



Dealing With the Dutch: The Cultural Context of Business and Work in the Netherlands in the Early 21st Century (Living and Working in Other Cultures)

Jacob Vossestein

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The Netherlands is a thriving transportation hub for Europe, and a booming center for banking and energy sectors, and other innovative industries. Thousands of expatriate executives and their families are transferred to Holland annually; and hundreds of thousands of visitors come on business.

People from all corners of the globe come into contact with Dutch colleagues and contacts, both in the Netherlands and in their own countries. They all have to "deal with the Dutch," and although the Dutch are becoming more and more cosmopolitan, aspects of their character and behavior still surprise many people.

For instance, the directness of the Dutch, their critical attitudes, and sometimes slow decision-making processes are some of the characteristics that foreigners notice immediately, and may find frustrating. While the Dutch may drive a hard bargain, once agreement has been reached, their word is their bond. They are also noted for their thoroughness, and their energy and ingenuity in discovering and exploiting new business opportunities.

Expatriates working in the Netherlands point out that it is the underlying values and norms of the Dutch that puzzle them most and sometimes irritate them.

For anyone traveling to the Netherlands on business, to live and work in the country, or for anyone who may have regular contact with the Dutch abroad, this unique book - written by a Dutch author - will ensure more effective and enjoyable business and social relations.

This new edition both follows the first in covering Dutch values and norms, and presents an up-dated picture of the latest economic, social and cultural changes in the country.

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