



Imibuzo eyi100– ebalulekileyo kuyo yonke intetho

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Xhosa Erstausgabe

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Zonke iibinzana ezile ncwadi zingezantsi kwezesini.

Phantse zonke iingxoxo zilungiswe kakuhle. Le ncwadi ayikuxeleli indlela yokuphumelela iingxoxo. Kodwa ukuba usebenze ngale mibuzo ngokucophelela, uya kuba nenzuzo enkulu kunamaqabane akho othethwano. Thatha ixesha lakho. Kuyinzuzo yakho.

Friedhelm Wachs



Kum

4



Iam qabane

18



ixabiso elongezelelweyo

32



umenzi wesigqibo

34



isicwangciso sam sokugqibela

37



ngubani odibana naye

39



phambi komhla wokuthintana

54

Kum

4



Yintoni endifuna ukuyifumana nale ngxoxo?



Yiyiphi eyona nto ingcono, eyona nto iphumelele kum?

5



Uluphi uxabiso olu ngxaki kum ngemali?



Ngaba ndinezindleko okanye iindleko zokulandela?

6



Yiyiphi na eyona nto isiphumo esiphambili kum?



Ziziphi iziphumo ezingamkelekanga?

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Kutheni awamkelekanga?



Ziziphi iinqununu zesiphumo ezibaluleke kakhulu kum?

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Ziziphi iinqununu zesiphumo kufuneka ndifezekise?



Ziziphi iinqununu zeziphumo endifuna ukuzenza?

9



Ziziphi iinkalo ezincinci ezinokuthi ndiyeke?



Yiyiphi ikhonkco kunye nemiqathango ebaluleke kakhulu?

10



Yiyiphi into enomxholo kunye neemeko ezingabalulekanga kum?



Ziziphi ezinye iindlela endizenzayo ukuba umphumo wam onqwenelekayo awubonakali?

11



Ndingayithucula njani le ndlela?



Ziziphi izisombululo ezingcono nakwamanye amaqabane axoxisana nabo?

12



Nguwuphi na umxholo onokuthi ndibuyisane kwakhona okanye ndongeze?



Yintoni eya kufuneka ihluke ngenye indlela engcono, ngoko kukungcono okanye ukulingana nemiphumo yam intetho efunyenwe ekuqaleni?

13



Ziziphi izithintelo ezisemgangathweni kufuneka ndiyicime endleleni?



Yiyiphi inzuzo yolu khetho kum?

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Ngaba ndinayo indleko okanye iindleko zokulandela?



Ukuba iinkalo zemali zibandakanyeka, yiyiphi imali ephezulu kunye neyona nto ephantsi ukuba ndiyakwamkela?

15



Ziziphi iimeko kunye nesiququlatho somnqophiso onokutshintsha le nombolo kunye nendlela enkulu ngayo isamba esamkelekileyo ngoko?



Yiyiphi imvumelwano engayithandiyo ukuba ndiyamkele?



Ngaba ikhona ithuba lokungena kwindawo engcono yokuqala ngokuphelisa intetho?



Ziziphi iinkalo eza kwenza kube lula ukuba ndiyeke uxoxiswano?

Iam qabane

18



Yiyiphi imiphumo into endiyithengayo kumlingane onethemba lokusukela kule ngxoxo?



Yiyintoni na inzuzo yam iqabane lam intetho?

19



Uluphi uxabiso oluye lwaba
nolwalamano kwintsebenziswano
yam?



Kubaluleke kangakanani ukuthintana
kunye nesiphumo kwelinye icala?



Ziyiphi iinqununu eza kuba neyona
ndlela ingcono kakhulu kumlingane
wam intetho?



Yintoni eya kuba yiphumo lesibini
elihle kumlingane wam intetho?



**Yiyiphi imiphumo ayengeke
yamkeleke kuye?**



**Kutheni le miphumo ayimkelekanga
kuye?**



Ziziphi izinto ezibalulekileyo kuye?



**Ziziphi iinqununu zesiphumo
ekufuneka azifizekise?**



Ziziphi iinqununu zeziphumo afuna ukuzenza?



Yiyiphi imiba engayenza ngaphandle kwayo?

24



Yiyiphi invumelwano kunye nomxholo obaluleke kakhulu kuye?



Yiyiphi invumelwano kunye nomxholo ongenakubaluleke kuye?

25



Yiyiphi enye indlela enye inxalenye yokuthetha nayo?



Ziziphi ezinye iindlela ezintathu ezona zilungileyo xa iqabane lam lothethwano lithetha ukuba umphumo wakhe onqwenelayo awunakwenzeka?



Ungayithucula njani le ndlela?



Ingaba kukho iziphumo ezingcono kunye namanye amaqabane axoxisana nabo?



**Ingaba iqabane lam inteth
linokufuna ukudibanisa okanye
ukudibanisa umxholo kunye nawaphi
na?**



**Yintoni eya kufuneka ihluke ngenye
indlela engcono kunokuba ibhetele
okanye ilingane nesiphumo sokuqala
sokuxoxisana?**



**Unokususa njani izithintelo
endleleni?**



**Yiziphi iimeko ezifunayo ezinokuthi
zongezeleleke ngokuthe ngqo ngenye
indlela?**



Ziziphi ezinye iimpawu okanye iimfuno ekufuneka azibandakanye?



Ukuba kubandakanyeka imicimbi yezemali, yintoni eya kuba yindleko ephezulu kunye neyona nto ephantsi ukuba ayayamkela?



Yiyiphi imimiselo kunye nesiququlatho sekhontrakthi esinokutshintsha le nombolo kunye nendlela enkulu ngayo isamba esamkelekileyo ngoko?



Ingaba kukho umngcipheko wokuba angcono xa ephula iingxoxo?



Ziziphi iinkalo ezenza kube lula kuye ukuba aphule iingxoxo?

ixabiso elongezelelweyo

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Ukuba ufuna ukubala iindleko zokuxoxisana:

- ukulungiselela kuthatha ixesha elingakanani?
- Ingxoxo ithatha ixesha elingakanani?
- yintoni umlinganiselo weeyure wale abo babandakanyekayo kwicala lethu?
- Ziziphi ezinye iindleko (ukubonisa, ukuhamba, oommeli) kufuneka ziqwalaselwe?

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umenzi wesigqibo



34



Yiyiphi inkululeko yokuzikhethela kunye nokugunyazwa ukuba iqabane lam lothethwano linalo?



Ngaba ndiyazi zonke izigqibo?



Ingaba imida yokuxoxisana enqunywe liqela (ibhodi, ibhodi yokuthintana, abanye)?

35



Ziziphi iimfuno zam ezibalulekileyo ezi-30 kule ngxoxo?



Ngenxa yesiphumo, isipho sam sokuqala sinjani?



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isicwangciso sam sokugqibela



37



Iyintoni isibonelelo sam sokugqibela?



Yiyiphi indawo apho iimfuno zentsebenziswano yam intsebenziswano zihamba kunye neminqweno yam?



Liliphi ibali endiyithethayo, endiyibonayo kum iqabane lam ethetha ngalo umphumo ongcono kakhulu, okhunjulwayo kwaye oxabisekileyo?

38

ngubani odibana naye



39



Ngaba ndixoxisana nomntu okanye inkampani?



Yiyiphi enye into enempembelelo kwisiphumo sothethathethwano ngaphandle kweqabane lam?

40



Iqabane lam lothethwano lisebenza njani?



Ngaba kukho naluphi na udibaniselwano nomlingane wam intetho kwixesha elidlulileyo?

41



**Ngaba iqabane lam lothethwano
liziphatha njani?**



**Ngaba ndike ndazama ukuthetha
naye?**

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**Ngaba iqabane lam lothethwano
liziphatha njani?**



**Ubume bombutho wangaphakathi
kunye nesakhiwo sesigqibo
esithathwa ngumlingane wam
intetho?**

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Ziziphi iinjongo zoshishino ngokubanzi
apho iqabane lam intetho lifuna
ukufezekisa?



Ziziphi iinjongo ezicacileyo azibeke
esidlangalaleni?

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Ufuna ukufezekisa njani ezi njongo?



Ziziphi iinjongo ezishukumisela
iqabane lam lothethwano?

45



Ziziphi iindatshana zam iqabane lam intetho enomdla ngokukhethekileyo?



Ziziphi iingenelo endikunika kum iqabane lam?

46



Yintoni ekumele ibukeke ngayo le nzuzo ukuze ibonakale ilungile kumlingane wam intetho?



Njani kwaye ndingubani na ukuba ndibone le ntlawulo njengenzuzo?

47



Yiyiphi iilwimi endiyisebenzisayo ukuze sikwazi ukusekela iqabane lethu lothethwano?



Nguwaphi amagama angundoqo abalulekile?

48



Ziziphi iindlela zokuziphatha nezicwangciso ezinokuhlangabezana nazo?



Yiyiphi inyaniso yam iqabane lam intetho?

49



**Iyintoni imbali yenkampani okanye
intsapho yakhe?**



**Yiyiphi imicimbi ebaluleke kakhulu
kwiminyaka emihlanu edluleyo?**

50



**Ziziphi izixhomekeke kuzo?
(Kwiibhanki, iinkampani, imibutho,
abantu)**



Yiyiphi imali ekhoyo?

51



Yintoni inhlango enayo?



Nguwuphi umfanekiso onokuthi umlingane wam intetho afune ukuvelisa?

52



Luhlobo luni loxhulumaniso lwe-PR olwenzayo kwiimarike?



Ngaba kukho ukulawulwa komlilo?



Ingqabane yethu inxibelelwano isungulwe phi?

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phambi komhla wokuthintana



54



Isakhiwo senziwe njani kwaye
sakhiwe apho uxoxiswano lwenzeka
khona?



Kukuphi na indawo uxoxisana
ngayo?



Ngaba kukho ilungiselelo lokuhlala?

55



Siza kufika njani, okanye amaqabane ethu othethwano?



Ndinokuthintela njani uxinzelelo lwexesha?



Ukuba uxoxiswano luthatha ixesha elide, ndilala phi?

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Ingaba ndiyigcinile iingubo kunye nam?



Ngaba ndinomnye uqeshiso kwaye ndiyibuyisela njani?




Ndiziphumla njani ngaphambi komhla wokuthintana?

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**Yiyiphi imibuzo enayo ngaphambi kokuba
uxoxiswano luqale?**

Phendula oku.

**Kwaye ngoku: impumelelo enkulu
kwingxoxo yakho.**

A portrait of U. Friedhelm Wachs, a middle-aged man with thinning grey hair, wearing glasses and a dark suit jacket over a white collared shirt. He is looking directly at the camera with a slight smile. The background is dark and out of focus.

UFriedhelm Wachs ungomnye weengcali ezikhokelayo zeengxoxo, iqabane likaLaxWachsSebenius kunye nomongameli we-European Negotiation Institute. Waqala umsebenzi wakhe ngeengxoxo zezopolitiko ngexesha leMfazwe yeCold kunye neChina. Namhlanje, ucebisa iinkampani zehlabathi, oorhulumente kunye namaqela kumngqungquthela onzima. Umbhali ongcono kakhulu ufumene amaxabiso amaninzi ngamazwe omsebenzi wakhe.

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