



Imibuzo eyi100– ebaluleke kakhulu kuzo zonke izingxoxo

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Yonke imishwana kule ncwadi ingezansi kobulili.

Cishe zonke izingxoxo zilungiswe kahle. Le ncwadi ayikutsheli ukuthi ungayinqoba kanjani izingxoxo. Kodwa uma usebenzise ngale mibuzo ngokucophelela, uzoba nenzuzo enkulu kakhulu kubalingani bakho abaxoxisana nabo. Thatha isikhathi sakho. Kuyinto enhle.

Friedhelm Wachs



Mina

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Umlingani wami
wokuxoxisana

18



inani elengeziwe

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umenzi wesinqumo

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isu lokugcina

37



ngubani ongumlingani
wami wokuxoxisana
naye

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ngaphambi kosuku
lokuxoxisana

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Minid



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Ngifuna ukufezani nalokhu
kuxoxisana?



Yikuphi okungaba yiphumelelo
engcono kakhulu, ephelele kimi?

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Nguyiphi inzuzo engiyixoxisana ngayo ngemali?



Ingabe ngingayo izindleko noma izindleko zokulandela?

6



Yikuphi okuyoba umphumela wesibili omuhle kimi?



Yimiphi imiphumela engamukeleki?

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Kungani kungamukeleki?



Yiziphi izingxenye zomphumela ezibaluleke kakhulu kimi?

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Yiziphi izingxenye zomphumela okufanele ngifinyelele?



Yiziphi izingxenye zomphumela engifuna ukukufeza?

9



Yiziphi izici ezincane engingaziyeka?



Yikuphi okuqukethwe nokuqukethwe okubaluleke kakhulu?

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Yikuphi okuqukethwe nokuvumelana nezivumelwano ezingabalulekile kimi?



Ngimiphi enye indlela enginayo uma umphumela wami oyifunayo ungapheli?

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Ngingayithukisa kanjani lezinye izindlela?



Yiziphi izixazululo ezingcono ezingenzekayo nabanye abalingani bokuxoxisana?

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Ngisiphi isingeniso sokuxoxisana engingayenza kabusha uma ngisanda noma engeza?



Yini okumele ihluke ngenye indlela engcono kakhulu, ngakho kungcono noma ilingana nomphumela wami owawufunwa ekuqaleni?

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Yiziphi izithiyo ezisemthethweni okufanele ngiziqede endleleni?



Kuyini ukubaluleka kwalokhu okunye kimi?

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Ngabe ngingayo izindleko noma izindleko zokulandelela?



Uma izici zezimali zihilelekile, yiyiphi imali ephakeme kakhulu futhi engaphansi engingayamukela?

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Yiziphi izimo kanye nokuqukethwe okuvunyelweneyo okungashintsha le nombolo nokuthi imali enkulu iyamukeleka ke?



Ngimaphi amagama engavumelani angayithandi ukwamukela?



Ingabe kukhona ithuba lokungena esimweni sokuqala esingcono ngokuqeda ukuxoxisana?



Yiziphi izici ezingenza kube lula kimi ukuyeka ukuxoxisana?

Umlingani wami wokuxoxisana



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Yisiphi imiphumela umlingani wami
oxoxisana naye athemba kulokhu
kuxoxisana?



Iyiphi inzuzo yomlingani wami
wokuxoxisana?

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Ukuxoxisana kubaluleke kangakanani kumlingani wami wezokuxoxisana?



Yiziphi izingxenye ezaziyoba nemiphumela engcono kakhulu yomlingani wami wokuxoxisana?



Kubaluleke kangakanani ukuxoxisana kanye nomphumela wezinye izingxenye?



Yini engaba ngumphumela wesibili womngane wami oxoxisana naye?



Yimuphi umphumela ongazange wamukeleke kuye?



Kungani le miphumela engamukeleki kuye?



Yiziphi izingxenye ezibaluleke kakhulu kuye?



Yiziphi izingxenye zomphumela okufanele azuze?



**Yiziphi izingxenye zomphumela
afuna ukufezekisa?**



Yiziphi izici angazenza ngaphandle?

24



**Yikuphi okubaluleke kakhulu kuye
emibhalweni nokuqukethwe?**



**Yimaphi amagama nokuqukethwe
okubalulekile okungabalulekile kuye?**

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Yikuphi okunye okunye okunye okunye okunye okumele kube khona ekukhulumeni nami?



Yiziphi ezinye izindlela ezintathu ezingcono kakhulu lapho umngane wami engxoxisana naye enakho uma umphumela wakhe oyifunayo ungenzi?



Ungayithuthukisa kanjani lezi zindlela?



Zikhona yini imiphumela engcono kunezinye izinkampani zokuxoxisana?



Ingabe umngane wami oxoxisana naye angafisa ukuhlanganisa noma ukwengeza okuqukethwe nokuthi yiziphi?



Yini okumele ihluke ngenye indlela engcono kakhulu ukuthi ingcono noma ilingane nomphumela wokuxoxisana wangempela?



Ungasusa kanjani izithiyo endleleni?



Yiziphi izimo ezifisayo ezingathinta okunye okunye okungcono?



Yiziphi ezinye izimfanelo noma izithakazelo okudingeka azibandakanye?



Uma kuhileleka izinkinga zezezimali, ngabe yikuphi imali ephakeme futhi ephansi engayamukela?



Yiziphi izimo kanye nokuqukethwe kwesivumelwano kungashintsha le nombolo nokuthi isamba samukelekile kangakanani?



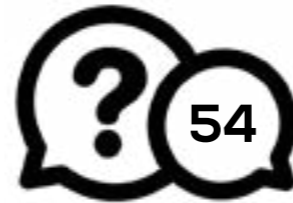
Ingabe kukhona ingozi ukuthi angcono kakhulu ngokuqeda izingxoxo?



Yiziphi izici ezenza kube lula ngaye ukuthi aphule izingxoxo?

inani elengeziwe

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Uma ufuna ukubala izindleko zokuxoxisana:

- Ukuthatha isikhathi eside kuthatha isikhathi esingakanani?
- Ukuxoxisana kuthatha isikhathi esingakanani?
- siyini isilinganiso sehora salabo abathintekayo ohlangothini lwethu?
- yiziphi ezinye izindleko (isethulo, ukuhamba, abameli) okufanele zicatshangelwe?

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umenzi wesinqumo

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Yimuphi inkululeko
yokuzikhethela kanye
nokugunyazwa okwenza umngane
wami oxoxisana naye?



Ngabe ngiyazi bonke abenzi
bezinqumo?



Ingabe imingcele yokuxoxisana
enqunywe iphaneli (ibhodi, ibhodi
lokuxoxisana, abanye)?

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Yiziphi izidingo zami ezibaluleke
kakhulu kulezi zingxoxo?



Ngenxa yalolu lungiselelo, isipho sami
sokuqala sifana na?

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isu

lokugcina



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lyini isipho sami sokugcina?



Ngiziphi izithakazelo zomlingani wami oxoxisana nazo ezihambisana nezithakazelo zami?



Ngiyiphi indaba engiyitshela ngayo, engingayibonisa ngayo umlingani wami oxoxisana naye umphumela wami ongcono kakhulu ongakhohlwayo, owusizo futhi owusizo?

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ngubani
ongumlingani wami
wokuxoxisana naye



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Ngikhulumisana nomuntu noma inkampani?



Yikuphi abanye abantu abanethonya emphumweni wezingxoxo ngaphandle komlingani wami oxoxisana nabo?



Umlingani wami oxoxisana naye usebenza kanjani?



Ingabe kube khona ukuxhumana nomngane wami oxoxisana naye esikhathini esidlule?



Umlingani wami oxoxisana naye
waziphatha kanjani?



Ngake ngazama ukuxoxisana naye?

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Umlingani wami oxoxisana naye
waziphatha kanjani?



Isakhiwo senhlangano
yangaphakathi nesakhiwo
sesinqumo sithathwa kanjani
umlingani wami oxoxisana nabo?

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**Yimiphi imigomo yebhizinisi
elijwayelekile umngani wami
oxoxisana naye ofuna ukufezekisa?**



**Yimiphi imigomo ekhonjiwe
ayeyibeke emphakathini?**

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Ufuna kanjani ukufeza lezi zinhloso?



**Yiziphi izisusa ezishukumisela
umngane wami oxoxisana naye?**

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**Yiziphi izihloko umlingani wami
oxoxisana ngazo ikakhulukazi
onentshisekelo?**



**Yiziphi izinzuzo engingayinika
umngane wami oxoxisana naye?**

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**Yini okufanele le nzuzo ibonakale
ukuze ibonakale iyinzuzo kumlingani
wami oxoxisana naye?**



**Ngingayithola kanjani futhi lokhu
okumele ngikubonele ngokuzuzisa
bani?**

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Ngumuphi olunye ulimi okufanele ngilisebenzise ukuze sikwazi ukusekela nomlingani wethu wokuxoxisana?



Yiziphi amagama angukhiye abalulekile?

48



Iziphi izindlela zokuziphatha nezokuxoxa ezingabhekana nokulahlwa?



Yikuphi iqiniso lomlingani wami wokuxoxisana?

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Yimuphi umlando wenkampani
noma umndeni wakhe?



Yiziphi izenzakalo ezibaluleke
kakhulu eminyakeni emihlanu edlule?

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Yikuphi ukuthembela okukhona?
(Kubhange, izinkampani,
izinhlangano, abantu)



Yikuphi ukutholakala kwezezimali
okukhona?

51



Inhlangano ibenjani?



Yikuphi umfanekiso engangenza umlingani wami oxoxisana naye afune ukukhiqiza?

52



Yikuphi uhlobo lwezokuxhumana lwe-PR olwenzayo emakethe?



Ingabe kukhona ukuphathwa komlilo?



Kukuphi imvelo umngane wethu oxoxisana naye osungulwe?

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ngaphambi kosuku lokuxoxisana



54



Isakhiwo senzelwe kanjani futhi
sakhiwe lapho ukuxoxisana
kwenzeka khona?



Ngisiphi isakhiwo lapho kuxoxwe
khona?



Ingabe kukhona uhlelo lokuhlala?

55



Sizofika kanjani thina, noma abalingani bethu abaxoxisana nabo?



Ngimvimbela kanjani isikhathi sokucindezela?



Uma ukuxoxisana kuthatha isikhathi eside, ngilalaphi?

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Ngabe ngigqoke izingubo nami?



Ingabe nginomunye umsebenzi wokuqokwa futhi ngiyiphinde ngiyibuyisele kanjani?



Ngiphumule kanjani ngaphambi kosuku lokuxoxisana?

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**Imiphi imibuzo enayo
ngaphambi kokuba kuqale
ukuxoxisana?**

Phendula lokhu

**Futhi manje: impumelelo enkulu
ekukhulumisaneni kwakho.**

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Ungakwazi ukufinyelela e-European Negotiation Institute ku- <http://e-n-i.eu/>

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UFriedhelm Wachs ungomunye wabachwepheshe bezokuxoxisana emhlabeni ohamba phambili, umlingani weLaxWachsSebenius nomongameli we-European Negotiation Institute. Uqale umsebenzi wakhe ngezingxoxiswano zezombusazwe ngesikhathi seCold War kanye neChina. Namuhla, weluleka izinkampani zomhlaba wonke, ohulumeni kanye namaqembu enkulumweni enzima. Umbhali ongcono kakhulu uye wathola imiklomelo eminingi yomhlaba wonke.

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