

Margaret A. Neale & Thomas Z. Lys



# **HANDBOEK** **ONDERHANDELEN**

De beste tactische en psychologische trucs  
voor thuis en op het werk

# Handboek Onderhandelen Druk Margaret Neale

**Elizabeth A. Mannix, Gregory B.  
Northcraft, Margaret Ann Neale**



## **Handboek Onderhandelen Druk Margaret Neale:**

**Handboek onderhandelen** Margaret Ann Neale, Thomas Lys, 2015      **Negotiation** Marc Buelens, Katia Tieleman, 2013-01-30  
Onderhandel jij over taakverdelingen strategische beslissingen bedrijfsovernames of je loon Of onderhandel je met kinderen en pubers Of ben je betrokken bij regeringsonderhandelingen Onderhandelen doen we allemaal  
Dagelijks En vaak zelfs zonder het te beseffen Verassend genoeg lukken of mislukken onderhandelingen steeds door dezelfde patronen  
Hoe goed onderhandelen we In dit boek krijg je vier sleutels om je onderhandelingen intelligenter te maken en je nq te verhogen  
Je leert elke onderhandeling om te buigen van een stresserende machtsstrijd naar een interactie die boeiende kansen cre ert  
Je verkent de onderhandelingscultuur van de toekomst en krijgt handvatten om je organisatie onderhandelings slim te maken  
Onderhandelen Essentials geeft je tips om anders te onderhandelen hoger te durven inzetten en het onderhandelings spel te bepalen  
Het toont je de weg naar betere resultaten voor alle partijen in combinatie met open vertrouwenwekkende relaties  
Kortom het maakt van jou een gedreven en kundig onderhandelaar die met genoeg kan terugblikken op de behaalde resultaten      *Mixed-motive Negotiation Experience and Training* Elizabeth A. Mannix, Gregory B. Northcraft, Margaret Ann Neale, 1991

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