

Miho: Thank you so much for taking the time to see me today, Ms. Berry. Before I introduce our services, may I take a brief moment to tell you about our company?

Cindy: Sure.

Miho: ABC Solutions is a Tokyo-based human resource management service founded in 1988. We deliver training and consulting to a wide variety of clients, ranging from startups and multinational corporations to public organizations. Our main area of expertise is conflict resolution, and we are one of the pioneers in the field in Japan as well as in other parts of Asia.

Cindy: So, you operate internationally as well?

Miho: Yes, in addition to five domestic offices, we have offices in Singapore and Hong Kong, and we're also planning to set up an office in Shanghai next year. In fact, if you look at our corporate brochure I just gave you, you'll see that about 20 percent of our business volume today is outside Japan, which is our fastest-growing sector. We have extensive experience in working with companies across Asia, and our trainers and consultants have a thorough understanding of the culture, business and economy of the region. Since you have been expanding in Asia, I'm confident that we can help to achieve your goals. Do you have any questions so far?

Cindy: No, please go on.

Miho: OK. So that brings me to my main subject: our personnel training services. Let me introduce you to the three courses that I believe will be most beneficial to your company.