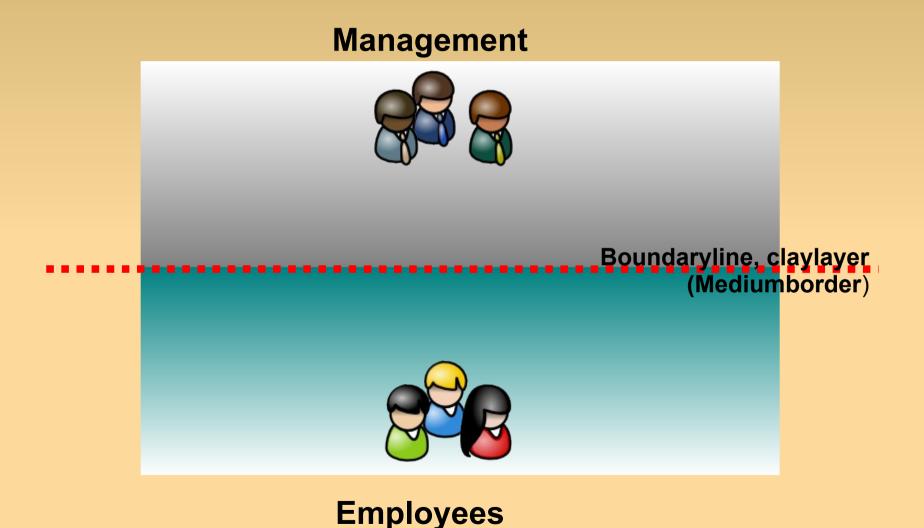
Why codeterminated companys are more successful(!)

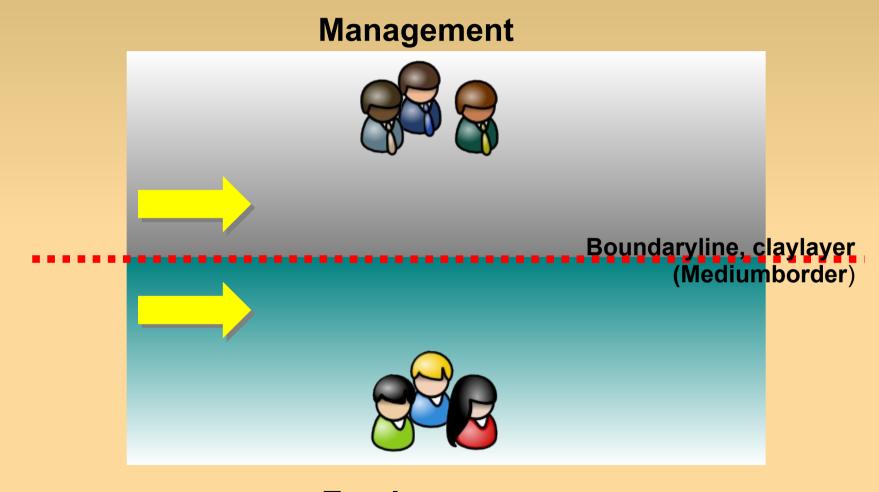
Thesis:

In processes between management and employees the objectives of the Refractionlaw do apply!

- Management and employees are representing groups, wich indeed are simila, wich though are different because of individuel characterisitcs(!) (that's just the way it is).
- Results in view points like: "They up there" / "They down there" – and vice versa
- Between the groups is an unvisible boundary line / separating surface (often because of orga-structur) also claylayer (middle management))
- These groups conduct to each other like different substances/media...

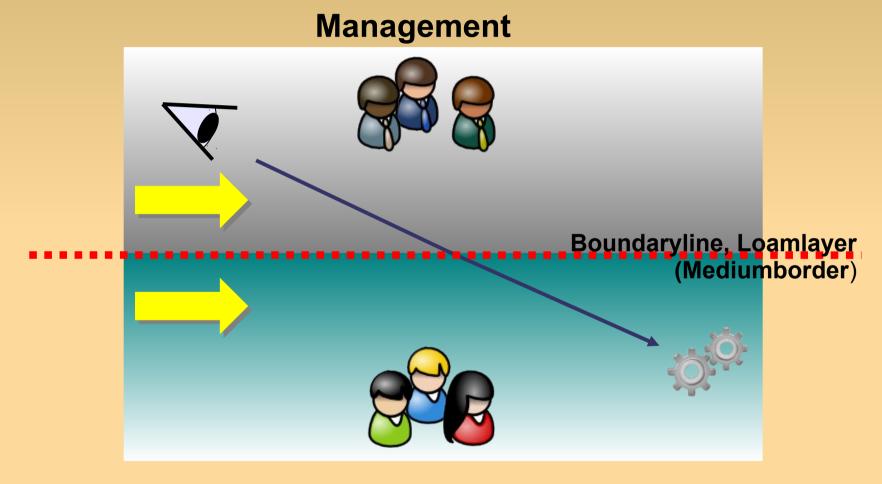


- Each of the groups represents an own "world" with (implicit) regularities / rules.
 You know your stuff...
- You know how the colleagues and the environment works
- You know the rules in force in the group (implicit) laws / rules
- One can orientate in your own world based wonderfully usually and you know your colleagues / peers



Erfolgsmodell Mitbestimmung

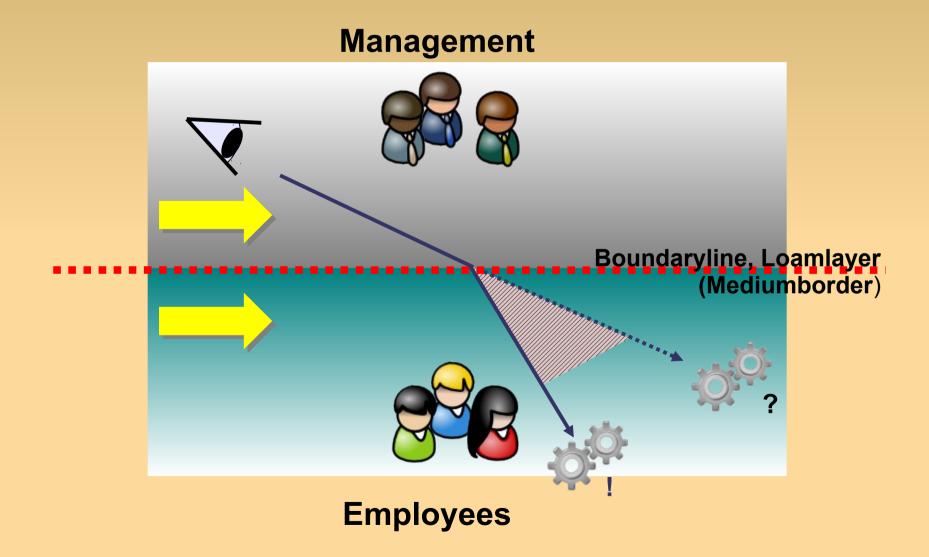
- If the group of the management looks at the employees, it looks in "unknown" / "unusual" environment.
- ...One sees or expects its employees / employee at a certain position.
 - e.g. in a reorganization process management concludes "fine, we are already so far advanced in this process with our employees, we can start with the next stage"



Employees

...however, caution!:

- If the group of the management looks at the employees, it looks in "unknown" / "unusual" environment.
- You have to leave the familiar world, so to speak.
- This "unusual" environment, one can equate to a "denser medium". That There is an interface! (often the "clay" of middle management)
- In reality, the employees are somewhere else than they suspected. (Law of refraction)



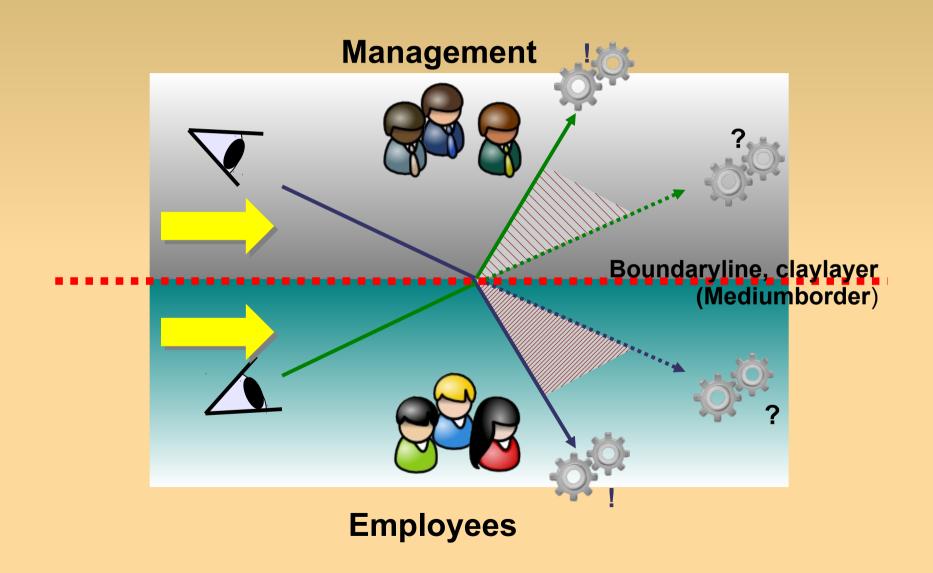
- The red area is therefore "uncertain".
- That, the company here always an incalculable risk.
- Processes of change can come through this risk to a halt (!)
 - At least they are difficult.

• ...

...vice versa occurs on the well:

- Employees look at the group of the management and see this elsewhere as it sees itself (!)
- As a result, we then "cheerful" staff meetings (result of the red area) ...

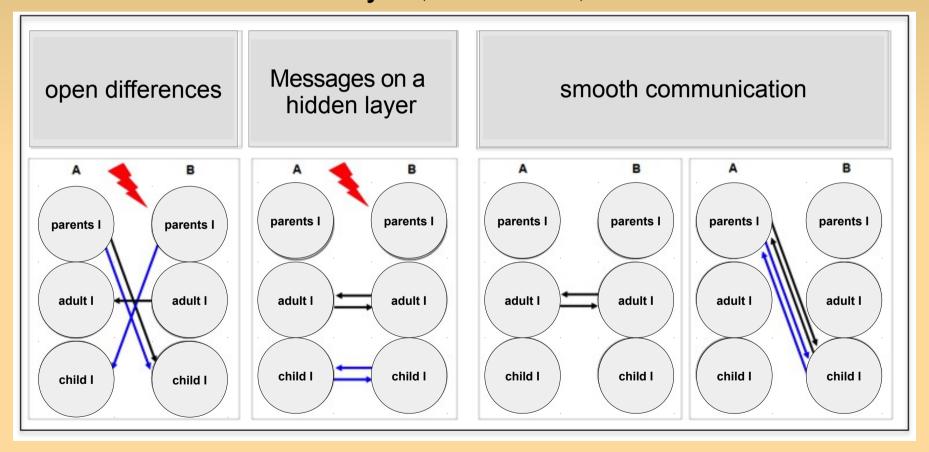
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Participation - works council

- Of the interaction due to the codetermination of works council is an interface (interface) between the groups ...
- The works council knows due to its roots and tasks better than management or employees, as the other side "works".
- With this, the Smooth communication is supported (transaction analysis and "I" levels)
- Participation requires communication with the interface works council and prevents conflicts
- Thomas model (model to conflict types and their effectiveness)

"I" - state / Transactional Analysis (Berne, Wottawa 2010)



cooperative

Attempt to take into account the interests of other

non-cooperative

Adaptation

- Relationship is more important
- Give in
- Subordinate oneself
- Harmonize
- Lower level of aspiration

Compromise

- Negotiation means that everyone has to give something
- haggle, threaten, fight give in
- useful rather than optimal solutions

Thomas Modell (Thomas 1976)

Cooperation

- Discuss differences
- Disclose interests
- together to seek new alternatives where everyone wins
- Optimal solutions

Avoidance

- Ignore conflict
- Adjourn problem
- Hope for bureaucratic handling
- Keep information secret
- Withdrawal
- Lower level of aspiration

Force use

- Use authority
- Manipulate information
- Coalitions forge
- Machtkampf, vollendete Tatsachen schaffen
- Gegner diffamieren
- Gegner nicht beteiligen

weak

Attempt to impose one's own interests

strong

Participation - works council

- Participation results in better solutions
- The quality of participation and the achieved solution is dependent on culture between the corporate parties (employer and the works council)
- Participation is thus a competitive advantage which you could use. Everything else is economic nonsense!

• ...

