

Babel

LANGUAGE AND CULTURAL TRAINING



Our **Doing Business in Poland** programme will help you gain an understanding of Poland's work culture and business environment so that you can work more effectively with your Polish colleagues and clients. We'll provide communication tips and real-world business insights, along with opportunities to practise work scenarios that will help you build rapport, influence, and collaborate successfully with your Polish counterparts.

The programme is led by experienced cultural trainers who have an appreciation and understanding of cultural differences having lived and worked overseas for many years. It will provide you with a framework of practical, actionable advice.

Programme objectives:

This tailored programme will help you:

- Understand key Polish cultural values and how they shape professional behaviour
- Explore how Polish professionals typically communicate and make decisions
- Reflect on your own working preferences and identify how to adapt for better collaboration
- Apply techniques to build trust, communicate with clarity, and handle business interactions with confidence

DOING BUSINESS IN POLAND

COURSE OUTLINE

Course Design

This course is designed to be delivered either face-to-face or in live online modules and offers opportunities to contribute to polls, take part in exercises, and participate in group discussions.

Course Duration

Face-to-face: 1 day or half day

Online: Two x half-days or four x 90-minute modules.

Group Size

We recommend a maximum group size of 14 but larger groups can be accommodated.

Course Fee

Our fees depend on the course duration, how many participants will be attending and the scale of the overall programme. We are happy to work within a defined budget.

Contact

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Understanding Key Polish Cultural Values

- Strong national identity and the importance of Polish heritage, language and achievements
- Respect for formality, roles, and hierarchy - titles and protocol
- Work ethic and responsibility - pride in being dependable and well-prepared
- Historical influence on resilience and pragmatism - “making things work” despite challenges

Working with the Polish

- Attitudes towards punctuality, time and deadlines
- The boundary between personal and professional lives
- Leadership style: directive leadership with respect for expertise
- Decision-making: preference for structured, risk-aware processes
- Attention to detail and thorough preparation
- Demonstrating trust and sustaining work relationships

Communication and Meetings

- Communication preferences and building rapport with your Polish counterparts
- Politeness and diplomacy; giving and receiving feedback
- Written communication styles
- Well-structured and outcome-focused meetings

Strategies for Working Effectively Together:

Delegates put together an action plan of practical dos and don'ts with useful tips that will help get the best out of their collaboration with counterparts.



Language Training

Babel offers inspiring and interactive lessons in all major languages from Beginners to Advanced. Tailored to your own specific goals and scheduled at a convenient time, you'll receive support and motivation from your own native-speaking tutor.

Cross-Cultural Training

Cultural competency is a skill for anyone working in a global organisation. We help people recognise and understand the inevitable cultural differences they encounter and develop the skills necessary to successfully manage these differences.