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Leer onderhandelen van
een politieonderhandelaar

Heidi Nieboer en
Marjolein Smit-Arnold Bik

SPECTRUM

We Komen Er Wel Uit Conflictmanagement

**Heidi Nieboer, Marjolein Smit-Arnold
Bik**



We Komen Er Wel Uit Conflictmanagement:

We komen er wel uit Heidi Nieboer, Marjolein Smit-Arnold Bik, 2024-05-16 Leer effectief onderhandelen van een politieonderhandelaar Hoe zorgt een politieonderhandelaar tijdens een gijzeling dat de gijzelnemer zelf naar buiten komt terwijl hij weet dat hij zal worden aangehouden Waarom lukt het de een wel om nog 1000 van die nieuwe auto af te praten terwijl de ander zelfs de sleutelhanger nog moet afrekenen Waarom krijgt het ene kind wel voor elkaar dat hij tot twaalf uur op mag blijven en zijn broertje op dezelfde leeftijd niet En hoe zorg je ervoor dat bij het bepalen van de vakantiebestemming iedereen blij is met het eindresultaat Natuurlijk kunnen persoonlijkheid omstandigheden of geluk een factor zijn maar bepaalde technieken spelen ook een belangrijke rol bij het voeren van een onderhandeling Aan de hand van 6 principes kun je deze technieken aanleren Effectief onderhandelen is een vaardigheid die je helpt om een zwaar belangrijk of juist spannend gesprek ontspannen in te gaan De kern van onderhandelen is dat je daadwerkelijk de verbinding aangaat met de ander en op basis daarvan het maximale resultaat behaalt Niet alleen voor jezelf maar ook voor degene aan de andere kant van de tafel Want op het moment dat je inziet dat een onderhandeling nooit een winnaar en verliezer hoeft te hebben maakt dat alles een stuk eenvoudiger Heidi Nieboer was leidinggevende en onderhandelaar bij de politie Zo was zij een van de onderhandelaars bij de gijzeling in de Rembrandttoren Op dit moment is ze trainer en coach en geeft ze workshops in binnen en buitenland Heidi heeft haar ervaringen als leidinggevende bij de politie docent en gijzelingsonderhandelaar aangegrepen om de vaardigheden die zij daarvoor nodig heeft te vertalen naar het dagelijkse leven Marjolein Smit Arnold Bik is leidinggevende bij de politie Marjolein heeft veel ervaring opgedaan als leidinggevende van teams en diensten maar ook als algemeen commandant bij evenementen crises en grote rechercheonderzoeken Als vrijwilliger is zij mediator en buurtbemiddelaar rollen waarbij zij moeilijke gesprekken faciliteert *Tips en tools voor managers* Jolanda Bouman, 2004

Maatschappelijk werk in kerntaken R. Holstvoogd, 2005-11-14 Maatschappelijk werk in kerntaken is volledig geüpdatet naar aanleiding van de twee nieuwe beroepsprofielen van de maatschappelijk werker De leerstof sluit door deze update perfect aan bij de nieuwste leerdoelen en laat studenten systematisch kennismaken met alle in het maatschappelijk werk voorkomende taken en activiteiten De kern van dit sociaalagogisch basiswerk wordt gevormd door de vier kerntaken de praktische hulpverlening de informatieve hulpverlening de psychosociale hulpverlening en het organiseren van de hulpverlening Deze taken bieden een compleet overzicht van het vak maatschappelijk werk en daarmee een nieuw profiel van de beroepspraktijk Door de uitgebreide inventarisatie van de huidige beroepspraktijk is het boek een uitstekende leidraad voor de beroepsoriëntatie van studenten In welke werkcontext wil de student zijn beroep gaan uitoefenen Wat houdt het beroep allemaal in Op deze en andere vragen geeft het boek op heldere wijze antwoord Verandermanagement Henk Kleijn, Fred Rorink, 2005 Studieboek op hbo wo niveau **Bemiddeling als alternatief / druk 1 / ING** Bert La Poutré, 2001

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