THE HARADA METHOD
Profile of Takashi Harada

1) Company executive coach, mentor, & lecturer
   (working with 320 companies over the past 10 years)
2) University professor specializing in Business Administration
3) Author of 18 books on the Harada Method
   (Published both domestically and internationally; including in China, Taiwan, Korea, the USA, Spain, and Germany)
4) Lecturer on professional development for teachers
5) Lecturer on family relations development
6) Educational board member in Saitama Pref. for 3 years
7) Official educational adviser in several cities and prefectures
   Mie, Nara, Osaka and Kochi
Track & Field Coach

13 Gold medals at Nationwide track and field competition games just in 7 years

He made a new junior-high Japan record in 2000.

↑ he is 29 now, becomes a junior-high teacher and a track & field coach just like Takashi Harada

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3 Kinds of Self-Reliance

- Economically
- Mentally
- Societally
What is a self-reliant person?

Professional skills & knowledge

Good character

Achievements

Foundation
Public service spirits:
Caring for others,
Helping others grow,
Sharing experiences.

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A self-reliant person:

1. is open-minded about advice or criticism
   - like an empty glass on the table
     willingly waiting to be filled.
A self-reliant person: (continued)

2. is self-determined to achieve goals.
3. is a self believer about winning.
4. is a good habit creator.
5. is a reflective thinker.
6. is a strong believer in the importance of balancing one’s spirit, skill, physical strength and lifestyle as sources of human power.
* Time perspective of a successful self-directing person:

Present  Future

- Purposes
- Goals
- Mission
- Vision
- Thoughts
- Ideas
- Philosophy
- Dream
The 3 principles to “rebuild” something e.g. company, team, or one’s life

1. Be punctual.

2. Be attentive to cleaning and organizing places.

3. Be courteous and respectful to others.
1. Be punctual.
2. Be attentive to cleaning and organizing places.
3. Be courteous and respectful to others.

Japanese Temples

Japanese Prisons
Harada’s 3 distinctive tools for achieving success:

- **Open Window 64**
- **Harada’s long-term goal setting sheet**
- **Harada’s routine check sheet**
- **Harada’s diary**
I wrote "Separation for Future" today. It talks about the feeling I have towards my family back home. It talks about the hard time I have been through and how it has changed me. It talks about my desire to return to my country one day. It also talks about my future plans and aspirations. I want to study in the future and write about Japan. I hope to become a writer someday. I also hope to travel to different countries and see the world. I want to learn more about different cultures and languages. I want to share my experiences with others.

After writing today, I feel more motivated. I want to continue writing and improve my skills. I want to keep learning and growing. I want to be a better person. I hope to have a bright future.
Definition of success

Success comes from setting the goals that one firmly believes one should try to achieve and executing the plan within a desired time frame.
Success lies in the acquisition of required skills

skills = achievable abilities through making the required effort
Set your goal.

Set your tentative goal for this training session only.
The keys to setting the right goals:

Set the goals that have value for you

Set the goals that are quantifiable and measurable
Examples of the right goals:

- To increase sales by 10% from last year for the same half-year period
- To increase the customer satisfaction rate by 20%
- To make three new business plans
- To make no mistakes in data input for 60 working days
- To put into practice 30 action plans out of the initially planned 50 in total to improve workplace relationships

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Set the desired completion date to achieve your goal:

This motivates you strongly to put into action what you have planned.
Harada’s 4 perspective on the values of having a goal

- **Tangible goal for society and others**
- **Intangible goal for society and others**
- **Tangible goal for myself**
- **Intangible goal for myself**
Harada’s 4 perspective on the values of having a goal

**Tangible**
- increased company sales
  - increased customer satisfaction rate
  - better consultancy

**Intangible**
- higher salaries
  - bigger bonuses
  - skill improvement

**Society & Others**
- improved family life
  - improved customers relationship
  - revitalized local community

**Myself**
- increased confidence level
  - the increased sense of satisfaction
  - increased sense of security
The keys to reinforcing your goal

1. Start writing with “I “.
2. Clarify the desired completion date.
3. Choose a few goals from your “4 perspective” and relate them.
4. Write in a positive tone.
5. Use the present perfect tense to mean that you have already achieved the targeted goals, and you feel like as if it is happening NOW.
6. Make NO comparison with others.
7. Include expressions to thank others for opportunities.
Real example of a goal-setting U.S. worker:

◆ Desired completion date: August 30, 2015
◆ Current goal: I will finish Power Point Class and Advanced Excel and Outlook Class.

◆ 4 perspectives on goals:
  Tangible-me: I work as a Board Member for company.
  Tangible-others: I can leave a legacy for my children.
  Intangible-me: My confidence increases.

◆ Her Goal
  • By August 30, 2015, I have finished Power Point Class and Advanced Excel and Outlook class, and I have worked as a Board Member for company, therefore I could leave a legacy for my children so my confidence increased.
Learn from past experiences:
Why did I succeed? Why did I fail?

By analyzing your past experiences,
you can understand how to achieve your goals and realize what leads you to failure.
Different performance levels of people with different skill levels (performance fluctuations):

- Experienced goal achiever
- Peak performance line
- Average person
- Chronic underachiever
- Lowest performance line
Self-analysis

Self-control
Professionals see things pessimistically. So to act optimistically, they prepare thoroughly.

Amateurs see things optimistically. So they don’t prepare thoroughly and so end up acting pessimistically.
Detailed preparation helps increase the possibility of achieving your goal.

Preparation level is the best predictor of results.
Make action plans.

Plan a series of concrete actions that lead to success in the shortest time.
Two types of action plans required to achieve your ultimate goal:

An action plan that you execute every day

“Daily routines (goals)”

An action plan that you execute by a desired completion date

“Time-framed goals”
What are “daily routines” and what are they for?

A series of actions that you do on a daily or weekly basis repeatedly.

This lays the foundations for making good habits and therefore achieving your ultimate goals.
What are “time-framed goals” and what are they for?

They are action plans that you do by setting a desired completion date so that eventually you can get closer to achieving your ultimate goal.

They help detail and clarify small steps that will lead you to achieve your ultimate goal.
Clarify the support that you need to achieve your goal.

Write detailed ideas of who you need support from and what you need to achieve your goal.

mutual interest = mutual favors
Further actions required to implement your goal achievement plan:

① Look at your plan every day.
② Read your plan aloud.
③ Write out your plan frequently.
④ Modify your plan regularly.
⑤ Have a clear picture where you have already succeeded in achieving each small goal and your ultimate goal.
From Toji Temple in Kyoto
National Treasure Royukai-Mandala in Heian Era (About 1300 years ago)
<table>
<thead>
<tr>
<th>Improve PowerPoint slides by 9/21</th>
<th>Deliver keynotes</th>
<th>Practice Q&amp;E with local companies</th>
<th>Emails to past attendees lists</th>
<th>Develop website</th>
<th>Promote Harada Workshop Aug 12-31</th>
<th>Perfect the keynote address</th>
<th>The Harada 5 day certification course Oct 1</th>
<th>The 3-day course</th>
</tr>
</thead>
<tbody>
<tr>
<td>Do videos Jan. 15</td>
<td><strong>Build Skills</strong></td>
<td>Work on website</td>
<td>Create an email promotional piece for workshops</td>
<td><strong>Marketing</strong></td>
<td>Promote books September 10th</td>
<td>Produce webinar</td>
<td><strong>Develop Courses</strong></td>
<td>The two-day course</td>
</tr>
<tr>
<td>Improve presentation skills</td>
<td>Learn to use pages 8-15</td>
<td>Learn Japanese Jan. 1</td>
<td>Articles news letters once / week</td>
<td>Collect email Addresses</td>
<td>Get keynotes</td>
<td>Respect for people</td>
<td>Senior management presentation 9-27</td>
<td>Q&amp;E certification</td>
</tr>
<tr>
<td>Study all of Harada's material daily</td>
<td>Read Covey and other success writers</td>
<td>Prepare for daily diary publication Aug 15</td>
<td><strong>Build Skills</strong></td>
<td><strong>Marketing</strong></td>
<td>Develop Courses</td>
<td>Exercise twice a day</td>
<td><strong>Health and Mind</strong></td>
<td>Improve my posture</td>
</tr>
<tr>
<td>Study innovation</td>
<td><strong>Study and Research</strong></td>
<td>Master System Oct. 15</td>
<td><strong>Study and Research</strong></td>
<td><strong>To be the Best Harada Method teacher in the West</strong></td>
<td><strong>Health and Mind</strong></td>
<td>Set up a precise diet</td>
<td><strong>Health and Mind</strong></td>
<td>Shizeng twice a month(1st and 15th)</td>
</tr>
<tr>
<td>Study MAP</td>
<td>Integrate Q&amp;E kaizen to Harada Sept. 15</td>
<td>Learn Adobe software</td>
<td>Community and Family</td>
<td><strong>Spirit</strong></td>
<td><strong>Write</strong></td>
<td>Carefully monitor my blood pressure</td>
<td>Drink 6 glasses of water a day</td>
<td>Sake off tension</td>
</tr>
<tr>
<td>Teach at PSU Sept. 27</td>
<td>Teach Harada to other teachers Jan. 1</td>
<td>Work at a local charity Dec. 15</td>
<td>Meditate twice a day</td>
<td>Friday with Alfred</td>
<td>Imagine what is possible</td>
<td>Story book - Start Jan!</td>
<td>Write the Harada book - every day - complete by 12/31</td>
<td>The training manual-complete by October 1st</td>
</tr>
<tr>
<td>Do the dishes and keep house clean daily</td>
<td><strong>Community and Family</strong></td>
<td>Do 5s - remove books Sept. 1</td>
<td>Stop wandering thoughts</td>
<td><strong>Spirit</strong></td>
<td>Summarize Ponlon, Kukai and Inamori</td>
<td>To major management media-every other week</td>
<td>Write</td>
<td>Write monthly newsletter 1st of month</td>
</tr>
<tr>
<td>Help students with their resumes and interviews at class</td>
<td><strong>Community and Family</strong></td>
<td>Nonko accounting 8-14</td>
<td>Observe - listen - Stop daily for a few minutes</td>
<td><strong>Spirit</strong></td>
<td>Read spiritual works - daily</td>
<td>Inside when speaking - work on this</td>
<td>To senior leaders two per week</td>
<td>Daily daily every day</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>CEO newsletter Nov. 1</td>
</tr>
</tbody>
</table>
Shohei Otani, a Japanese professional baseball player
Nippon Ham Fighters

Shohei Otani
Age: 20
Height: 1.93 m (6.3 feet)
Weight: 93 kg (205 pounds)

Position: Pitcher
Right Field

Last year’s record
P: 11 W 4 L
RF: .274 10 HR

With Shohei Otani
In Okinawa Baseball Training Camp
Feb. 23 2015
Otani’s Open Window 64 when he was in high school
What is your main goal?

Pick one from your list
Put your main goal here

<table>
<thead>
<tr>
<th>8-③</th>
<th>8-①</th>
<th>8-②</th>
<th>1-③</th>
<th>1-①</th>
<th>1-②</th>
<th>2-③</th>
<th>2-①</th>
<th>2-②</th>
</tr>
</thead>
<tbody>
<tr>
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<td>8</td>
<td>8-④</td>
<td>1-⑦</td>
<td>1</td>
<td>1-④</td>
<td>2-④</td>
<td>2</td>
<td>2-④</td>
</tr>
<tr>
<td>8-⑥</td>
<td>8-⑤</td>
<td>8-④</td>
<td>1-⑤</td>
<td>1-④</td>
<td>1-③</td>
<td>2-③</td>
<td>2-⑤</td>
<td>2-④</td>
</tr>
<tr>
<td>7-⑤</td>
<td>7-①</td>
<td>7-②</td>
<td>8</td>
<td>1</td>
<td>2</td>
<td>3-③</td>
<td>3-①</td>
<td>3-②</td>
</tr>
<tr>
<td>7-④</td>
<td>7</td>
<td>7-②</td>
<td>7</td>
<td>1</td>
<td>2</td>
<td>3-④</td>
<td>3</td>
<td>3-④</td>
</tr>
<tr>
<td>7-③</td>
<td>7</td>
<td>7-①</td>
<td>7</td>
<td>1</td>
<td>2</td>
<td>3-③</td>
<td>3-②</td>
<td>3-④</td>
</tr>
<tr>
<td>6-⑤</td>
<td>6-①</td>
<td>6-②</td>
<td>5-③</td>
<td>5-①</td>
<td>5-②</td>
<td>4-③</td>
<td>4-①</td>
<td>4-②</td>
</tr>
<tr>
<td>6-④</td>
<td>6</td>
<td>6-①</td>
<td>5-④</td>
<td>5</td>
<td>5-④</td>
<td>4-④</td>
<td>4</td>
<td>4-④</td>
</tr>
<tr>
<td>6-③</td>
<td>6</td>
<td>6-①</td>
<td>5-③</td>
<td>5</td>
<td>5-③</td>
<td>4-③</td>
<td>4</td>
<td>4-③</td>
</tr>
</tbody>
</table>

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Practice 1 - Write down 8 areas

8 areas that help you to reach your main goal

8 areas should be
- Broad, non-specific categories
- Where you will need to focus your energies on in the future
# Examples

<table>
<thead>
<tr>
<th></th>
<th>8</th>
<th>1</th>
<th>2</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q=Quality of Product</td>
<td>S=Service</td>
<td>C=Cleanliness</td>
</tr>
<tr>
<td>7</td>
<td>Raise the number of customers</td>
<td>Goal: Sell $250,000 of products in April</td>
<td>Increase spending per customer</td>
</tr>
<tr>
<td>6</td>
<td>Standby</td>
<td>Training</td>
<td>Manager</td>
</tr>
</tbody>
</table>
Give yourself a time limit!

<table>
<thead>
<tr>
<th></th>
<th>9</th>
<th>10</th>
<th>11</th>
</tr>
</thead>
<tbody>
<tr>
<td>8-②</td>
<td>8-①</td>
<td>8-②</td>
<td>1-⑥</td>
</tr>
<tr>
<td>8-④</td>
<td>1-⑦</td>
<td>1</td>
<td>1-③</td>
</tr>
<tr>
<td>7-⑥</td>
<td>7-⑤</td>
<td>7-⑥</td>
<td>7-①</td>
</tr>
<tr>
<td>6-⑧</td>
<td>6-①</td>
<td>6-②</td>
<td>5-④</td>
</tr>
<tr>
<td>5-⑨</td>
<td>5-⑩</td>
<td>5-①</td>
<td>4-⑩</td>
</tr>
</tbody>
</table>

- Write down more than 8!
- Open 8 areas in 3 minutes!
- It aint over till it’s over!
- Think outside the box!
8 areas should be

1. connected to the main goal

2. connected to enhance your performance to achieve your goal
Pick 8 areas to focus on

Maybe next time
Move each area like this.
Practice 2

Write down 8 specific actions or tasks within each area
<table>
<thead>
<tr>
<th>Email to past attendees lists</th>
<th>Develop website</th>
<th>Promote Harada Workshop Aug 12-31</th>
</tr>
</thead>
<tbody>
<tr>
<td>Create an email promotional piece for workshops</td>
<td><strong>Marketing</strong></td>
<td>Promote books September 10th</td>
</tr>
<tr>
<td>Articles news letters once/week</td>
<td>Collect email Addresses</td>
<td>Get keynotes</td>
</tr>
</tbody>
</table>
Give your self 3 minutes for each area. That means you can finish 64 windows within 30 minutes!
Application-1

You will know what you are good at and what you are not by opening window in 30 minutes

Enhance your strong point
Make up for your weak point
Application - 2

Transplantation of knowledge

Let’s share
each other’s strong point
To enhance accuracy

Make a action plan
out of 64 windows

For routines

For “by when” actions
### Routine check sheet example:

**Current Goal:** Integrate family obligations, household repairs, and education so I can start looking for work in August and be at a point where I can handle everything efficiently and be prepared to be an excellent assistant.

**Overall Target:** Executive assistant of top 100 company.

**Month June**

- I had to be in before my needs determination to for 29 years so I can add transition - I did it.
The strength of repeating positive habits:

Repeating positive habits consciously transforms into creating powerful skills for success subconsciously.

Only 3% of people’s behavior is conducted consciously.

97% is conducted subconsciously
What action plans do we need to set?

Plans that include actions that can be easily identified as done: tickable actions

The best action plans need to be measurable and quantifiable.
State where you want to be in one month.

Monthly growth assessment plan:

State clearly what is your anticipated/desired outcome in one month before you start your plan.
Monthly growth assessment plan example:

Daily routine

“I make 15 sales calls in total every day; 7 in the morning and 8 in the afternoon.”

For what?

Growth assessment plan

“This is because in one month, I will have made 7 new business contracts and planned 12 new business meetings with prospective customers.”
“N” represents NOW, means what you are doing now.

“F” represents FUTURE, means what you are going to do in the future to achieve your challenging goal.

To achieve a goal that is new to you, you need routines that are new to you.

NEW routines will bring you a NEW result!

<table>
<thead>
<tr>
<th>No.</th>
<th>Home</th>
<th>Routines</th>
</tr>
</thead>
<tbody>
<tr>
<td>①</td>
<td>F</td>
<td>I read NY Times in the train every morning.</td>
</tr>
<tr>
<td>②</td>
<td>N</td>
<td>I clean my desk before leaving my office.</td>
</tr>
<tr>
<td>③</td>
<td>F</td>
<td>I pack lunch for my son every morning.</td>
</tr>
<tr>
<td>④</td>
<td>N</td>
<td>I finish diary before going to sleep.</td>
</tr>
<tr>
<td>⑤</td>
<td>F</td>
<td>I send e-mail to 10 store managers first in the morning to</td>
</tr>
<tr>
<td></td>
<td></td>
<td>express my expectation and encourage them.</td>
</tr>
</tbody>
</table>

He will raise.
I will ever.
My I.
I will prep.
Cust least.
**Diary example:**

<table>
<thead>
<tr>
<th>Date</th>
<th>Diary</th>
<th>Today's Phrase:</th>
</tr>
</thead>
<tbody>
<tr>
<td>5/31/2010</td>
<td>Linda</td>
<td>I am always polishing my speed,</td>
</tr>
<tr>
<td></td>
<td>Morton</td>
<td>My motto is...</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Action plan</th>
<th>Items that must be done today</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 AM</td>
<td>1. Finish book</td>
</tr>
<tr>
<td></td>
<td>2. Finish report</td>
</tr>
<tr>
<td></td>
<td>3. Finish Long Term Objectives/Daily Chart</td>
</tr>
<tr>
<td>7</td>
<td>4. Exercise</td>
</tr>
<tr>
<td></td>
<td>5. Clean kitchen</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Evaluation of today’s actions</th>
<th>Comments</th>
<th>Scores</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Achieve today’s targets?</td>
<td>I only completed 1/2 of day homework</td>
<td>4</td>
</tr>
<tr>
<td>Mental Enthusiasm, spirit and focus?</td>
<td>Focused on more good information, I need less learn more less boredom</td>
<td>4</td>
</tr>
<tr>
<td>Body Energy, health, footwork?</td>
<td>Tired, looking for excuses to not go work</td>
<td>3</td>
</tr>
<tr>
<td>Work Skill/knowhow improvements?</td>
<td>Good</td>
<td>5</td>
</tr>
<tr>
<td>Relations Relations with others?</td>
<td>No one was home when I telephoned, called my mom</td>
<td>4</td>
</tr>
<tr>
<td>Life Family relations and private life?</td>
<td>Sent a message to a friend</td>
<td>2</td>
</tr>
<tr>
<td>Learning Self-study and development?</td>
<td>Always reading new books</td>
<td>4</td>
</tr>
<tr>
<td>Routines How did you accomplish?</td>
<td>Get homework done</td>
<td>5</td>
</tr>
</tbody>
</table>

Evaluate with the scale of 1-5. Maximum: 40 Total: 29

**Exercise**

What do you do differently, if you could relive today?

1. Eat an apple
2. Relax myself and not feel like I have too much to do and will not get anything done
3. Listen better

Words and events that influenced you:

1. Call Mother
   - Mom is very confused and talking a lot, makes me sad and worried.

Today’s Best 3 of your actions or findings

1. Walked 1/2 hours with a friend.
2. Finish Book Report and reread parts of book to review every major point again.
3. Called my mom.

Conclude today in positive notes:

- I am starting a more focused attempt to schedule household repair projects after next week, so do not dismay of the piles of things laying all around that I’ve had to move in my house from my mother. I will all be taken care of in time. I am my own worse...
Keeping a diary is the shortest way to success.

Great people in the past all kept diaries; Olympic gold medalists, great business leaders, great inventors...

The key concept is: people should check progress by reflecting on what they did - Keeping a diary is the best way to do so.
Writing is... the best way to clarify and reinforce the ideas for yourself of what you want to do; mental rehearsing.
What is the difference between coaching and teaching?

Coaching is helping to find and draw the answers from within oneself by asking effective questions.

Teaching is getting knowledge to provide solutions and answers to issues.

A self-directing person coaches herself through reflection by writing a diary.
Keeping a diary will:

① increase time management skills.
② provide an opportunity to do mental rehearsal.
③ increase the skill of prioritizing responsibilities.
④ develop deep insight to oneself.
⑤ lift spirits, motivation, and energy.
⑥ promote a good image of oneself.
⑦ develop a habit of positive thinking.
⑧ help you recognize the process of attaining success.
The benefits of writing a diary

- **Time management skills**
- **Mental rehearsing skills**
- **Prioritization skills**
- **Overall preparation skills**
- **Self-analysis skills & self-image promotion**
- **Problem solving & positive thinking skills**
- **Tapping mental energy sources**

**The benefits of writing a diary**

1. **Time management skills**
2. **Mental rehearsing skills**
3. **Prioritization skills**
4. **Overall preparation skills**
5. **Self-analysis skills & self-image promotion**
6. **Problem solving & positive thinking skills**
7. **Tapping mental energy sources**
What to write in and do with a diary:

Evaluate your actions and the good things that you did.

“What would you do differently, if you could relive today?”

Use your creativity and imagination to direct you to your goal.

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What are the aspects to look at to evaluate your day?

**Occupational efficacy level**

Write about your positive work results so that your sense of efficacy as a professional will increase.

**Self-respect level**

Write about your experience of serving or helping others to help you grow personally; “I helped people in need today,” or “I gave my hand to a senior person in town.” As a result, your sense of self-respect will grow.
The benefit of answering “what would you do differently, if you could relive today?”

Learn from your mistakes

Learn from your mistakes to live a better day and to eventually attain success. It is important to face your mistakes as generally people tend to blind themselves to their mistakes and learn nothing from them.

*Get more ticks for your actions on tomorrow’s list!
3 questions to ask yourself to keep you on the right track to your goal.

① What is the most efficient way to reach your goal?
Keep thinking of what you need most to achieve your goal most effectively.

② What words influence you positively?
Favorite proverbs, credos, key words for ideals

③ What incidents make you feel thankful?
To grow a good character and become generous, you need an opportunity to thank others.
3 aspects to help improve a self-image:

**Self-awareness**
Notice who you are.

**Self-control**
Control yourself.

**Self-image**
Picture yourself succeeding.
Self-image

Your level of self-image varies depending on a sense of how much you can do now.

Your level of self-image will improve if you succeed in increasing your level of efficacy and/or self-respect professionally and/or personally.

A complete level of self-image will help you get even closer to achieving success.
The observed benefits of the implementation of the Harada diary practice - at Chugai pharmaceutical Co., LTD

This pharmaceutical company began using the Harada diary practice from 2009 for newly-hired employees in combination with a mentor & mentee consultancy initiative to successfully:

- reduce turnover rate to ZERO%.
- help grow a sense of importance of work and confidence about work
- help share concern with mentors so that there is no sense of isolation on the side of new employees
- provide opportunities to share written comments included in people’s diaries.
- provide opportunities to meet in person to exchange ideas based on the written comments, and thus to deepen communication among mentors and mentees.
What is a self-reliant person?

Professional skills & knowledge

Good character

Achievements

Foundation
Public service spirits;
Caring for others,
Helping others grow,
Sharing experiences.
Summary

■ The Harada Method aims to grow:
  • a person who is based on the firm foundation of her good character; particularly making it practice to serve others and benefit others.
  • a person who is also highly productive professionally.

■ A successful self-reliant person:
  • realizes the importance of 4 perspectives of goals and purposes and tries hard to make both tangible and intangible goals come true at the same time.
  • knows the real values of work is to achieve happiness not for him/herself but for others and society.