

Working with Belgium

Target audience

Professionals who work with Belgium

Prerequisite

No prerequisite

Objectives

Develop relevant business skills required to succeed with the Belgians

At the end of the training, participants will have keys to:

- Be aware of their cultural footprint
- Understand the context and cultural mindset & values of their counterparts
- Analyze the situations of misunderstanding to reduce cultural gaps
- Adjust their management and communication style
- Decode the local decision and negotiation process

Added value

- Customization of the program thanks to a pre-work questionnaire
- Pragmatic approach
- Mix of theory and practical cases
- Individual action plan

Accessibility

All our training courses are accessible to people with disabilities. Each training project will be the subject of a case study by our teams, in order to adapt the training program.

PROGRAMME OUTLINE

ADOPTING A CROSS-CULTURAL APPROACH

- Identifying and going beyond cultural stereotypes
- Culture shock and the integration process

UNDERSTANDING BELGIAN CULTURAL CODES

Discovering key aspects of Belgian Culture

- Federation, communities and regions: a multiple country, a fragile kingdom
- The headquarters of European and international institutions
- Flemish, Walloon, German-speaking
- An economy of industry and services

Understanding Belgian values

- The family and private sphere: protected referents
- Hospitality and courtesy, formalism and politeness
- Community anchoring: parties and celebrations
- Punctuality and rigor, modesty and discretion

OPTIMIZE YOUR PROFESSIONAL ACTION WITH BELGIANS

Working and communicating with the Belgians

- A management committed to service and efficiency
- Hierarchy and egalitarianism: benchmarks and trends
- Building trust: consultation, listening skills and empathy
- Pragmatism and flexibility
- Valuing personal performance
- Motivate, delegate, give feedback, value, manage conflicts
- Take into account the regional context

Final Handy Tips

- Golden rules
- Action plan



Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?
Contact us !

Public Courses Next available sessions

Duration: 7 hours

 September 18, 2025, Paris
1070 €HT/pers.* Training session held in 

* (Technical fees and lunch included)