

# 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 19, 2024, Paris  
1 010 €HT/pers.\* Training session held in 

\* (Technical fees and lunch included)