



The Harada Method: The Spirit of Self-Reliance

- ❖ *A step-by-step process for setting and achieving personal & corporate goals*
- ❖ *A guide to a highly successful life.*
- ❖ *Winning at sport brought to the personal & business life*
- ❖ *Regarded as the world's best process to develop people to their fullest capability*

Being successful is a skill that can be learned, and the Harada Method is a proven method for teaching it. Takashi Harada was a junior high school track and field coach in the worst neighborhood in Osaka, Japan. The school where Mr. Harada worked was the lowest rated of Osaka's 380 schools. The neighborhood children had very little confidence in themselves and even less hope for their futures. Mr. Harada did not accept the poor attitude among his students, and he set out to change it, using sports to improve their mindsets.

Mr. Harada noticed that there were other coaches in Osaka that consistently had great teams. He studied those coaches and other great leaders throughout the world and put together a methodology to help his students be successful in life. Mr. Harada put together a winning method that guided 13 of his students to win gold medals in the national track and field competition. For the students, this was like winning the Olympics – they were the best athletes in all of Japan. His school was rated number one in track and field for five years in a row and the entire student body did substantially better in their academic program.



Takashi Harada

After 20 years as a coach, Mr. Harada took his method to industry where he has taught over 55,000 people in Japan at 280 different companies.

A study group of top managers/teachers and consultants at Japan Management Association picked the Harada Method to be the world's best process in day-to-day management. This is considered the best way to manage, motivate and develop people to their fullest. The age of unskilled people doing repetitive and boring work is dying. When challenged and taught properly, people can improve their skills substantially. The Harada Method teaches workers how to pick their own success goals to become really excited about work and the result improves company performance.

Cosmo Securities Co., Ltd. used the Harada Method to change its red ink to black. Every employee, including the CEO was trained. The general managers were able to expand

their own capabilities and significantly improved their stores' performances. **Alpha Studio, Inc.**, implemented the method and company profits improved 200%. Mr. Okuda, a manager at **Juniper Communications**, took just six months to transform his branch office from the lowest performer to number one in the company. The Harada Method works – it works very well.

Everyone can be successful in life.

Takashi Harada

The Harada Method is designed, not only applicable to you as an individual it also teaches you how to be a great leader, a coach, to build a winning team if you are in a leadership position. The method is the next step in the Lean journey. It meshes perfectly with Six Sigma, Hoshin¹ Planning, and other continuous improvement or breakthrough strategy efforts and gives real substance to what Toyota calls “Respect for People.” It embeds a culture of continuous improvement among the employees of a company.

The essence of the Harada Method is what we call “self-reliance.” Self-reliance is the ability of each person to become so skilled at something that she or he is virtually irreplaceable. They become artisans in disciplines they choose that serves their future and also the success of their organization. People are fully trusted to make responsible decisions for them and for the organization they work for. The Harada Method helps you produce a clear map on how to achieve your goals and develop your talents to their fullest potential.

This workbook will help guide you through the course. The questions in the book are designed to make you think deeply about your life. They will help you analyze and plan your

¹ it is a [strategic planning/strategic management](#) methodology based on a concept popularized in Japan in the late 1950s by Professor [Kaoru Ishikawa](#): "Each person is the expert in his or her own job, and Japanese TQC [Total Quality Control] is designed to use the collective thinking power of all employees to make their organization the best in its field."

future goals, and give you the material to fill out the forms that provide the structure for the method.

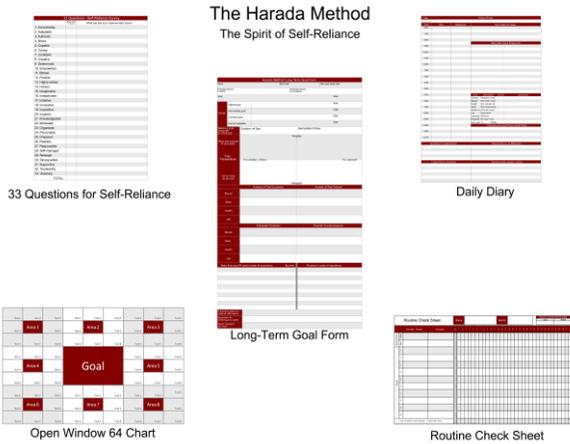
As we work through the course material, try to answer the questions honestly. The more honest we are with ourselves, the more likely we are to effect change in our lives. Be ready to think vigorously, to challenge yourself to choose a goal to achieve in your life or your organization, and to participate in discussions about what it takes to motivate and bring the best out of people. We want you to be prepared to transform your own life as well as your organization's future. The Harada Method is effective because it is *you* who takes the reins of your life. *You* pick the goal. *You* build the plan. *You* are the one who becomes self-reliant, ready to succeed.

Five Steps to Self-Reliance



These are the five main steps of implementing the Harada Method, to create a personalized plan to achieve what you want in your life and in your career.

1. **Goal** – picking a goal that is right for you
2. **Purpose** – understanding why you want to achieve this goal. The stronger your purpose, the easier it will be for you to reach your goal.
3. **Analysis** – looking at the past and future to re-enforce your strengths and eliminate your failures
4. **Action** – building an action plan
5. **Implement** – integrating your plan into your daily life, making yourself accountable for your actions, and sustaining your efforts



Finding a Coach

No one can achieve everything they want to by themselves – no one! Therefore, we need to develop a support system if we really want to be successful. We need to find a coach, someone with experience who can help guide us forward, someone who will encourage us when we are discouraged, and someone who will keep us accountable for our actions (or lack thereof). We need a coach to help with motivation & sustaining our efforts.

Completing the course, you will be in the position to choose the appropriate support systems. We will provide the option to join the Harada Coaching clinic who's aim is to provide you with experienced options.

Course Options -

Course	Duration & detail	Cost
3 Day	Extensive – goal setting, Tools & Coaching to establish principles	R6 450 excl. VAT
5 x 3 hour Evening Sessions	Extensive – Goal setting, Tools & coaching to establish principles	R5 750 excl. VAT
Coaching	Assistance & coaching to get the best out of the systems & processes	t.b.c

If interested please contact Christiaan B Swart @ 082 329 8593 or e-mail to admin@innovativevalue.co.za or chris@innovativevalue.co.za



***We do not say it is going to be easy;
we are saying it is going to be
WORTH IT***