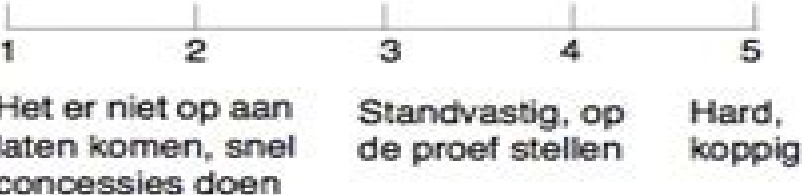
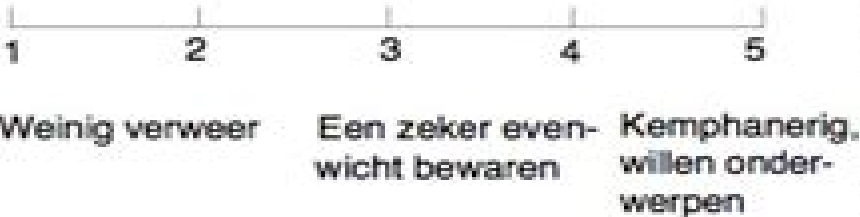


Activiteiten	Dilemma's	Voorbeelden van tactieken
1 Belangen realiseren	Toegeeflijk vs bikkelhard  Het er niet op aan laten komen, snel concessies doen Standvastig, op de proef stellen Hard, koppig	Overtuigende presentatie van feiten, 'wisselgeld' creëren, kleine concessies opblazen, met tijdslimieten werken, het op een impasse aan laten komen, met een voordelig voorstel komen, vasthouden aan eigen belangen en uitgangspunten.
2 Machtsbalans beïnvloeden	Weinig verweer vs bazig  Weinig verweer Een zeker evenwicht bewaren Kemperanerig, willen onderwerpen	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.
3 Constructief klimaat ontwikkelen	Joviaal vs vijandig  Persoonlijk, vertrouwelijk, inpakkerig Geloofwaardig, solide Geïrriteerd, onberekenbaar	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.
4 Flexibiliteit verkrijgen	Explorerend vs ontwijkend  Beweeglijk, zoekend Rustig, geduldig Ontwijkend, op één spoor	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.

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