

Babel

LANGUAGE AND CULTURAL TRAINING



Our **Doing Business in the Netherlands** programme will help you gain an understanding of Dutch business culture, communication preferences, and professional expectations - helping you collaborate more effectively with your Dutch colleagues and clients.

We will share tips for clear communication, build awareness of common workplace behaviours, and provide opportunities to practise business situations that will help you build trust, influence decision-making, and avoid misunderstandings.

This programme is delivered by experienced cultural trainers with first-hand knowledge of the Dutch business environment. It offers a practical, actionable framework for success.

Programme objectives:

This tailored programme will help you:

- Understand key Dutch cultural values and how they impact the workplace
- Learn how the Dutch typically communicate, give feedback, and build trust
- Reflect on your own working preferences and how to adapt your style
- Gain techniques for successful collaboration across cultural lines
- Develop a personal action plan for working effectively with Dutch colleagues

DOING BUSINESS IN THE NETHERLANDS

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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Country Introduction

- History insights and geographical influences
- People and society
- Underpinning behaviour, and the Dutch cosmopolitan mindset

Understanding Key Dutch Cultural Values

- Exploring core values including: preference for consensus and egalitarianism; tolerance and multi-culturalism; outward looking; directness
- What have you observed so far?
- Potential clashes with your own culture

Working with your Dutch counterparts

- Attitudes towards hierarchy
- Decision-making: getting buy-in from across the team
- Project schedules, punctuality and deadlines
- Dutch professionalism: structured meetings and preparation
- Building trust: consistency, openness, and reliability over time

Communication and Meetings

- Communication style: clear, concise, and factual
- Feedback culture: direct, open, and often blunt - but not personal
- Avoiding misunderstandings
- Use of humour
- Best practice for virtual collaboration
- Global English: avoiding idioms, simplifying complex language

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 relationships with Korean 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.