

Negotiations

Is your workscouncil getting the best out of the negotiations?

Agree in advance with the director that you are going for a win-win situation.

If that's not the starting point, there's a good chance one of you will get something nasty as result. Then someone wins at the expense of the other. Not a good starting point for a next situation!

If that doesn't work and the other party only sees his own interest, then there is nothing else for you to do but keep your persist on you inetrest until it is clear that OR and driver will not come out like that. Bring up again the question of whether a result is possible and necessary with which both can be satisfied.

This is the best chance of a positive negotiation result!



How greedy are you when you're negotiating?

Decide in advance when there will be no deal at all as far as you are concerned.

If you want to buy a house, you don't want to pay every price. If you want the house anyway, the seller can ask whatever he wants. Not convenient! You decide in advance for yourself at what price there will be no deal at all as far as you are concerned. Then it is also a result of the negotiation if you decide not to buy the house.

The same applies if you negotiate about the dates on which you go on holiday, about your employment contract or about the conditions on which you agree to an intended decision of the director. If the deal is too far removed from what you think is acceptable, it is better not to have a deal. If you know at what point you quit, you always have an alternative: "I think it's okay if there will be no deal at all".