

**Language Test**  
English for  
specific purposes

**Intercultural**  
Working with  
the Netherlands

**Easy English**  
Reading and  
writing reports

**IM HEFT**

20 Seiten Vokabeltrainer



# Negotiating

Ten top  
tips for  
success

Deutschland: € 13,90 • CH sfr 25,00  
A • E • L • P (corr.): € 15,90



Spotlight Verlag  
Besser mit Sprechen.

The Dutch are experts at creating global  
industries out of little more than sun, sea, wind  
and, more recently, hot air



Giant snowflake: Norwegian Krystall hotel, designed by the Dutch

### Fast facts

**Official name:** Kingdom of the Netherlands

**Government:** Constitutional monarchy

**Capital:** Amsterdam 1.6 million (November 2014)\*

**Other main urban areas:** Rotterdam 1.0 million; The Hague (seat of government) 663,000 (November 2014)\*

Recently, Dutch firms have carried their control over the sea one step further, pioneering floating buildings and cities as a solution to rising sea levels. One of them is the developer

Dutch Docklands, which describes itself as having “learned to live with the water instead of fighting it”. It works closely with the firm of architects Waterstudio, run by award-winning architect Koen Olthuis.

“The climate change generation is no longer interested in iconic architecture, but are looking for iconic solutions,” says Olthuis. “It is not the result of the individual architect that counts, but the effect on society.” Perhaps their most futuristic

work is the Krystall hotel, which will open at the end of 2016. Designed to look like a giant floating snowflake, it is being built in the icy seas near the city of Tromsø, in Norway. The hotel will have glass roofs so guests can watch the Northern Lights. Its hallways will be lined with futuristic blue

shapes and fireplaces will be covered in transparent blocks to look like ice. “We call it a scarless development. If you take it away after 100 years or so, it will not leave any physical footprint,” explains Olthuis, who says that the Dutch attitude is: where there is nothing, anything is possible. “The Dutch created Holland out of the sea, and that mentality is in our DNA, forcing us to be creative in situations where there seem to be no obvious solutions. Some of the innovations that were born of necessity soon show potential for worldwide use.”