



**Global  
Business  
Academy**



**Fast-track**

**your success in the  
Netherlands**

Congratulations! You have made the decision to take up new opportunities in the Netherlands. This is a huge chance to fast-track your successful career.

By now, you have undoubtedly heard about or experienced the Dutch directness. And the egalitarian way of working. But have you grasped the finer nuances when people don't give feedback? And how to influence in this egalitarian workforce?

Are you equipped to adapt your working style and pick up key skills to maximize your success in the Netherlands? And are you aware of your strengths that make you stand out in this country?

We've got you covered!

With Global Business Academy, not only will you be able to bridge differences between your working style and the Dutch, but you will also be equipped with 21st Century Global skills that will fast-track your career goals in the Netherlands. Here are the skills you will take home by participating in our interactive workshops.

## 21<sup>st</sup> century global skills



Driving Effectiveness



Constructive Feedback



Managing Failures



Self Management



Decision Making



Effective Communication



Remote Team Building



Strategy and Planning

## The 21st century global skills



Effective Communication

### Effective Communication

Master the values that define the Dutch way of communicating. Understand how to voice your opinion the Dutch way and how the Dutch interpret your way of communicating.



Remote Team Building

### (Remote) Team Building

Learn how to win trust, build a strong team, create psychological safety, understand the needs and expectations from your team members.



Decision Making

### Decision Making

Learn what your Dutch team members expect from you as a leader when making decisions. Learn how to influence and participate in decision making.



Constructive Feedback

### Constructive Feedback

Learn the nuances of giving, receiving, decoding, and interpreting feedback the Dutch way.



Driving Effectiveness

### Driving Effectiveness

Learn how to navigate Dutch workplaces to put forth ideas, manage projects and processes, raise concerns, ask for support and drive outcomes.



Decision Making

### (Self) Management

Learn what working independently the Dutch way means, learn what Dutch team members expect from you as a leader.



Managing Failures

### Managing Failures

Learn how to use a fail-fast mindset the Dutch way. Use your cultural differences to your advantage while adapting to the Dutch way of working.



Strategy and Planning

### Strategy and Planning

Learn the practical skills required to plan and stay ahead of the curve while working with Dutch Colleagues. Unfold your strategy in this new country.

## The program



### 1. Goal setting (0,5 hours)

What tangible results do you want to get out of the program? The smarter your goals, the more you will get out of this day.



### 2. The Dutch Mindset (2,5 hours)

Using videos and insights from 200 Dutch professionals, we immerse you in the Dutch working styles and behaviours so that you can recognize, understand, anticipate and plan for challenges.



### 3. Self reflection (2 hours)

In small groups, you will embark on a journey of self-discovery. You gain insights into your strengths and weaknesses of own working styles in the Netherlands. What will people love about your style, which you can use to your advantage? What may they find difficult?



### 4. 21st century intercultural skills (2,5 hours)

Through more than 25 years of research and experience, we created a wide range of practical skills for the future. These skills enable you to drive collaboration, proactiveness, accountability, openness and transparency in the Netherlands.



### 5. Strategic ideation (0,5 hours)

Going back to step 1, you create your personal strategy how to fast-track your successful career in the Netherlands.

## Follow up sessions

To ensure a seamless transition into a new work environment, and to plan the success road map of each participant, we offer three virtual guidance sessions as a follow up to our workshop. Here is an overview of the sessions we provide:

### Road mapping (60-90 mins)

To catalyze success in the workplace, you plan your own stakeholder map and roadmap in conjunction to your short term/long term goals in the Netherlands. This helps you to focus on establishing your reputation and driving results while also reducing your time to adapt to a new work environment.

### Intercultural bridging (60-90 mins)

In this virtual session we will focus on any new experiences or challenges that you want to share. That can be the culture shock you may be going through, any new workplace challenges you have been experiencing, any great achievements and experiences that you may want to share with your peers. We will once again help you to navigate these challenges by bridging intercultural differences and by using 21<sup>st</sup> Century Global Skills.

### Self-Growth Evaluation (60-90 mins)

A lot of internationals come to the Netherlands and suddenly realize that the experience in their home country is of a different value than the way work is done in the Netherlands. While you adapt to the new work environment, it is only normal to lose sight of the brilliant work you have done. You may go through a downward spiral of under confidence. We help you to clearly see the value in yourself and what you bring to your team and organisation. We help you measure your individual growth on a scale that will help you navigate self-doubt, establish credibility and achieve success.

## Dates, location and cost

We selected three open workshops dates during which you can meet and exchange experiences with other newly arrived internationals.

**In-person workshops dates:** Thursday 2 September 09.00 – 17.30  
Wednesday 27 October 09.00 – 17.30  
Friday 3 December 09.00 – 17.30

**The training location:** Room2Learn\*  
Utrechtsedwardsstraat 13 (1 hoog)  
1017 WB Amsterdam

**The cost:** € 600 per person, including coffee, tea, snacks, lunch, a one day face to face training, three follow up sessions and training materials. Excluding VAT.

**Group size:** 3-12\*\*

*\*If we are not able to run live workshops due to corona, the workshop will be changed to 5 online sessions. Should you prefer a personal workshop or want to inquire about different dates or training locations, please email: [info@globalbusiness.academy](mailto:info@globalbusiness.academy).*

*\*\*If there are more than 12 candidates, we will schedule a later date.*

## Our clients



## Our results

Following the ROI-Europe methodology, we measure satisfaction scores from all our learners. The top 3 results as reported by our learners are:



GBA helped me understand where things were not working in my collaboration. I recognized red flags the very next day and applied my new skills to solve the problem".



## About GBA

Global Business Academy was founded by Ilse Kerling. Ilse is Dutch, lived in Hong Kong, Australia and the UK for 16 years and moved back to the Netherlands in 2009. Like you, she moved countries and learnt to adapt her working styles. And like you, she has a business background.



Ilse's passion is to help business professionals fast track their success by understanding your strengths, and by knowing where to fine tune your approach.



At Global Business Academy, we believe in the power of video. We have always created videos for our own learning programs. Recently, we created the Feeling at Home series for IN Amsterdam and the city of Amstelveen. Please take a look at the [8 videos](#) to learn more about the Netherlands and to see the quality of our work.