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Andrea Hartmann-Piraudeau



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Das Harvard-Konzept Roger Fisher, William Ury, Bruce Patton, 2004 **Erfolgreiche Verhandlungsführung in Einkauf und Logistik** Helmut Wannenwetsch, 2008-10-31 Im professionellen Einkaufs und Verhandlungsmanagement liegen nach wie vor die größten Einsparpotenziale. Diese zu nutzen ist entscheidend für die Wettbewerbsfähigkeit eines Unternehmens. Das Praxisbuch bietet eine bisher einzigartige zusammenfassende Darstellung aller modernen Strategien und Werkzeuge, die Profieinkäufer für Einkaufs- und Preisverhandlungen benötigen. Die aktualisierte 3. Auflage enthält neue Beiträge u.a. zu Themen wie optimale Einkaufsorganisation, Strategien gegen Preissteigerungen und nichttraditionelle Beschaffungsfelder. **Das Harvard-Konzept** Roger Fisher, William Ury, Bruce Patton, 2018-08-20 Erweitert und neu übersetzt mit aktuellen Verhandlungsbeispielen aus dem deutschsprachigen Raum. Seit 40 Jahren ist Das Harvard Konzept weltweit das Standardwerk zum Thema Verhandeln. Es hat uns gelehrt, nicht um Positionen zu feilschen, sondern sich auf Interessen zu konzentrieren und zwischen Menschen und Problemen stets zu trennen. So wird es möglich, dass Parteien zum beiderseitigen Vorteil verhandeln und Win-win-Situationen schaffen. Egal ob politische Konflikte, Vertrags- und Gehaltsverhandlungen oder Tarifgespräche für alle Berufsgruppen hat Das Harvard Konzept die Art und Weise, wie wir verhandeln, Differenzen beilegen und Lösungen finden, für immer verändert. Der Klassiker ist um neue Fallstudien aus dem deutschsprachigen Raum erweitert und liegt jetzt erstmals ganzlich bearbeitet und in einer vollkommen neuen Übersetzung vor. **Umweltmediation** Christian Neuert, 2001 Mediation ist ein Verfahren zur Konfliktregelung, bei dem ein Vermittler und neutraler Dritter hinzugezogen wird. Als Umweltmediation befaßt sie sich speziell mit umweltrelevanten Vorhaben. In Deutschland werden Umweltkonflikte meist im Vorfeld oder parallel zu Verwaltungsverfahren ausgetragen. Die traditionelle Vorgehensweise zur Bearbeitung entsprechender Konflikte läßt jedoch Mängel erkennen. Von vielen wird Mediation als geeignete Ergänzung zur herkömmlichen Planungs- und Zulassungspraxis im Umweltbereich angesehen. Umweltmediationsverfahren scheinen gute Chancen und Möglichkeiten zu bieten, zu einer insgesamt verbesserten Lösungsfindung bei Umweltkonflikten zu gelangen, so daß alle involvierten Parteien von einer entsprechenden Konfliktregelung profitieren. Jedoch sind der Anwendung von Umweltmediation Grenzen gesetzt. Auch sehen sich insbesondere ressourcenschwache Umweltverbände und Bürgerinitiativen häufig einer Vielzahl von Risiken und Gefahren ausgesetzt. Neben einer verstärkten Diskussion über ihre Anwendung werden Mediationsverfahren im Umweltbereich zunehmend auch in Deutschland eingesetzt und erprobt. **Vom Wert der Partizipation** Franz Kohout, 2002 *The Strategic Procurement Practice Guide* Ulrich Weigel, Marco Ruecker, 2017-06-22 This practice guide on procurement strategy brings together methods and tools used by global purchasers across different industries. The authors lay major focus on the themes of global sourcing, risk management and the dynamic topic of negotiation strategy. The authors present their perspectives on all important questions of strategic procurement such as how to manage a heterogeneous supplier structure across different branches and how to deal with partners from diverse cultures.

How to solve procurement crisis and proactively avoid them How does off shore team management work and how to increase the value add for both internal and external purchasing These themes are discussed along with numerous practice based cases The authors lay an ideal ground for global purchasers to help with their strategic and operational needs including technological topics such as e procurement

The Hidden Rules of Successful Negotiation and Communication Marc O. Opresnik, 2014-06-17 Negotiations in professional or private life often take an unsatisfactory course due to stress confrontation with aggressive or unfair behavior or because of overwhelming situations Negotiations generally require a thorough preparation strategy and a sophisticated tactic to make us feel safe in the presentation of our goals and arrive at a mutually satisfactory outcome Conventional books about negotiations are usually limited to strategies and techniques but leave out elements of psychological communication and emotional intelligence which include non verbal communication and empathy which in turn are essential for successful negotiation Therefore this book on the one hand constitutes the essential techniques and strategies in the context of negotiation but also considers soft skills without which negotiations cannot be successful This book presents practical examples in dealing with situations such as salary contract and sales negotiations In particular on context and time appropriate negotiation techniques analyzing negotiation partners and their motives interpret group processes and how to successfully implement negotiation psychology

Mediators in the Leading Role - Understanding and Actively Managing Mediation Andrea Hartmann-Piraudeau, 2022-02-25 This book is intended for readers interested in mediation negotiation and other methods of conflict resolution The use of mediation is widespread but research into its impact is still in its infancy If mediation is a way of resolving conflicts of our time then mediators have a responsibility on a small scale in resolving acute conflicts and on a large scale in shaping and establishing a new form of social dialogue They should know what they are doing They should know which interventions to use and when and what effect they have With its research results this book helps to strengthen the relevant field of mediation through scientific findings and to derive recommendations for action for mediators from the results This book is a translation of the original German 1st edition *Mediatoren in der Hauptrolle Mediation verstehen und aktiv steuern* by Andrea Hartmann Piraudeau published by Springer Fachmedien Wiesbaden GmbH part of Springer Nature in 2020 The translation was done with the help of artificial intelligence machine translation by the service DeepL com A subsequent human revision was done primarily in terms of content so that the book will read stylistically differently from a conventional translation Springer Nature works continuously to further the development of tools for the production of books and on the related technologies to support the authors

Cooperation Management for Practitioners GIZ GmbH, 2015-02-09 The Deutsche Gesellschaft f r Internationale Zusammenarbeit GIZ GmbH possesses over 30 years of experience in managing cooperation worldwide It has now consolidated its comprehensive expertise by publishing this book The management model Capacity WORKS is designed for everyone actually involved in cooperation managers executives consultants and advisors in business governance public

administration and the nonprofit sector. It provides a full introduction to the challenges of successful cooperation management and supplies practitioners with tried and tested approaches. Five success factors: strategy, cooperation steering, structure, processes, and learning innovation delineate the various facets that help focus on the objectives and results of complex cooperation systems. The conceptual framework underlying the success factors is clearly set out, and the success factors are supplemented by an extensive toolbox to support practitioners working in these five areas. At the same time, the manual gives readers a broad insight into the world of cooperation management for sustainable development. It includes numerous practical examples, proven contexts of application, and glimpses into the work of international cooperation.

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