

How to Protect Yourself from Rip-off Artists, Con-men, Frauds, and Unethical Negotiators

- by Peter Wink

As you're probably already aware, each negotiation brings with it, the potential to bluff the "other side" into thinking a certain way. Some lying or bluffing is to be expected by both sides.

At the same time, con artists and unethical negotiators will tend to make promises they can't possibly keep. How do you protect yourself from being conned and lied to?

The best defense is a well-planned offense.

The following are seven strategies you must use to protect yourself during every negotiation:

- Get everything in writing and make sure that the "other side" signs their own name and not somebody else's. Rip off artists will almost invariably never sign their own name. They usually sign on behalf of their boss or someone else.
- Check references. Gather as much information as you can about the "other side" before you do business. Consult their current customers, vendors, banks, employees, or trade organizations. Learn from the experience of others!
- Make the "other side" repeat the terms of the deal. By repeating the terms, it'll be very hard for them to claim that they never understood what was expected of them or their organization.
- Watch their body language. Do they seem nervous, too smooth and relaxed, or possibly fidgety. These are all warning signs that you may be dealing with a rip off artist.
- Notice their facial expressions. Are they looking you in the eye or away in another direction? Many rip-off artists will have trouble looking you in the eye! Sometimes, their lips will quiver or they'll become dry - causing the "other side" to lick them.
- Watch to see if they seem too anxious to make a deal. If they're overly anxious to make a deal with you, they more than likely know they're getting a great deal or have conned you into believing that you are getting a better deal than you are!
- Ask for concessions. In every negotiation there is "give and take." That means that the two of you give in certain areas and take in others. Most rip off artists will take, take, take, and never give anything in return. And if they do, it's every little!

It's best to get up and walk away from anyone who seems to be lying. And remember - if you catch the "other side" lying once - the chances are that they'll do it again!

Always PROTECT YOURSELF when making any business or personal purchases. Every deal is either good or bad. It's up to you!

The most important thing is that you need to be aware of the tricks and strategies that rip off artists, con-men, frauds, and unethical negotiators use to get the best possible deal.

Remember the phrase "if there's a person you doubt, it's a person to do without."

This information is an excerpt from Peter Wink's A-Z guide to deal making and negotiation skills called Negotiate Your Way to Riches. It'll teach you 36 ethical and 5 unethical negotiating strategies, how to gather inside information about companies, trust and confidence-building techniques, communication strategies, conflict management techniques, people skills, 11 characteristics of all successful negotiators, how to use power and leverage, skills to successful salary negotiation, and so much more! More information at:

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