

OLANDŲ NAMAI LIETUVA
HOLLAND HOUSE LITHUANIA

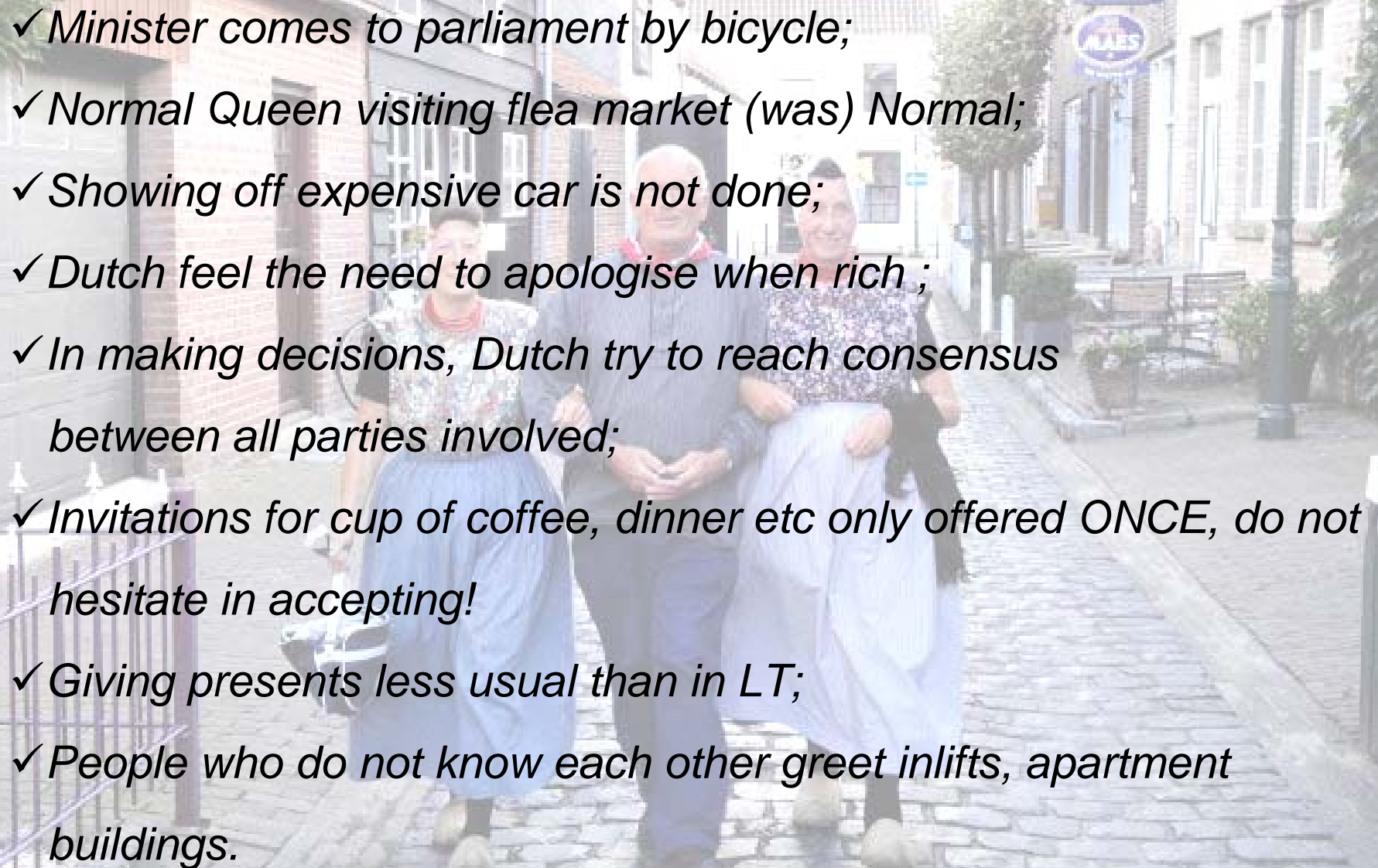
Basanavičiaus g. 17-20
LT- 03108 Vilnius

Nijolė Galinienė
Direktorė

Tel.: + 370 5 2651219 Mob. +370 699 17149
e-mail nijole.galiniene@gmail.com

www.hollandhouse.lt

SOME CULTURAL DIFFERENCES LT – NL

- ✓ Minister comes to parliament by bicycle;*
 - ✓ Normal Queen visiting flea market (was) Normal;*
 - ✓ Showing off expensive car is not done;*
 - ✓ Dutch feel the need to apologise when rich ;*
 - ✓ In making decisions, Dutch try to reach consensus between all parties involved;*
 - ✓ Invitations for cup of coffee, dinner etc only offered ONCE, do not hesitate in accepting!*
 - ✓ Giving presents less usual than in LT;*
 - ✓ People who do not know each other greet inlifts, apartment buildings.*
- 

SOME CULTURAL DIFFERENCES LT – NL

- ✓ ***You must in a few words prove your product***

Dutch have a no-nonsense approach

“Tell me the figures, the story I already know”

- ✓ ***Dutchman is direct, Lithuanian careful, diplomatic***

Be clear in your answers

- ✓ ***Lithuanians only communicate when they are sure***

Communicate! Tell now that product might be late!

- ✓ ***Lithuanians are improvisers, Dutch are planners***

Plan meetings long time beforehand

Lithuanian manager is more accessible

- ✓ ***Ask questions if you are not sure you understood!***

- ✓ ***Dutch people are careful with money***

Belgians call them stingy

WHY SHOULD DUTCH PREFER LITHUANIAN SUPPLIER?

You MUST offer an advantage, for example:

✓ *Specialist in small series with quick reaction times*

Real high-tech products, with advanced technology.

✓ *Work partly done in Lithuania, installed in the Netherlands by Lithuanians.*

✓ *Extremely efficient production method.*

✓ *Using special know-how (for example of the Russian market).*

✓ *Using geographical position (gateway to eastern Europe; one-day delivery to the Netherlands).*

More important Exhibition Centres

RAI exhibition centre, Amsterdam www.rai.nl

Jaarbeurs, Utrecht www.jaarbeursutrecht.nl

MECC, Maastricht www.mecc.nl

Ahoy' Rotterdam www.ahoy.nl

The Hague, Congress Centre www.congresscentre.nl

's Hertogenbosch, Brabanthallen www.brabanthallen.nl



OLANDŲ NAMAI LIETUVA
HOLLAND HOUSE LITHUANIA

Basanavičiaus g. 17-20
LT- 03108 Vilnius

Nijolė Galinienė
Direktorė

Tel.: + 370 5 2651219 Mob. +370 699 17149
e-mail nijole.galiniene@gmail.com

www.hollandhouse.lt