

Webinar Evaluation Form

Title: “Negotiate and Read Body Language: Negotiation Strategies to Get What You Want”

Instructor: Greg Williams

1. How would you rate the instructor? Excellent ___ Good ___ Average ___ Poor ___

2. Comments about this webinar:

3. What are your suggestions for future topics?

Please return this form by email to contactus@medleague.com or by fax to 908-806-4511 or by mail to Patricia Iyer Associates, 260 Route 202-31, Suite 200, Flemington, NJ 08822.

Contact hour form: **“Negotiate and Read Body Language: Negotiation Strategies to Get What You Want”**

Name:

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1. True/False

When observing someone’s body language, you do not need to establish a baseline of that person’s body language in order to interpret his or her actions accurately.

2. When sensing that someone may be lying during a negotiation, which strategy would you not use?

- a. Immediately let him know that you suspect him of lying, in order to get him to be more forthright.
- b. Assess why the person might be lying and observe what is causing you to sense such notions.
- c. Allow the person to continue his possible lies to gather better insight into what situations in which he will lie and the manner by which he will do so.

3. True/false

When negotiating with someone, or an entity, that has substantially more resources, you should accept the first offer they extend and not risk losing the deal.

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