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Corporate Governance als Herausforderung für das Verhandeln

in:

Gutes besser tun – Corporate Governance in Nonprofit-Organisationen

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### **Abstract**

Corporate Governance can be viewed as a constant negotiation challenge for the members of the governing bodies of an organization. The author explains that good Corporate Governance implies "good negotiating" and explains what he means by this. He describes the stumbling blocks that regularly cause negotiations to fail and suggests that "principled" negotiation is a promising approach in the context of Corporate Governance. He then makes a series of practical suggestions on how to improve negotiation processes within governing bodies of an organization, to resolve the apparent contradiction between control and trust, to deal at the same time with what is negotiable and what is not, to give critical feedback und to foster transparency.