



Hattori Foundation (est.1919) - The Yamasa Institute

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Discounts - Gold, Silver and Bronze Passes.

Background:

During the 2000-2001 year, the additional start/finish date options provided by Yamasa's Discovery, Internship, SILAC and to some extent Acceleration program substantially increased seasonality in our short courses compared to previous years. The advantage of fortnightly SILAC starts has been a substantial increase in study opportunities for students – particularly professionals.

Immediate Objectives:

In order to average out enrollments across seasons, Yamasa is aiming to increase enrollments of short course students in the shoulder and off-seasons – particularly to cover accommodation vacancies. For this reason we are introducing 3 discount certificates - Gold, Silver and Bronze Passes.

Gold/Silver/Bronze Pass Objectives:

To tackle seasonality, cost structure issues & reduce accommodation vacancies out of season. The idea is to provide some targeted accommodation, book purchase and weekend activity discounts to short-term students enrolling in periods of low demand, but only on the basis of early to very early pre-payment. As tuition fees are already set at cost price, there are no plans for discounting tuition except for the current 10% discount offered for groups of 5 students or more, JET and Working Holiday visa holders.

The times of year thus targeted are:

AIJP/AJSP – January to June. For this program, winter is a traditionally weak period. In spring we usually have lower accommodation occupancy rates than desired. In the summer and autumn we are usually short of accommodation.

Acceleration – The program has always appeared to be the most in demand in terms of marketing research, but actual recruitment of students and program provision has been difficult. 7 or more students are required to start a class at the beginning of each quarter. 2- month students would join existing classes except in April and October when new classes are already scheduled to commence.

SILAC/Discovery – This is the most seasonal teaching schedule. Demand is extremely strong in Summer and Winter, with deep off-seasons in Spring and Autumn. The pattern appears to be similar to the following (using 2001-2002 dates):

2000-2001

April 1 – May 1	Spring Off-Season
May 1 – June 14	Spring/Summer Rising Shoulder Season
June 14 – August 23	Summer Peak Season
August 23 – October 4	Summer/Autumn Sliding Shoulder Season
October 4 – December 13	Autumn Off Season
December 13 – February 21	Winter Peak Season
February 21 – March 31.	Spring Off-Season

The Yamasa Institute - Japan's leading provider of high quality Japanese Language Education.

The objective is to extend the shoulder seasons, with the Spring/Summer rise starting earlier, and the Summer/Autumn slide starting later. It is also of course a key objective to increase base enrolments in the two key off-seasons. To do this we offer the passes to short term students applying for the shoulder and off seasons – with the most flexibility (and largest discount in absolute value terms) to those enrolling at dates in the off seasons. Please note that the passes are restricted to the following courses and start dates ONLY.

<i>Discount Passes are only available for the following start dates</i>		
<i>Eligible Courses</i>	<i>2001</i>	<i>2002</i>
AIJP	Spring Quarter/Term only	Winter Quarter/Term only
AJSP	Spring Quarter/Term only	Winter Quarter/Term only
Acceleration 3 months	All 4 Quarters/Terms	All 4 Quarters/Terms
Acceleration 2 months	All 4 Quarters/Terms	All 4 Quarters/Terms
SILAC 12 Weeks	Mar 8, 22, Apr 5, Aug 23, Sept 6, 20	Feb 21, Mar 7, 20
SILAC 10 Weeks	Mar 8, 22, Apr 5, 19, Aug 23, Sept 6, 20, Oct 4	Feb 21, Mar 7, 20
SILAC 08 Weeks	Mar 8, 22, Apr 5, 19, May 1, Aug 23, Sept 6, 20, Oct 4, 18	Feb 21, Mar 7, 20
SILAC 06 Weeks	Mar 8, 22, Apr 5, 19, May 1, 17, Aug 23, Sept 6, 20, Oct 4, 18, Nov 1	Feb 21, Mar 7, 20
SILAC 04 Weeks	Mar 8, 22, Apr 5, 19, May 1, 17, Aug 23, Sept 6, 20, Oct 4, 18, Nov 1	Feb 21, Mar 7, 20
Discovery 10 Weeks + Tour	Jan 25, Mar 22, Apr 19, Oct 4, Nov 15, 29,	
Discovery 08 Weeks + Tour	Feb 8, Apr 5, May 1, Aug 23, Oct 18, Nov 29	
Discovery 06 Weeks + Tour	Feb 22, Apr 19, May 17, Sept 6	Feb 7
Discovery 04 Weeks + Tour	Mar 8, May 1, 31, Sept 20, Nov 15	Feb 21

To obtain a discount pass, you need to complete the program application form, send photos, send proof of FULL tuition payment and then apply for the pass a minimum of 8 weeks before the commencement date for a bronze pass, 10 weeks for the Silver and 12 weeks for Gold. The application for a discount pass can only be made online through the homepage, and requires a student ID number. The student ID number is issued by Student Services on receipt of full tuition and will be emailed to you by Admissions. Please note that none of the discounts are percentage based – to make it easier for calculation.

<i>Transfer Deadline</i>	<i>12 Weeks</i>	<i>10 Weeks</i>	<i>08 Weeks</i>
<i>Type of Pass/Discount</i>	<i>Gold Pass</i>	<i>Silver Pass</i>	<i>Bronze Pass</i>
Village Single	JPY2,400 less per week	JPY 1,600 less per week	JPY 800 less per week
Apartment Single	JPY 800 less per week	JPY 600 less per week	JPY 400 less per week
Village Shared	JPY 3,000 less per week	JPY 2,000 less per week	JPY 1,000 less per week
Apartment Shared	JPY 1,300 less per week	JPY 900 less per week	JPY 500 less per week
Discount Book Coupons*	Up to JPY 3,000 discount	Up to JPY 2,000 discount	Up to JPY 1,000 discount
Weekend/Activities**	Priority placing/discounts	Priority placing/discounts	Priority placing/discounts

*A coupon allowing a discount on books, dictionaries, tapes or any other item from Yamasa (eg. dictionary or happi coat)

**When the number of participants is restricted for weekend activities, a pass holder will have priority placement, a later deadline (but no discount). When numbers are not restricted, then a substantial discount would be provided.

Conditions of use.

1. Each pass has a printed start/finish date. If you extend your enrollment beyond the printed finish date, then the discount will not be extended unless the new finish date is still within an off-season/shoulder season period.
2. A pass is not transferable. If you defer to a later start/finish date, the pass is invalid for the period beyond the original stamped date. If you defer to a later start/finish date your pass can be re-issued, provided you are still enrolling in one of the eligible programs/seasons.
3. A pass is not transferable to other applicants. It is only valid for the student name and ID number printed on the pass.
4. Each Discount Coupon has your Student ID printed on it. It cannot be cashed or transferred. It can only be used during the period your pass is valid for.
5. If you change accommodation, the balance of fees will be charged or refunded before the change – not after.
6. If you decide to transfer of your own accord from a program such as Acceleration in summer, to a program without eligibility for the pass, then the pass is invalidated.
7. If you are transferred by Yamasa faculty from a program such as Acceleration in summer, to a program without eligibility for the pass due to class level availability, or student numbers, then the pass will remain valid.