

G11 Analysing the position of other participants

	I	II	III
1 starting position on contents	indulgent, open to concessions	persistent, but flexible when confronted with good arguments	☞ clear, self-confident
2 dealing with power in the group	evasion, no discussion into submission	☞ searching for a balance	aggressive, trying to force the other party
3 mental attitude	personally involved, wanting to be liked, but therefore also unpredictable; making jokes; dependent attitude	☞ trustworthy, solid attitude, striving for informal relations, but in a more inter-dependent manner	often irritated, distant, sarcastic, striving for formal relations, based on the desire to remain as independent as possible
4 procedural flexibility	☞ flexible and improvising, searching for alternatives	patient, open to alternatives, but takes time	impatient, distant and awaiting