

Negotiating: Is it OK to lie?

- 💣 You cannot know how much they know
- 💣 They will know through your body language:
 - cover mouth
 - look away
 - feet movement
 - touch nose
 - voice tone
 - shuffle in seat
- 💣 They may well catch you out later in the process.
- 💣 Exaggerating the costs may take away your ability to trade or manoeuvre.
- 💣 Remaining consistent puts undue stress on you and distracts you from other important parts of the process.
- 💣 When the deal is finished, what will your opening stance look like? It must not look like a total lie!
- 💣 It's a small world.
- 💣 If you are caught later, the long term relationship will never be repaired.

Alternatives:

- ◆ evade: "It depends on other factors"
- ◆ you don't have to answer their questions
- ◆ keep to feelings rather than facts:
 - "I wouldn't be happy with that"
 - "I feel that it's a reasonable request"