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Negotiations

Essentials

Marc Buelens

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- An exciting publication following a search for the negotiation culture of the future
- Written by international trainer and negotiating expert, Katia Tieleman

Negotiating is becoming more and more difficult: negotiations to form a new government, social negotiations, negotiating with your colleagues, teenage kids at home; however not every negotiation needs to transform into a battle of will. How*good* is your Negotiation Quotient? Have you ever wondered if it is better to withhold as much information as possible or if you should be open when negotiating? Whether you should allow for boundaries to be re-established or whether you should compromise? Written by negotiating and management experts, *Negotiations* contains four key elements to allow you to transform the process of negotiating, from a stressful power battle to a process of interaction that creates interesting opportunities. Based on the most recent and best practices: the insights that this book provides, are directly linked to the negotiations you might need to have in the near future, be it at home, at work or out in public.

Katia Tieleman is a professor at the Vlerick Leuven Gent Management School and is connected to Harvard Law School. She is an international trainer and expert in the field of negotiating, conflict management, leadership and coaching. She has worked with a variety of international corporations, amongst which a number of Fortune 500 companies, and international organisations such as the UN, the OECD, the European Union and the World Bank. Katia has lived and worked in a variety of countries in Europe, Asia and North and South America. **Professor Marc Buelens** is Partner and Full Professor at Vlerick Leuven Gent Management School and is a Doctor in Industrial Psychology at Ghent University. Buelens currently teaches General Management and Organisation at both the School and the University. He has written and published several books and numerous essays.

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