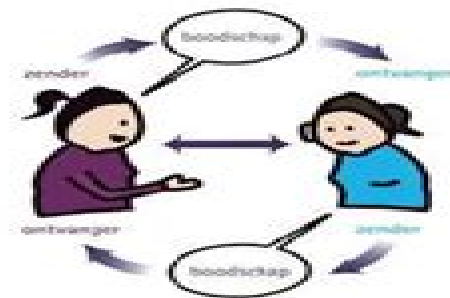


HF 1: LICHAAMSTAAL

1. WAT IS LICHAAMSTAAL

1.1 COMMUNICATIE = een zender brengt een boodschap over naar een ontvanger

- Communicatie kan zowel verbaal (met woorden) als non-verbaal (zonder woorden)
- Lichaamstaal speelt een grote rol in de communicatie
- Non-verbaal: gebaren, gezichtsuitdrukking, lichaamshouding, stemgeluid, oogcontact
- Er kan sprake zijn van ruis: extern¹ en intern²
- Alle boodschappen komen terecht in een levensarchief die bepaalde gedachten of gevoelens zal opwekken
- 2 soorten communicatie: interne en externe communicatie



1.2 COMMUNICATIETHEORIE VAN WATZLAWICK

Watzlawick: bestudeert communicatieprocessen tussen mensen (met zijn gezin)

Axioma 1: "Het is onmogelijk om niet te communiceren"

Axioma 2: "In de communicatie is er sprake van een inhouds- en een betrekkingniveau"

Er zijn altijd twee lagen: iets letterlijk + ondertiteling

- **Inhoudsniveau:** letterlijke boodschap
 - o Vb. nee, ik wil geen soep
- **Betrekkingsniveau:** Welke relatie wordt voorgesteld? Betrekking tussen de personen?
 - o Vb. de zin combineren met een lichaamshouding of intonatie

1.3 CONGRUENT EN INCONGRUENT

1 Zaken buiten jezelf (vb. lichaam)

2 Zaken binnen jezelf (vb. met je gedachten ergens anders zijn)

Middenmanagement Deel 1 Communicatie

Dr. M.A.Nieuwenhuis



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The Art of Management, Deel 1 Strategie en Structuur Dr. M.A.Nieuwenhuis, **Interculturele Communicatie, Conflicten en Management (ICCM)** D. Pinto, 2003-12-31 Dit boek is ontstaan uit de samenvoeging van de eerder verschenen titels Interculturele communicatie en Interculturele conflicten Pinto introduceert in dit boek een nieuwe theorie Deze theorie verklaart niet alleen verschillen tussen landen maar ook verschillen binnen een land tussen bedrijven afdelingen en zelfs tussen leden van n gezin dus verschillen op macro meso en microniveau Aan de hand van een unieke eveneens door Pinto ontwikkelde methode kunnen deze verschillen op alle niveaus worden overbrugd zonder geweld te doen aan de betrokken partijen Interculturele communicatie conflicten en management ICCM bestaat uit twee delen Deel I gaat over communicatie en deel II over management en conflicten Aan het einde van beide delen zijn casussen uit de praktijk opgenomen en voorzien van commentaar dat aansluit bij de behandelde theorie en methode **Integrated communication** Marita Vos and Henny Schoemaker, 2011-12-01 The book offers an integrated approach of communication for organisations to professionals and students in communication management public relations and communication sciences *Management in sociaalagogische beroepen* Stephen Paul Robbins, Mary K. Coulter, 2007 **Interne communicatie**, 2010 Making Public Services Management Critical Graeme Currie, Jackie Ford, Nancy Harding, Mark Learmonth, 2010-02-02 This book brings together public services policy and public services management in a novel way that is likely to resonate with academics policy makers and practitioners engaged in the organization of public services delivery as it is from a perspective that challenges many received ideas in this field Starting from the perspective of critical management studies the contributors to this volume embed a critical perspective on policy orthodoxy around critical public services policy and management studies CPPMS In so doing the authors bring together previous disparate fields of public services policy and public services management but more importantly debate and present what critical constitutes when applied to public services policy and management This edited collection presents chapters from a broad range of public services domains including health education prisons local and central government and deals with a range of contemporary issues facing public services managers are examined including regulation of professions risk management user involvement marketing and leadership **Integrated Coastal Zone Management** Frank Ahlhorn, 2017-06-06 An overview of the coordination of various requirements for coastal zone use is provided in this book offering examples and best practice Although it focuses on European coastal zones it also considers global and historical developments Questions at the end of each chapter enable readers to test their understanding *Baas boven baas*, 2007 Zakelijk communiceren Courtland L. Bovée, 2004 Een handboek leerboek over communiceren in een zakelijke omgeving Alles staat erin een brief schrijven e mail correspondentie mondelinge presentatie communiceren in teams en met andere culturen solliciteren slecht nieuws boodschappen brengen zakelijke verslagen maken noem maar op Elk hoofdstuk wordt vooraf gegaan door een kort voorbeeld uit de praktijk ter

discussie en ook als afsluiting is er weer een praktijkvoorbeeld maar dit keer gevolgd door vragen Het boek kent vier bijlagen over vormgeving en lay out van zakelijke documenten bronvermelding correctietekens en de NVP sollicitatiecode Het boek is zeer compleet maar heeft daardoor misschien juist wel een nadeel het is bijna onhanteerbaar zwaar Gedrukt op zwaar papier de tekst is voorzien van een rode roze steunkleur en talrijke foto's documentvoorbeelden schema's grafieken tabellen en kaartjes Met notenapparaat en register

Alles over webcommunicatie van webwriting tot webmanagement , **Artificial Intelligence Applications and Innovations II** Daoliang Li, Baoji Wang, 2006-03-11 Artificial Intelligence is one of the oldest and most exciting subfields of computing covering such areas as intelligent robotics intelligent planning and scheduling model based reasoning fault diagnosis natural language processing machine translation knowledge representation and reasoning knowledge based systems knowledge engineering intelligent agents machine learning neural nets genetic algorithms and knowledge management The papers in this volume comprise the refereed proceedings of the Second International Conference on Artificial Intelligence Applications and Innovations held in Beijing China in 2005 A very promising sign of the growing importance of Artificial Intelligence techniques in practical applications is the large number of submissions received for the conference more than 150 All papers were reviewed by at least two members of the Program Committee and the best 93 were selected for the conference and are included in this volume The international nature of IFIP is amply reflected in the large number of countries represented here

Emosan - Emoties in verkoop en management Christian Henrard, 2013 Luistert uw gesprekspartner soms niet Waarom is echt luisteren zo moeilijk Waarom verlopen commerciële relaties met sommige klanten heel vlot en met andere moeizaam en stroef Waarom geven sommige medewerkers u het gevoel dat de communicatie soepel en harmonieus verloopt terwijl met andere collega's het gevoel leeft tegen een muur te praten of er niet door te geraken In Emosan Emoties in verkoop en management wordt vanuit praktijksituaties toegelicht hoe wetenschappelijk onderzoek kan bijdragen tot een verhoging van de effectiviteit van onze professionele communicatie zowel met externe klanten als met collega's en medewerkers Hierbij wordt concreet gemaakt hoe dit alles kan worden aangewend voor het optimaliseren van relaties vooral als die gedomineerd worden door negatieve emoties zoals twijfel onzekerheid territoriumbescherming afstandelijkheid of angst Maar ook communicatiemomenten tussen manager en medewerkers en tussen collega's onderling kunnen worden verbeterd Omdat medewerkers verkopers en managers vaak zelf onder druk staan is het effectief managen van de eigen emoties in vele gevallen een belangrijke troef Vanuit onderzoek wordt toegelicht waarom bepaalde emotieregulatietechnieken niet werken en op lange termijn zelfs schadelijk kunnen zijn voor onze gezondheid Op basis van recent neurologisch onderzoek wordt ingegaan op emotieregulatiestrategieën die hun effectiviteit bewezen hebben en ook kunnen gedelegeerd worden naar het onbewuste en een nieuw automatisme kunnen worden van zelfmanagement Emosan bevat het woord emotie terwijl san in het Japans respect betekent De rode draad is respect voor recente researchbevindingen rond de werking van de hersenen en het belang

van emoties en gevoel in interpersoonlijke relaties en intermenselijke communicatie De auteur is een managementconsultant die kan putten uit meer dan 35 jaar ervaring binnen diverse bedrijven en sectoren Het boek is geschreven vanuit de filosofie What's in it for me Wat kan ik als manager als bedrijf concreet doen met recente researchbevindingen Het corporate image concept Marieta F. Vos, 1992 Dit boek geeft een methode om het corporate image te meten en licht de achtergronden van beeldvorming van organisaties toe Selfassessmentpakket 3.0 Stephen Paul Robbins, Mary K. Coulter, 2003 Inleidend overzicht van het gehele vakgebied van management *Management* Arthur Waterbley, 2002 **Overheidscommunicatie over onderwijsbeleid naar het onderwijsveld**, 2002 **Spreken in het openbaar** Klaas Wiertzema, Patricia Jansen, 2004 Praktische handleiding *Arbeidsmotivatie Als Management-Instrument* W. de Moor, 1998 Arbeidsmotivatie is het instrument van excellente managers om hun medewerkers zo te beïnvloeden dat zij het beste van zichzelf tonen om de doelstellingen van de organisatie te realiseren De Moor beschrijft in dit boek hoe u dit instrument in uw bedrijf kunt toepassen *Management van gedrag* Laurie J. Mullins, 2007 Studieboek op hbo wo niveau *Marktgericht management*, 4/e, 2005

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