

# NOT POLES apart

*A personal experience of training in Eastern Europe*

Nadole in the north of Poland. However, in October of this year Peter met up with the Warsaw LOM to run a session on personal and staff motivation.

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### Young entrepreneurs have seized the opportunity to reshape Poland

The first thing which strikes you is the fluent understanding of English — can you imagine the reverse happening in England? Membership is split between entrepreneurial business owners and business studies' students. This difference is reflected in the age and experience of the members and of course in their ambitions. The main interest of the members is to make contacts for business. Poland has become a country where anything is possible ... if you know the right people. The difficulty is finding the right people and then motivating them. After years of communist rule people are only slowly taking up ideas and standards that we accept as

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### Many local projects as we know them in BJC are not possible

the norm. Young entrepreneurs have seized the opportunity to reshape Poland. Small private enterprises are springing up all over the country. The

young people are studying management and business subjects. They are taking the opportunity to travel abroad — a luxury not possible in the old days. It is these people who are members of Junior Chamber in Poland.

Yet despite all of this, there are some reassuring similarities. People are people all over the world. We in Western Europe are not poles apart in terms of problems and ambitions. The brainstorming session was conducted in Polish. It is only then that you really appreciate the friendly nature of these people — body language and expressions are universal.

At the end of the evening the realisation dawned that the solutions may lie with various routes. Polish LOMs have to surmount not only economic obstacles but also a developing infrastructure. Therefore, many local projects as we know them in BJC are not possible. There is a strong belief in Poland that everything Western is better than Eastern. This is one reason why they are eager to meet people from the West. But there is no doubt that Polish LOMs have a membership which is rich in internal experience and knowledge. We have a lot to learn from them in terms of overcoming obstacles. I have no doubt that Poland will be a force to be reckoned with in the future.

Further details to contact Poland should be directed to the BJC Training Director. ■

*Peter Ning is a BJC trainer and Marketing Director of Manchester Junior Chamber.*

**G**o East, not West! If you have the opportunity or interest to visit Eastern Europe you will find many Jaycee members eager to meet you. Peter Ning from Manchester Chamber has been travelling to Poland in the last two years. You may have many different perceptions about the country, but Poland is rapidly expanding in terms of business and tourism.

Warsaw and Cracow are just two of the cities in Poland where Junior Chamber is alive and kicking. It is some four years since the birth of Junior Chamber Poland and there are now 18 LOMs in existence. Their members are in the vanguard of influential opinion-makers. For example, the first president of JC Poland was the Prime Minister in the administration that was most active in privatising the Polish economy.

Unfortunately, it was not possible to run a training session at the national conference of Junior Chamber Poland in

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