

Business must expect ability of doctor holder -a personal opinion-

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An article titled "[New Education-conscious Society] Job-Hunting Drift - Future of the doctors?" was run in the Asahi News Paper dated 19 January this year. The article says that Japanese government has promoted a plan to double the number of graduate students in the past 10 years since 1991 aiming to develop human resources with high specialized knowledge and skills that can be active in various fields in society, such as business enterprise, not only research field. As a result, the number of Ph. D. candidates has increased from 29,911 in 1991 to 74,811 in 2007. However, the employment rate of Ph.D.s (hereinafter referred to as "doctors") stays at about 60%. Job openings for professors and researchers in public research organizations that are popular among doctors are also decreasing. Currently, the number of doctors working in business enterprises is only 60% of the total job-founders and it fall short of the American standard of 1/3. The article also points out that as for doctor image that regular companies hold, they have high expertise, but lack knowledge in other fields and communication skills. Then, what is the doctor figure that companies expect like? Here, based on my experiences, I would like to pursue it.

The first requirement for the figure is to have technical business skills. It is the ability to plan, suggest and advertise new products and services. In addition, companies expect doctors to develop new customers and collect data/information with their personal connections built up during their school time. In short, corporations expect doctors to create a new business. For this reason, a lot of doctors are working as technical sales in the U.S.. The second requirement for the doctor figure is to hold practical skills/abilities of creating a high-value added product/service. It is easy to understand that this ability means that doctors hold the certificate to perform the tasks of scientific development. It is the skill to build up a product/service and enhance the value. The third requirement is management skill. It is the ability to contact with related departments and manage working process of members/staff and development cost. Thus, the doctor figure that corporate seeks for is a so-called polyvalent player (player who can perform in multiple positions) as stated by the Manager, Ivica Osim, and generally speaking, it means a human resource with high expertise, rich knowledge of other fields and high communication skills.

These doctor figures will obtain research funds, perform researches and gain more funds by presenting their achievements. This ability is commonly required for professors and scientists of governmental research institutions, as well as corporate scientists. If this is the case, what is like a doctor who can adapt to business activities? First of all, I consider that the person needs to be able to act and make decisions collectively or systematically. The priority among companies should be collective, and an individual should be something extra from there. In addition, the individual decisions should be also collective. This is because the corporate relates to society as an organization [corporate is a member of society], and corporate scientist must be a corporate member [business person] before scientist. Moreover, from the corporate perspectives, the figure with high expertise, though lacking knowledge of other fields, produce a negative view of doctors with high static techniques and low dynamic techniques. Environment surrounding business is always changing. Therefore, their scientific theme can be renewed every few years, and the development span is short. Business is looking for people who can adjust to such environment and produce achievements.