part of corporate/business strategy. Therefore, R&D needs to be consistent with it. We investigate how to manage R&D from the two points such as broad- and micro-views. The broad viewpoint is related to whole R&D activities in a company or an organization, for instance, how to grasp R&D portfolio etc. The micro viewpoint is about the promotion of R&D at project level such as the method of managing a new product development (NPD) project. This class explores a framework to study R&D management from both viewpoints. NPD can be regarded as a process that consists of screening of theme, acquisition of resources required for project execution such as product development, market launch, and evaluation. To lead NPD to its goal requires to perform re-distribution of resources and to re-examine of on-going related tasks during product development process. Developing and launching successful new products is a key marketing value driver of any R&D organizations. Developing and implementing a proven NPD process increases success rates, together with managing the other key factors that drive results. This course covers various kinds of methodology for promoting NPD program.
MARKETING RESEARCH	Professor Ishino	In order to understand consumers' (or customers') needs and develop an effective marketing strategy, marketing research is indispensable. An accurate insight based on information and data becomes a great force for the problem solution in business strategy, i.e., in finding business opportunities and making an efficient marketing plan. This course aims to understand the importance of marketing research and learn about how to apply it to practical situation. To execute appropriate decision making as a leader or a manager, you learn the entire systematic process of marketing research: Data Identification, Data Collection, Data Analysis, and Information Use, where clarifying marketing problems is the most important. For deeper understanding, this course deals with marketing research from the perspectives of both the research process and the research methods. In particular, research methods mainly consist of statistical methods, and partially include machine-learning methods. Therefore, we learn about basic statistics in the early stage of this class. In addition, this class includes some exercises based on several concrete cases.

THEORY ON VENTURE BUSINESS	TBD	In this subject, students learn basic knowledge about venture business, start-up aiming at rapid growth, and gain business planning and financing skills which are indispensable for entrepreneurs. About venturing, they examine not only successful overseas cases itself but also social mechanism that fosters venturing, as observed in Silicon Valley. About financing, they learn how to exploit public aid, subsidy system, venture capital financing, and incubation fund as means of direct finance as well as examine exit strategy for venture businesses including IPO and M&A. They also study significance of indirect (debt) financing. Case study and discussion are extensively harnessed for enhancing their understanding of venture business.
ADVANCED COURSE ON BUSINESS FINANCE	Professor Matsuura	The purpose of this course is to study fundamentals of managerial finance/accounting which underpin persuasive business planning and efficient investment decision making process in the context of value maximization. We first examine premise, assumptions and logic for setting value maximization as the one and only objective in corporate finance with reference to corporate governance. We then study investment decision rule with emphasis on its critical constituents, namely 1) hurdle rate estimation, 2) return metric selection and 3) project definition and cash flow projection. With regard to 1), we develop it mainly based on CAPM in conjunction with understanding risk-return relationship and portfolio effect. With regard to 2), we review calculation procedure and compare advantages/drawbacks of most typical metric such as ROI, NPV and IRR. With regard to 3), we examine side-effects (e.g. opportunity cost and synergy effect) and relationship with other projects for characterizing a project appropriately. We also develop sophisticated simulation-based investment analysis capitalizing on managerial accounting knowledge.
ADVANCED COURSE ON STRATEGIC THINKING	Assoc. Prof. Nguyen	This course focuses on the strategic thinking about problem solving, decision-making, and related strategic management. In general, tackling business issues requires a thinking process, that is, to grasp the essence of the issues and make appropriate decisions. In fact, when we are faced with business issues, subconsciously we tend to solve them with our own experience. However, relying on experience alone, without the "know-how" of problem solving and decision making, has its limitations. Through examining various case studies, the course will systematize lessons from the success and failure of cases as well as summarize theories on strategic thinking and decision-making. It will also touch on strategy analysis, strategic management, thoughts about risk and some related game theories.

THEORY OF INVENTIVE PROBLEM SOLVING	Professor Kaminishi	<p>TRIZ (the theory of inventive problem solving) has an inductive theoretical system for inventive problem solving such as technology forecasting based on patent analysis, trend analysis on advancement, a matrix of contradictions, a proposal for solutions and so on. In this lecture, first, you will learn the theoretical framework of TRIZ, its methodology, and the underlying concept to improve the ability to identify, analyze and solve problems, and to develop creative products as well as to enhance inventive faculty significantly.</p> <p>Secondly, in order to improve the capacity for business feasibility assessment of technology and decision on R&amp;D investment, you will gain an understanding of the theory and methodology on invention and evaluation of the concept, adding value to patents, strategic and systematic expansion of intellectual property. Then, we will have group discussions on creativity based on a specific case.</p> <p>Finally, in order to acquire the capacity to capitalize intellectual property on your own following the creation of ideas, we will conduct practical problem solving exercises using advanced software that guide strategic creation of intellectual property by linking the patent database of major developed countries with TRIZ.</p>
MANAGEMENT ORGANIZATION	Assoc. Prof. Takahashi	<p>This course discusses management organization. An organization like a business corporation has a hierarchical structure where ranked relationship exists among the powers, and among members.</p> <p>Moreover, communication also takes place in the hierarchical organization, for example, the bottom-up process of obtaining authorization from senior executives for a plan by circulating a draft proposal prepared lower down in the organization.</p> <p>An organization equipped with a hierarchical structure is generally called a formal organization that can be divided into three types: functional organization, divisional organization, and matrix organization.</p> <p>There is also an informal organization that co-exists with formal organization. Informal organization is established by spontaneous individual connections, for example, between members that join the company at the same year, or those coming from same hometown. This informal organization affects the information transmission and communications throughout the organization. It should be noted that information exchange takes place within the corporation where both formal and informal organizations co-exist.</p> <p>This course provides students the knowledge of organization design, organization structure, as well as features of each organization structure from the viewpoints of management and management organization theory. Through learning these organizational frameworks, students will understand how an organization should be designed.</p> <p>The goals of this course are i) to understand the basics of management organization theories and acquire the way of thinking in this field, and ii) to be able to reorganize and systematize actual corporate management.</p>

LEADERSHIP THEORY	Professor Inaba	<p>"What is excellent leadership?" has been questioned from a distant past, long before business administration research had emerged. It has attracted researchers in various fields of philosophy, ethics, history, religion, politics, and military affairs, etc. In this course, leadership is defined as "the abilities to set goal of a team and draw the team member's cooperation and contribution to achieve the goal effectively." Leadership researches in business administration are roughly classified into four schools; 1. Trait Theory, 2. Behavioral Theory, 3. Contingency Theory, 4. Transformational Leadership. Leaders are expected to fulfill various tasks such as defining and solving problem; evaluating, and motivating subordinates, and energizing organization. However, leadership roles vary with times and circumstances. This course does not rely on one single theory, but encourages students to exploit the theories effectively depending on situations.</p>
INTELLECTUAL PROPERTY STRATEGY	Professor Takeuchi	<p>The course discusses practical strategies to leverage industrial property (patents, utility models, trademarks, and design) as a source of differentiation and competitiveness in business. In particular, it focuses on the utilization of the patent map, intellectual property in relation to R&amp;D process, patent clearance, the substantial prolongation of the basic patent, patent application with relation to know-how protection, know-how management, licensing strategy, intellectual property strategy in relation to technology standard, intellectual property strategy in relation to antitrust law and business strategy relating to technology tie-up and technology adoption.</p> <p>This course will introduce concrete business cases about integrating R&amp;D strategy, intellectual property strategy and business strategy; sales promotion of patents; enterprise strategy of utilizing university in developing new business; intellectual property strategy in relation to open innovation; international patent infringement litigations; international designs/trademark infringement lawsuits, etc. It should be noted that issues of copyrighted materials will be discussed together with patent strategy in mind, if there exist programs, database, or contents that accompany technology development.</p>

INTERNATIONAL INTELLECTUAL PROPERTY LAWS	Professor Takeuchi	<p>International intellectual property (IP) system has historically promoted harmonization of national systems, admitting different national IP protection systems from each other, such as the Paris Convention which defines basic principle of international IP system, the PCT treaty which integrates formalities of international patent application and defines procedures of international search and international preliminary examination, the TRIPS agreement includes substantive provisions relating to entire IP area and other treaties and agreements. On the other hand, not a few national IP systems differ from ones of other countries.</p> <p>This course aims to acquire knowledge and skill which is necessary for international IP strategy planning by understanding major treaties and agreements relating to IP, comparison of major countries' IP system such as Japan, US, Europe and Asia, retrieving information on IP right, technology and examination provided by national or regional IP offices, addressing overseas negotiation, contract, lawsuits etc. and discussion of international strategy of IP right acquisition and its exploitation based on business cases such as international standardization etc.</p>
INTELLECTUAL PROPERTY MOT	Assoc. Prof. Ohtsuka	<p>Intellectual property (IP) information such as Patent Gazette is not a mere document of IP right but contains various information such as basic technology, leading researchers in a particular technology field, termination or failure of technology development, new product development etc.</p> <p>The course's aim is to acquire the skills that are important for building IP strategy by understanding practice of examination and appeal examination in patent right acquisition and the features of domestic and international intellectual property information as well as being able to retrieve online information and then analyze obtained information at a required level. Through learning how to search and arrange IP information, students will apply these skills to i) response to examination of IP office properly, ii) analyze IP strategy of some selected global manufacturing companies and iii) build IP strategy for a virtual or specified company.</p> <p>In this course, IP information mainly will refer to invention, design, and trademark. Other types of IP information such as domain name, copyright (particularly, programs and database), etc. will also be explained when required.</p>

GREEN MOT	Professor Fukuyo	<p>The purpose of this course is to study the development of "green" businesses and technologies, which contribute to establish a clean, energy-efficient, and sustainable society.</p> <p>We first analyze the situation of domestic and international energy and environmental policies with reference to official documents such as the Annual Report on the Environment, World Energy Outlook, etc. because these policies strongly affect the development of the green businesses and technologies. We search promising green businesses and technologies through this analysis.</p> <p>Second, we examine the promising businesses and technologies (e.g. energy-saving technology, new energy resources, and green materials) from many angles. Each student will examine documents related to a particular green business or technology and reports on the actual state, problems, and outlook of the green business or technology from the viewpoints of engineering, policy, legal system, market, etc. Through reports and discussions, the students share knowledge.</p>
LIFE SCIENCE MOT	Professor Ishino	<p>This course focuses on the pharmaceutical and biotechnology-based industry. In this kind of industry, companies directly conduct fundamental research, where their business is inevitably linked to science. Therefore, it brings high uncertainty to their business, which is called a "high risk, high return" business. The existing business models, approaches, and systems cannot fully handle problems that are specific to such a high-risk-high-return business. In fact, a new combination of innovations is needed in such a situation. The course aims to explore the favorable relationships between innovations of technology and innovations of the business style in such an industry, while being based on the actual company cases. Concretely, you do the following: (1) learn about the R&amp;D processes of progressive pharmaceutical companies and the effects of biotechnology in post-genome era on the companies, (2) understand the important features of business tied directly to science: i.e., the uncertain, complex, interdisciplinary, and fast-changing, (3) think about the difficulties that pharmaceutical and biotechnology-based companies should solve, and (4) discuss the appropriate business strategy and business model, while verifying the actual company cases.</p>
MONOZUKURI MOT	Professor Haruyama	<p>With the progressive improvement of ICT, manufacturing business management has been largely dependent on the ability to utilize digital engineering (DE). In the light of this, first and foremost, this course will clarify the issues of the traditional DE by discussing and organizing the following topics from both engineering and management perspectives. 1) How the various systems supplied to support DE are utilized in not only product planning, development and manufacturing but also the whole product lifecycle such as logistics, sales, procurement, maintenance, repair, collection and disposal. 2) How these systems contribute to the management, and what their limits and challenges are.</p> <p>Next, you will learn the reasoning behind Analysis-Led Design (ALD) that fully utilizes QFD, TRIZ and CAE during the early stage of designing such as in the conceptual design phase. Then, you will deepen your understanding on why ALD is exceptionally efficient in producing innovative products effectively.</p> <p>Finally, using a case study of a company which carries out advanced manufacturing utilizing ALD, we will discuss how human resource development for the advancement of DE to ALD, technological development, organizational reform and infrastructure development should be.</p>

Dissertation		<p>The student chooses a research theme which is assumedly related to his or her future career path, and advances the research on his or her own initiative. Academic supervisors, through discussion, will instruct the student in the methods and contents of the research. Research results shall be submitted and presented to a board of supervisors for evaluation.</p>
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# Application Form

## How to write the “Statement of application purpose”

Applicants should fill out the provided form of the "Statement of application purpose." This guide provides hints for writing the “Statement of application purpose.” The section below applies to applicants who have work experience.

### Form 1-(A): Professional background

Please describe in details:

- Your career history (the kinds of job and your work experience)
- The reasons why you have chosen that career path.
- Knowledge and skills that you have acquired. Your strengths/assets at work.
- Knowledge and skills that you wish to acquire, especially knowledge and skills that will help advance your career
- Your career path (What are your career goals?)

### Form 2: Reason for applying

Please explain the reasons why you want to enroll in our graduate school. The reasons are supposed to be consistent with the contents stated in the Form 1-(A).

Examples:

- “I am fully aware that I don’t have enough knowledge of technology management. I thus want to learn the technology management in this school”
- “I need advanced knowledge and skills for handling specialized operation”
- “I will start up a business in the near future. I thus want to acquire knowledge and skills necessary for that business.”

### Plan of dissertation

In the second year of the course, students will have to work on their dissertations. Students are supposed to select research topics that are related to their career paths and proactively conduct research. Therefore, at the moment of application, please elaborate on your dissertation plan that is consistent to your career path and your submitted “reason for applying”. You can modify or change your dissertation plan when deemed necessary after your admission. The followings are some examples for a dissertation plan:

- If you plan to do a dissertation on issues related to your current / future business, you may need to start from explaining the background of the issues, how you come to be aware of them, the matters that you will tackle to obtain the possible solutions to your issues. Those matters can be approached from the viewpoint of management strategy, technology strategy, new product development, operations, sales, marketing, intellectual property, and organization.
- If you plan to do a dissertation that is irrelevant to your practical business, you may need to focus on academic perspectives surrounding your research topic including academic background, research motivation, research methodology, hypothesis verification, etc.



2018年10月入学		受験番号 Examinee's No.		※
山口大学大学院技術経営研究科入学志願票 APPLICATION FOR ADMISSION TO THE GRADUATE SCHOOL OF INNOVATION AND TECHNOLOGY MANAGEMENT, YAMAGUCHI UNIVERSITY				
年 月 日		フリガナ 氏名 Name		<input type="checkbox"/> 男 (Male) <input type="checkbox"/> 女 (Female)
Date		年 月 日 生		
Signature		Date of birth		
現住所 Address				
連絡先 Mailing Address if Different				
メールアドレス E-mail Address				
保護者	氏名 Name	(Person to be Notified in Emergency)		続柄 Relationship
	現住所 Address			
入学資格 University or College attended	年 月 大学 Department:	学部 Faculty:	学科 University:	卒業・卒業見込
	Date of (Expected) Graduation:	Month . Year		

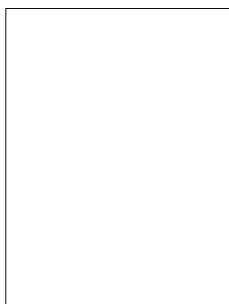
- 備考 (1) 願書記入の際は募集要項熟読の上、記入漏れがないようにすること。  
(2) ※印欄は記入しないこと。

- Note (1) Read carefully the Application Guide and Form before filling out this form.  
(2) ※Leave blank.

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2018年10月入学  
山口大学大学院技術経営研究科  
THE GRADUATE SCHOOL OF INNOVATION AND  
TECHNOLOGY MANAGEMENT, YAMAGUCHI UNIVERSITY

写真票 Photograph Card	
受験番号 Examinee's No.	※
フリガナ 氏名 Name	



- ←写真 Photograph  
1. 出願前3か月以内に撮影した上半身・無帽・正面向きのもの。4cm×3cm。  
2. 写真の裏面全面にのり付けすること。
1. Head and shoulders, hatless, facing forward, 4cm×3cm, taken within the last 3 months.  
2. Paste thoroughly.

2018年10月入学  
山口大学大学院技術経営研究科  
THE GRADUATE SCHOOL OF INNOVATION AND  
TECHNOLOGY MANAGEMENT, YAMAGUCHI UNIVERSITY

受験票 Identification Card for examination	
受験番号 Examinee's No.	※
フリガナ 氏名 Name	

- 備考 (1) 記入漏れのないようにすること。  
(2) ※印欄は記入しないこと。
- Note (1) Fill in all columns except those marked.  
(2) ※Leave blank.

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山口大学大学院技術経営研究科(外国人留学生用)履歴書

Personal History for Foreign Student

フリガナ						
氏 名 Name in Native Language		Family Name		First Name Middle Name		
氏 名 Name in Roman Block Capitals						
生 年 月 日 Date of Birth		年 月 日 生 Year Month Date		性 別 Gender	男 ・ 女 Male Female	
国 籍 Nationality			出 生 地 Place of Birth	職 業 Occupation	既 婚 ・ 未 婚 Married Unmarried	
出 身 大 学 Most Recent Education Background		大 学 University		学 部 Faculty	学 科 Department	
現 住 所 Address		TEL (                    ) - (                    ) - (                    )				
学 歴       Academic History	区 分	学 校 名 お よ び 所 在 地 Name and Address of School	正 規 の 修 学 年 数 Required Years of Study	入 学 お よ び 卒 業 年 月 Year and Month of Entrance and Completion	専 攻 科 目 Major Subject	学 位 ・ 資 格 Diploma or Degree
	初等教育/小学校 Elementary Education/ Elementary School	学校名: Name	年 years	入学: From      年yr      月mo		
		所在地: Location		卒業: To      年yr      月mo		
	中等教育/中学および高校 Secondary Education/ Junior and High School	学校名: Name	年 years	入学: From      年yr      月mo		
		所在地: Location		卒業: To      年yr      月mo		
	高等教育/大学 Higher Education/ Undergraduate Level	学校名: Name	年 years	入学: From      年yr      月mo		
		所在地: Location		卒業: To      年yr      月mo		
	以上を通算した全学校教育修学年数 Total Years of Schooling Mentioned Above			年 years		
	そ の 他	学 校 名 お よ び 所 在 地 Name and Address of School			入 学 お よ び 卒 業 年 月 Year and Month of Entrance and Completion	在 学 資 格 Student Status
学校名: Name			入学: From      年yr      月mo			
所在地: Location			卒業: To      年yr      月mo			
学校名: Name			入学: From      年yr      月mo			
所在地: Location			卒業: To      年yr      月mo			
職 歴   Professional Career	勤 務 先 お よ び 所 在 地 Name and Address of Organization		勤 務 期 間 Period of Employment		役 職 名 Position	職 務 内 容 Type of Work
			年yr    月mo～    年yr    月mo			
			年yr    月mo～    年yr    月mo			

備考

1. 幼稚園, 保育所教育は学歴に含まない。  
2. 大学予備教育は中等教育に含まれる。  
3. 記入欄が不足する場合は, 適当な別紙に記入して添付すること。

Note

1. Exclusive kindergarten education or nursery school education.  
2. Include preparatory education for university admission in secondary education.  
3. In the case the blank spaces above are insufficient for information required, please attach an additional sheet to this form.



Statement of application purpose 1 - (A)

氏名 Name		受験番号 Examinee's No.	※
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1. これまでの職務経験について  
Professional Background

1. 職歴等を有する者は、志望理由書1－(A)及び志望理由書2を提出してください。  
Those who have work experience, submit Statement of application purpose 1-(A) and 2.
2. 記入欄が不足する場合は、この用紙をコピーして使用してください。  
In the case the blank space above are insufficient for your information, please copy this form and attach it.
3. ※印欄は記入しないでください。  
※Leave blank

Statement of application purpose 2

氏名 Name		受験番号 Examinee's No.	※
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2. 志望動機，特定課題研究の計画について

Reason for applying, and plan of dissertation

1. 特定課題研究については，34 ページを参照してください。

Please refer to page 34 for dissertation.

2. 入学後に，特定課題研究の計画を変更しても構いません。

You may change the plan of dissertation after entering the graduation school.

3. 記入欄が不足する場合は，この用紙をコピーして使用してください。

In the case the blank space above are insufficient for your information, please copy this form and attach it.

4. ※印欄は記入しないでください。

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Statement of application purpose 1 - ( B )

氏名 Name		受験番号 Examinee's No.	※
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1. これまでの研究活動（卒業論文等の内容）について

Past research activities

1. 職歴等を有しない者は、志望理由書 1－(B) 及び志望理由書 2 を提出してください。

Those who do not have work experience, submit Statement of application purpose 1 - ( B ) and 2.

2. 記入欄が不足する場合は、この用紙をコピーして使用してください。

In the case the blank space above are insufficient for your information, please copy this form and attach it.

3. ※印欄は記入しないでください。

※Leave blank

## 志望理由書 2

## Statement of application purpose 2

氏名 Name		受験番号 Examinee's No.	※
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## 2. 志望動機，特定課題研究の計画について

## Reason for applying, and plan of dissertation

Patient Information	
First Name	
Last Name	
Address	
City	
State	
Zip	
Phone	
Age	
Gender	
Marital Status	
Occupation	
Referral Source	
History of Present Illness	
Chief Complaint	
History of Present Illness	
Past Medical History	
Past Surgical History	
Family History	
Social History	
Review of Systems	
Physical Examination	
Vital Signs	
General	
HEENT	
Cardiovascular	
Respiratory	
Gastrointestinal	
Genitourinary	
Neurological	
Musculoskeletal	
Skin	
Laboratory and Diagnostic Tests	
Immunization Status	
Allergies	
Medications	
Assessment and Plan	
Diagnosis	
Plan	
Follow-up	
Patient Education	
Signature of Physician	
Signature of Nurse	
Signature of Pharmacist	
Signature of Other Health Professional	

1. 特定課題研究については、34 ページを参照してください。

Please refer to page 34 for dissertation.

2. 入学後に、特定課題研究の計画を変更しても構いません。

You may change the plan of dissertation after entering the graduation school.

3. 記入欄が不足する場合は、この用紙をコピーして使用してください。

In the case the blank space above are insufficient for your information, please copy this form and attach it.

4. ※印欄は記入しないでください。

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Graduate school of innovation and technology management,

YAMAGUCHI UNIVERSITY

( Professional graduate school )

## Appeal letter for application eligibility review

Issue date:

management,

To Dean, Graduate school of innovation and technology

Yamaguchi University

(Applicant) Name:

Date of Birth:      /      /     

Contact Address:

Phone number:    (      )      —

I cordially request hereby to take preparatory application eligibility review to apply for Department of Technology Management at Graduate school of innovation and technology management with the designated documents.

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



Review result	※ P・F
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✖ PIC of the review

October 2018 intake Report for application eligibility review, Graduate school of Innovation and Technology Management, Yamaguchi University (Professional graduate school)

Furigana			Examinee's number	※
Name				
Date of birth (Age)			(	years old)
Address	Zip code	Phone	—	—
Academic Background				
Year / Month	Description			
Employment record (clarify detail job content; e.g. development of product X)				
Year / Month	Description			
Academic presentation, technical report, patent etc.				
Year/ Month	Description			

※ denotes the space for internal use



# 申立書 Statement on English Proficiency

山口大学大学院技術経営研究科長 殿  
To Director of the Graduate School of Innovation and Technology Management,  
Yamaguchi University

私は、英語能力の証明として、以下の事項に該当することを申し立てます。

This will certify that I fall within one of the following conditions and have a satisfactory command of the English Language:

(該当項目にチェックマークを付け、必要事項を記入してください)  
(Please check the appropriate box and fill in the required item)

母国語が英語である。

☐ My native language is English.

国籍

Nationality: \_\_\_\_\_

英語で教育を行っている機関から学位を授与された。

☐ My bachelor's degree was granted from the following institution where English is the primary medium of instruction.

出身機関名

Name of the institution: \_\_\_\_\_

日付

Date: \_\_\_\_\_

署名

Signature \_\_\_\_\_