

## TRAINING BROCHURE

# How to be successful in the Dutch high tech work culture training



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## How to be successful in the Dutch High Tech work culture

**Price:** € 715 excl. VAT \*

**Duration:** 1 day

**Contact:** [training@hightechinstitute.nl](mailto:training@hightechinstitute.nl), +31 85 401 3600

**Score:** 9.1 ★★★★★☆

### Intro

Are you new to Holland and confused by Dutch corporate culture? This intensive boot camp will give you all the insight, practical soft skills, and confidence you need to make the most of your career in the Netherlands.

If you're new to Holland, a lot of things may be different from what you're used to in the workplace. For example, Dutch colleagues expect you to always say what you think – even if it means contradicting your boss. And you can expect them to comment on *your* work, too. Dutch jobs come with a lot of freedom – and a lot of responsibility, right from the start. What's the best way to handle that? And all those seemingly endless meetings – how do you ever get things done? How do you move decisions in the right direction, when it's unclear who's in charge of making them?

All these unfamiliar things can frustrate you and make you feel like you're not performing at your best. Fortunately, many of the skills you need to work effectively and rewardingly in the Netherlands can be learned. And once you've learned them, you may join the ranks of the many professionals who wouldn't want to live without them.

*This training is available for open enrollment as well as for in-company sessions.*

### Objective

You'll learn the history behind the Netherlands' unique approach to work, and why it's a plus in the technology industry. You'll also practice the concrete day-to-day skills you need to survive – and thrive.

This intensive boot camp covers:

- The specifics of the Dutch business culture and how it developed;
- Why the Dutch approach is so successful in the high tech industry, and how it meets the needs of high tech engineers;
- How to speak up in every situation (even when it means contradicting your boss);
- How to respond professionally to harsh criticism;
- How to handle mistakes and things you don't know;
- What to do about all those endless meetings;
- The major don'ts and other sensitive issues – what you definitely *shouldn't* do.

### Intended for

This course is intended for non-Dutch technology professionals working with Dutch colleagues, in the Netherlands or abroad. This in-depth course is designed for technology professionals engaged in complex system development.

### Certification

Participants will receive a High Tech Institute course certificate for attending this training.

### Course leader

[Jaco Friedrich MSc](#)

### Trainers

[Kees Rijssenbeek](#)  
[Claus Neeleman MSc](#)  
[Jaco Friedrich MSc](#)

*\* Prices are subject to change. Price correction will be applied at the end of the year.*

Keep me posted



## Program

- How to handle the uniquely Dutch approach to offering criticism;
- Dutch corporate culture: its background, history, and traits;
  - Flat organizations
  - Lots and lots of meetings
  - That famous Dutch frankness
- What makes this approach such a success in high tech;
- How to speak up and maximize your influence;
- How to maximize your influence: stakeholder management in a flat organization;
- Giving effective feedback (even to your boss);
- What not to do (what will make your career go south *fast*).

## Methods

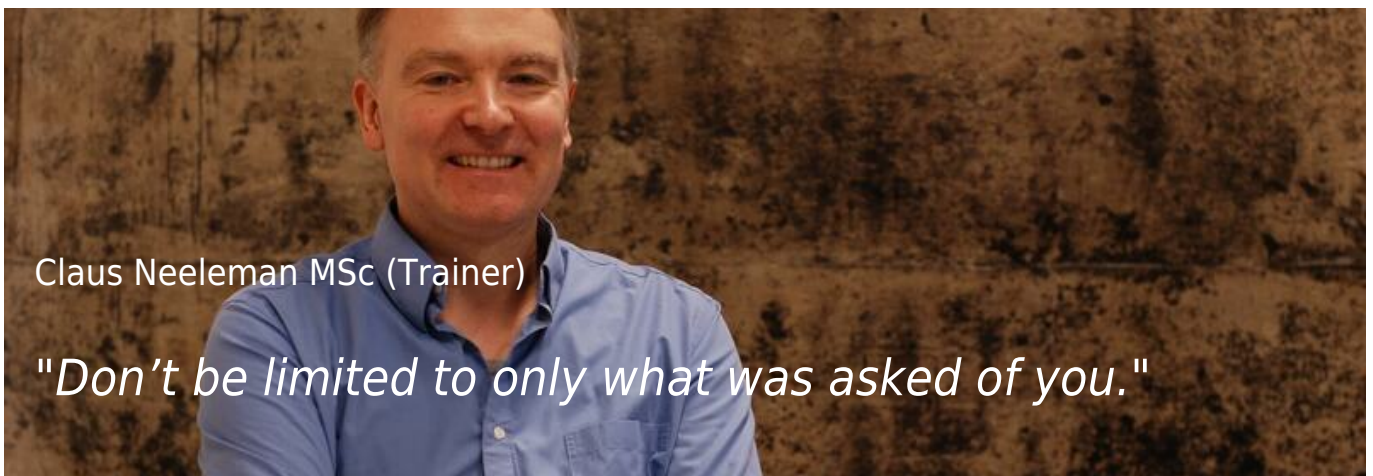
Action learning, lectures, exercises, discussions, role-plays.

The program provides a theoretically sound foundation, then turns it into practical action using participants' specific, real-world situations. As a result, you can apply what you've learned the very next day. At the end of the course, you'll have a complete personal action plan to take forward.

## Video



Read the interview:





Marco Allegri (Former participant)

*"Even if your opinion contradicts your boss or management, they want you to speak up."*

Remarks from participants:

- "This is a must-have training for people from different hierarchical and top down approach. The earlier after 6 months of working, the better." > Proto Design Engineer , ASML
- "One of our Product Managers recommended this training to the group. She had attended a short lecture on this topic and according to her, being exposed to all those facts and tips would have helped her tremendously when she started in Netherlands 10 years ago. Having attended the day-long training myself now, I couldn't agree more. The training packs in itself the "Basic 101" of understanding the Dutch at work and how to orient oneself to understand, appreciate, adapt and thrive. The trainer was able to convincingly link our "only-in-the-Netherlands" experiences to factual and cultural reasons. I am looking forward to applying this newly acquired insight in my day-to-day work and people interaction!" > Ayesha Hanif , ASML
- "Very useful, it was most interesting to see the different nationalities present and their views on Dutch culture." > David Pollard - Ultimaker
- "Very useful training which helps me to clarify a lot of ambiguity." > Seifeddine Slimani - Signify
- "Really helpful and to the point. It sheds light on many aspects of Dutch culture that I wasn't aware of prior to joining. Exercises are the best bit." > Riccardo Mazzocco - ASML