

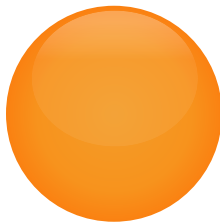
SOK-congres, Affligem, 2 juni 2017

Geert DEWULF



ONDERHANDELEN



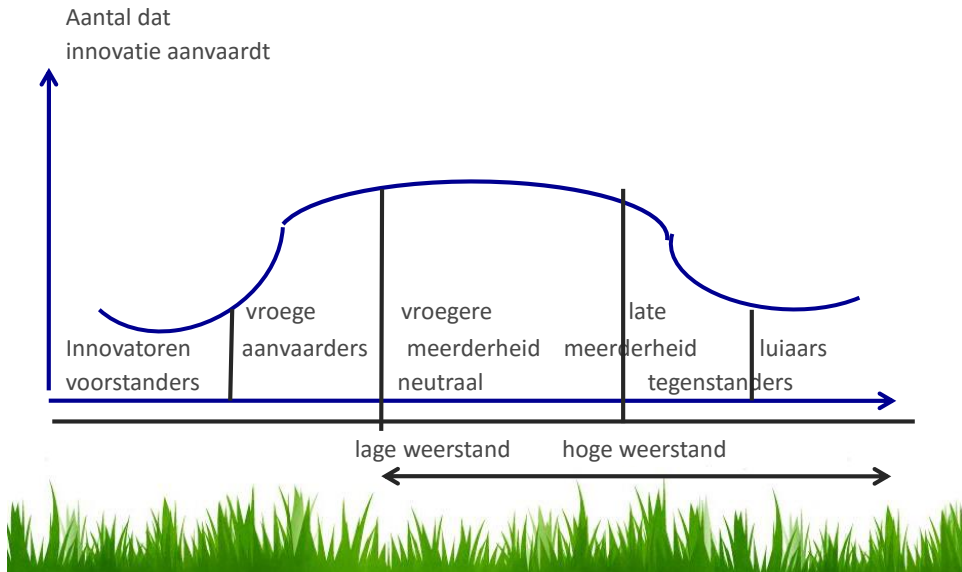
Wat is onderhandelen?



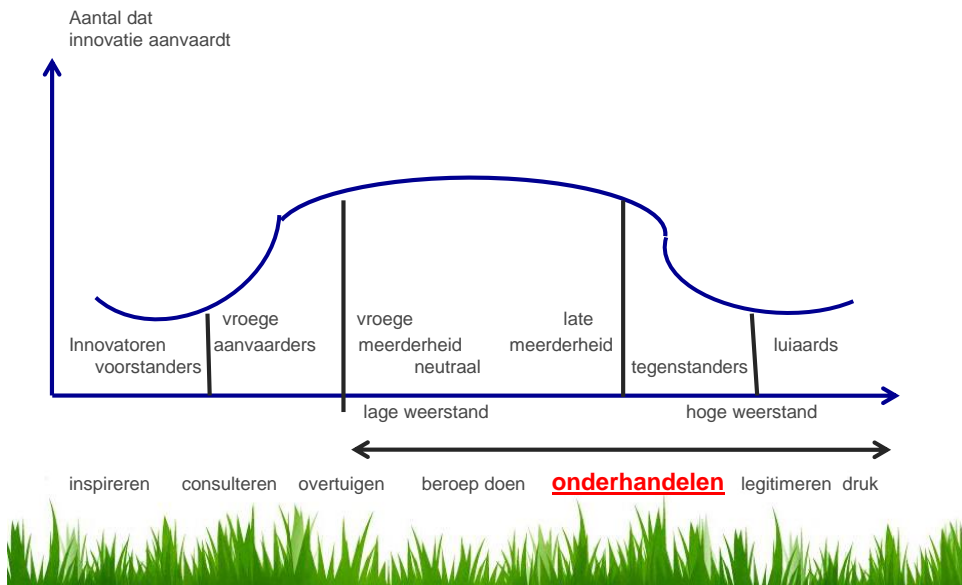
**WEDERZIJDSE AFHANKELIJKHEID
VERSCHILLENDE BELANGEN
KOEK VERGROTEN
'WIN-WIN'-SITUATIE**



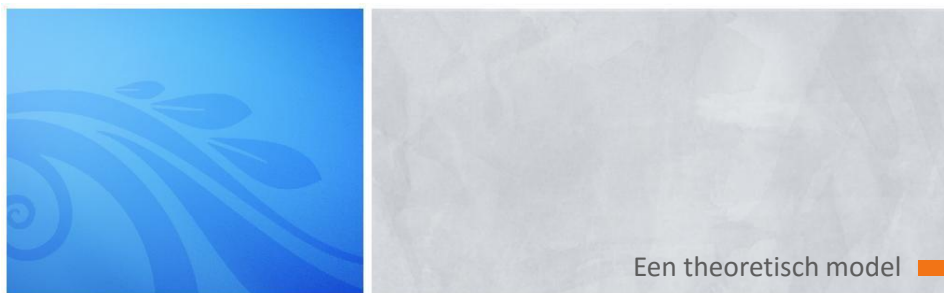
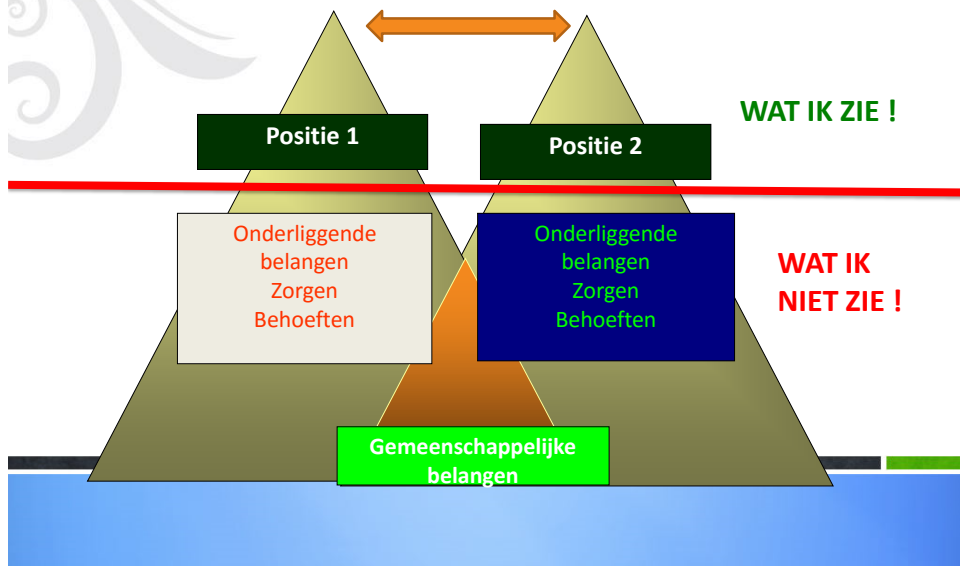
Verdeling van weerstand



Omgaan met weerstand



Onderhandelen: ijsbergmodel

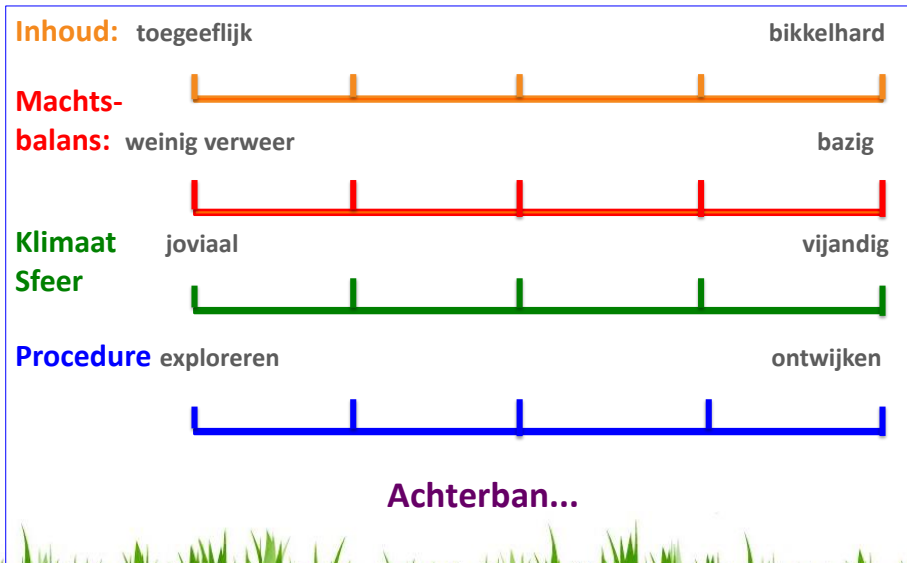


Prof. Dr. Willem Mastenbroek

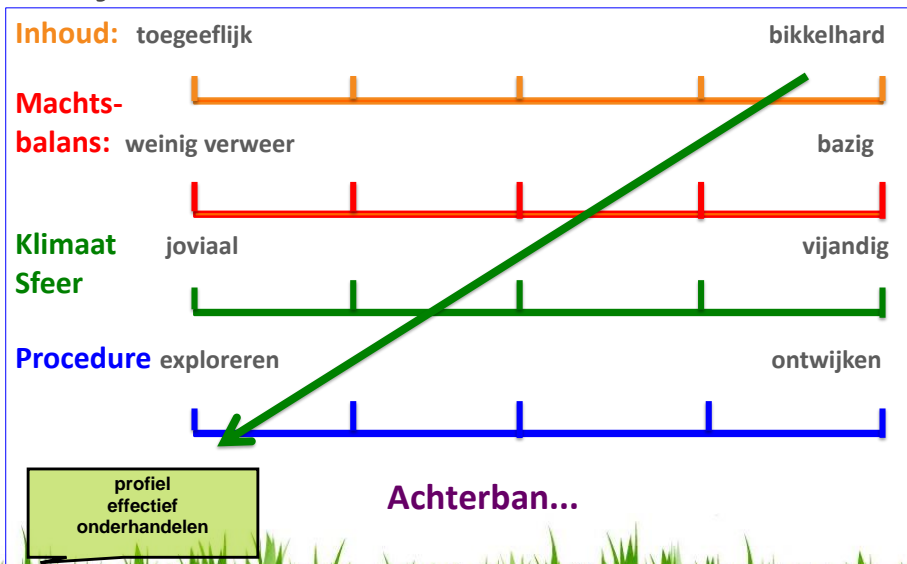
ONDERHANDELEN



Vijf dilemma's



Vijf dilemma's



Vijf dilemma's

