

How to Negotiate With a Liar



Negotiations are tough in any situation. But did you know that nearly **HALF** of all negotiators admit to lying!

About **60%** of people can't go 10 minutes without lying.

Whether it's to gain the upper hand or just before they have a motive to do so, negotiators lie--and get away with it.

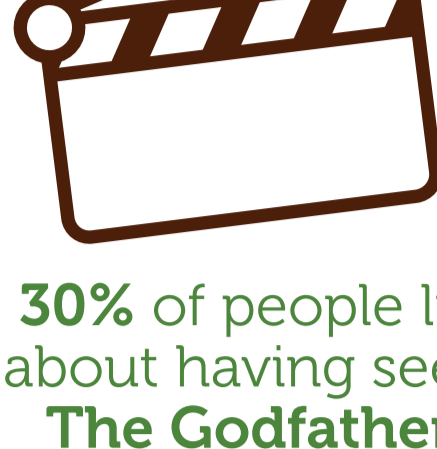
THE NUMBERS BEHIND LYING



90% of people lie on their **online dating profile**



40% of people lie on their **resumes**



30% of people lie about having seen **The Godfather**

WHAT'S THE SOLUTION?

Studies show that people can **identify a lie only 54%** of the time!



That's why it's **more important to prevent a lie**, than to detect it.

PREVENT LYING IN NEGOTIATIONS



1.

Build **TRUST** and Share Information



People are less likely to lie to someone they know and trust, especially in face to face interactions.

What You Should Do:



Disclose a piece of important information early on.

When you reveal strategic information, you prompt the other person to reciprocate.

By sharing your motives early, you can also frame the negotiation

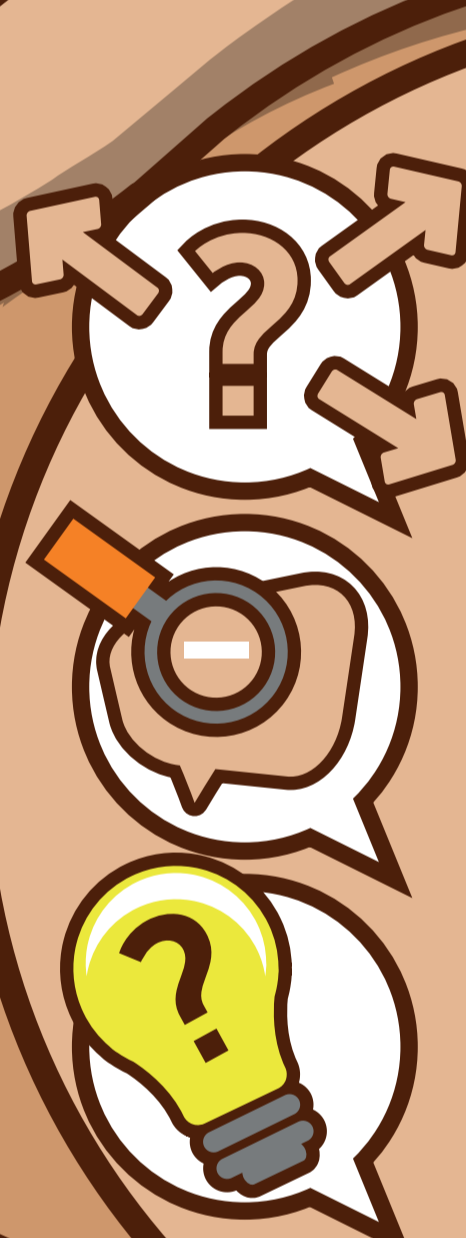
2.

Ask **SPECIFIC** questions



Many negotiators will **lie by omission** to maintain the upper hand.

What You Should Do:



Ask **specific** and **direct** questions

Studies have shown that **61%** of negotiators are likely to reveal their **weaknesses** in bargaining power when asked (compared to 0% who were not asked!)

Frame the question with **pessimistic assumptions**. People would rather agree with a negative statement than than lie about a true statement.

3.

Hone your **LISTENING** Skills



Some negotiators are master dodgers, skirting around the question you actually asked.

What You Should Do:



Keep track of your **questions** and take notes of their responses.

Don't rush; take the time to really pay attention to what they're saying.

Don't move on to the next question until you're sure their answer is relevant.

Did you know... on average politicians **dodge 70%** of questions they are asked.

4.

Watch for **LEAKED** Information



There's no such thing as a throwaway comment. Negotiators tend to accidentally share information that could be pertinent.

What You Should Do:



Listen for and even **encourage leakage**.

Ask the other person to **make a decision between two options**, which will reveal their priorities.

If there is a financial consequence to lying about a claim, they are more likely to come clean.

It's not easy, but if you take control of the negotiation, **you can easily deal with any lies that come your way!**

Sources:

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<https://hbr.org/2016/07/how-to-negotiate-with-a-liar>