

Working with the Netherlands

Target audience

Professionals who work with the Netherlands

Prerequisite

No prerequisite

Objectives

Significantly increase participants' effectiveness in their professional relations with people from the Netherlands

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

- Adopt an intercultural approach
- Understand the context and culture of the Netherlands
- Decipher cultural codes and analyze situations of incomprehension
- Adapt their communication and working methods
- Decode decision-making and negotiation processes

Added value



- Conducted by an expert consultant specialized on the Netherlands
- Decryption of the Nomad' Profile
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing of best practices and individual 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

- July 18, 2024, remote session
950 €HT/pers. Training session held in 
- December 17, 2024, remote session
950 €HT/pers. Training session held in 

PROGRAMME OUTLINE

Step 1: E-learning

ADOPTING AN INTERCULTURAL APPROACH

- Specify your context and expectations
- Become aware of cultural filters
- Discover your cultural profile

Step 2: Group training session

UNDERSTANDING DUTCH CULTURAL CODES

Discovering the cultural basics of the Netherlands

- The story of a battle against water
- A long democratic tradition
- Fertile ground for new ideas
- An internationalized economy with a maritime anchorage

Understanding Dutch values

- "Polder model": egalitarianism, tolerance and spirit of consensus
- Pragmatism and sense of initiative
- Impact of Calvinism
- Organized time

OPTIMIZE YOUR PROFESSIONAL ACTION WITH DUTCH

Communicating with Dutch

- Frankness and clarity: explaining your messages
- Rely on concrete facts and figures
- Control your emotions and not take things personally

Adapting work methods

- Promote a relaxed atmosphere
- Promote creative autonomy and cooperation
- Involve all stakeholders for a decision based on consensus
- Understanding the vision of the manager in the Netherlands: a *primus inter pares*

Conducting successful meetings and negotiations with Dutch

- Establish your expertise
- To go straight to the point
- Be prepared, demonstrate efficiency and be constructive; respect the time of your interlocutors
- Honor your commitments

Adopting best practices

- Recognize key principles
- Avoid pitfalls, mistakes and misunderstandings
- Create a tailor-made action plan

Step 3: E-learning to go further

EXPLORE COUNTRY PACKS

Developing your knowledge of the country

- Cultural guidelines
- Business life
- Overview