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There is a Japanese word “*Amakogae*.” This word contains subtle nuances trans-
lated as “arrogance” and “arbitrariness.” When I read *Japanese Business Culture and Prac-
tice*, I experienced the feeling of “*Amakogae*” because this book describes and
explains Japanese spirituality and culture in a skillful way and with a delicate sen-
sibility.

I still remember the strong shock I felt when I first read a book on Japan writ-
ten by an American anthropologist: *The Chrysanthemum and the Sword* by Ruth
Ben尼迪 (1946). I used this book for my class readings as well as for my research.
I was surprised to read that Ben尼迪 wrote about Japan in great detail as if she
were Japanese.

Needless to say, *Japanese Business Culture and International Relations* from *The
Chrysanthemum and the Sword*. However, the analysis and insight are completely
different and this book is just as important as the work by Ben尼迪. *Japanese Busi-
ness Culture and Practice* is one of the best-referenced and most interesting books
for those who want to know about Japan and for those planning to conduct busi-
ness with Japanese. This is a very good reference for U.S. American businessmen
who conduct business with Japanese. I highly admire the two authors' effort.

Because I am Japanese, those who say “yes” and “no” very clearly like U.S.
Americans remain a wonder although I have had a long academic career in the
area of international relations. I am also impressed with those who can bring a
conversation to an end quickly but quickly and decisively. By contrast, as the book explains, Japanese do not directly express their preferences
and dislikes. The same holds true for saying “no.” Numerous researchers have
studied this unique Japanese culture. However, their opinions vary in their view-
points, ideas, and research methodologies. Different people use different perspec-
tives and analyses to reach various conclusions. I respect the approach and
presentations of Japanese national character found in the Alton and Take book.

I am strongly opposed to looking at the Japanese people and Japanese culture
in stereotypical ways. I read books only when they deal with concrete Japanese
behavior and characteristics in depth rather than through the use of stereotypical
generalizations. I determine the value of books by looking at the extent to which
they are written objectively. In this sense, *Japanese Business Culture and Practice*