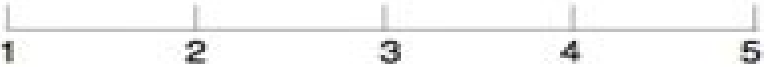
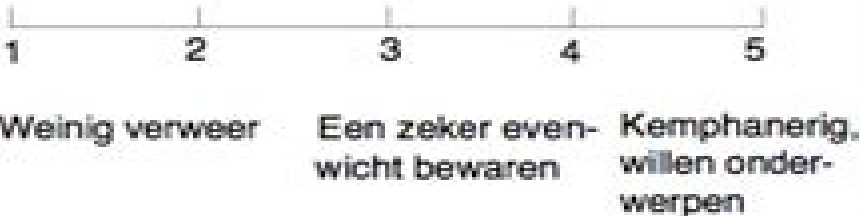




Activiteiten	Dilemma's	Voorbeelden van tactieken
1 Belangen realiseren	<p>Toegeeflijk vs bikkelhard</p>  <p>Het er niet op aan laten komen, snel concessies doen</p> <p>Standvastig, op de proef stellen</p> <p>Hard, koppig</p>	<p>Overtuigende presentatie van feiten, 'wisselgeld' creëren, kleine concessies opblazen, met tijdslimieten werken, het op een impasse aan laten komen, met een voordelig voorstel komen, vasthouden aan eigen belangen en uitgangspunten.</p>
2 Machtsbalans beïnvloeden	<p>Weinig verweer vs bazig</p>  <p>Weinig verweer</p> <p>Een zeker evenwicht bewaren</p> <p>Kemperhanerig, willen onderwerpen</p>	<p>Kennis en gezag tentoonspreiden, laten merken dat men alternatieven voor de huidige relatie achter de hand heeft, manipulerende gesprekstechnieken, af en toe proberen te overbluffen en door te drukken, het initiatief nemen en houden.</p>
3 Constructief klimaat ontwikkelen	<p>Joviaal vs vijandig</p>  <p>Persoonlijk, vertrouwelijk, inpakkerig</p> <p>Geloofwaardig, solide</p> <p>Geïrriteerd, onberekenbaar</p>	<p>Informele en ongedwongen contacten bevorderen, humor, interesse tonen voor persoonlijke zaken, consistent optreden, iets laten merken van de wederzijdse afhankelijkheid. Uitkijken voor het berokkenen van gezichtsverlies, rolgedrag van de persoon onderscheiden.</p>
4 Flexibiliteit verkrijgen	<p>Explorerend vs ontwijkend</p>  <p>Beweeglijk, zoekend</p> <p>Rustig, geduldig</p> <p>Ontwijkend, op één spoor</p>	<p>Nieuwe informatie zoeken, alternatieve oplossingen doornemen, vragen stellen, 'proefballon' oplat, schorsen en 'informeel' polsen over ideeën, 'brain-stormen', hardop denken over voorlopige voorstellen, 'studie-overleg' inlassen, 'platformvoorstel' gebruiken.</p>

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Willem Frans Gerard Mastenbroek



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