

# Gakuchika outline

Summary of what you put effort in + conclusion	10%	
Goals and Aims of your activity	10%	
Obstacles that blocked you from reaching your goal	20%	
The cause + specific action taken + result	40%	
Lesson learnt	20%	

# Gakuchika outline

## Part-time job

Summary of what you put effort in + conclusion	Planning to increase sales at the restaurant
Goals and Aims of your activity	Reaching the highest profit per month
Obstacles that blocked you from reaching your goal	Lack of regular customers
The cause + specific action taken + result	<p>The menu is always the same</p> <ul style="list-style-type: none"><li>• Have a seasonal menu</li><li>• Make a poster for the new menu</li><li>• Gain regular customers leading to continuous increase in sales</li><li>• Monthly sales reach record highs for 3 months in a row</li></ul>
Lesson learnt	The importance of approaching service from a customer's perspective

# Gakuchika outline

Extra-curricular / Club activities

Summary of what you put effort in + conclusion	Team management as the Captain
Goals and Aims of your activity	Win the championship at the league
Obstacles that blocked you from reaching your goal	Motivation gap between regular and bench players
The cause + specific action taken + result	<p>No participation for bench players</p> <ul style="list-style-type: none"><li>• Selecting regular players based on attitude and effort during training</li><li>• Field play opportunities for bench players</li><li>• Intra-team competition starts, increasing the strength of the team</li><li>• From being the last in the last league, to becoming the league champions</li></ul>
Lesson learnt	As a leader, I've approached the situation objectively and realized the importance of identifying the problem

# Gakuchika outline

## Internship

Summary of what you put effort in + conclusion	Intern focusing on corporate sales
Goals and Aims of your activity	Contributing to the B2B sales of the company's products
Obstacles that blocked you from reaching your goal	Difficulties getting appointment with potential clients
The cause + specific action taken + result	<p>There are parts that can be automated, but aren't</p> <p>Plan to introduce an in-house sales tool which was actually installed</p> <ul style="list-style-type: none"><li>• Increase in number of appointments</li><li>• Increase in sales of products by 20%</li></ul>
Lesson learnt	The importance of approaching service from a customer's perspective

# Self-PR outline

Your strengths	10%	
Experience that demonstrates this strength	10%	
Difficulties or issues faced during that experience	20%	
Specific action taken + Result	40%	
Your strengths and how you can contribute to the company	20%	

# Self PR-outline

Drive for challenge

Your strengths	Willingness to face challenges
Experience that demonstrates this strength	Launching a new business for an HR Tech start-up
Difficulties or issues faced during that experience	No existing manual or system
Specific action taken + Result	<ul style="list-style-type: none"><li>• Thoroughly creating value through the users' perspectives</li><li>• Approaching potential customers directly</li><li>• Hosting events</li> <li>• Acquiring 300 new users</li></ul>
Your strengths and how you can contribute to the company	Contributing to new business developments

Self-PR example

500-character ver.

合計499文字

Your strengths	私の強みは「チャレンジ精神」があることです。	22
Experience that demonstrates this strength	長期インターンとして、HR Techスタートアップで、1年間の新規事業の立ち上げを経験しました。	47
Difficulties or issues faced during that experience	既存のマニュアルやシステムが存在せず、自分で仮説を立て、実行することが必要不可欠でした。	44
Specific action taken + Result	HR Techスタートアップでは、グローバル新卒と企業を繋ぐマッチングサイトを開発しており、グローバル新卒のユーザー獲得が最重要事項でした。 まずは、他のインターンと協力して、日本全国の学生団体と連絡を取り、潜在的ユーザーが求めている「価値」を洗い出しました。 そして、グローバル学生の課題であった「就活の情報とネットワーク不足」の解決が重要だと仮説定義し、チームに対して、アンバサダー制度・学生団体との共同オンラインイベントの開催を提案しました。イベントでは、就活知識のインプットと先輩グローバル社員の討論会を企画、実施しました。 結果、新規ユーザー300名を獲得、学生団体との共同イベントは10回開催し、アンバサダー70名の獲得に成功しました。	321
Your strengths and how you can contribute to the company	未開拓の市場でも、ユーザー目線で、価値を企画・提供できる強みを生かして、貴社の新規事業開拓事業に貢献していきたいと考えております。	65



# Self-PR outline

## Problem-solving skills

Your strengths	Problem-solving skills
Experience that demonstrates this strength	Leading a team as a leader
Difficulties or issues faced during that experience	Decreased motivation among members
Specific action taken + Result	<ul style="list-style-type: none"><li>• Giving everyone roles to create a sense of ownership</li><li>• Communication between members became more active</li><li>• The club began to operate more smoothly</li></ul>
Your strengths and how you can contribute to the company	Leading the organization with my leadership