

How about we *spark up* your next meeting  
or conference with a little talk on:

# Sex, LIES & Negotiation Techniques



First things first. Let's deal with the elephant in the room. "How much sex are we talking about here?" Not much and no reason to panic. The title is a riff on the James Spader film, "Sex, Lies and Videotape" and is an attention grabber. Works, eh?

We will touch on the subject. After all, we do not know of another topic where lies and negotiations take place with the same volume and intensity. Not to worry though, nothing adult themed.

On the average, each of us hear 200 lies every day. More if you are married. While most of them

- Ten biggest lies
- Negotiating when you have no power
- Why hearing 'no' can be great news
- Counteract games and unfair tactics and discover the upfront and underhanded tactics used by the best negotiators in the world

Get good or learn how to duck. You will hear some lies today and tonight. It is not if you negotiate, but when – might as well win... and have some

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