

# BUSINESS LIES

Have you ever thought about what would you do differently, if you knew the real intentions and motivations of your negotiating partner?

That salesperson who doesn't know when to give a discount or doesn't recognize when he has found the most pressing issue of his client.

That member of the HR-team, who doesn't recognize whether the job applicant has the proper motivations. The procurement co-worker who doesn't know how far he can go with the supplier when negotiating a price or a deadline. The reason is simple: they were never taught how to interpret the hidden signs indicating others' real thoughts and emotions.

The Business Lies training introduces behavioral analysis to business life, through the two-faced world of lies and the truth.

During various meetings verbal and non-verbal signs can be very important as they shed light on the real intentions and motivations of our negotiating partners. They aid in determining how the other party feels about us, or about the topic, when are they telling the truth and when are they trying to deceive us intentionally or instinctively.

Clearing up misbeliefs about altering emotions. Analyzing non-verbal signs. Recognizing others' emotional state and the underlying motivations.

This is the essence of Business Lies.

**The truth is written on our faces.**