

# 3D Negotiation Techniques For Success



With Former Undercover Police Officer  
& Federal Prosecuting Attorney

**PAMELA BARNUM**  
THE TRUST AGENT



Uniform  
Police Officer



Undercover  
Drug Enforcement



Federal Prosecuting  
Attorney

# 3D Negotiation Techniques

Display

Decode

Detect







Majority of Communication  
is Nonverbal









Attach meaning

Bias

Context





OH SIT



1. Realtors who display empathetic body language are viewed as more competent.

TRUE



FALSE





## 2. Virtual backgrounds make you appear untrustworthy.

TRUE



FALSE



3. All things being equal, men are more willing to lie during a negotiation than women are.

TRUE

FALSE





# 4. People are most likely to tell higher stakes lies when they are:

A. Texting



B. On the phone



# 5. Which pose demonstrates more confidence?

A



B





6. Liars maintain eye contact more than truth tellers.

TRUE

FALSE



# 7. Which appears more open to your ideas?

A

B





# 8. Which depicts increasing insecurity?

A



B



# 9. How you set up the negotiation area influences the outcome.

**TRUE**



**FALSE**





# 10. Lying rewires your brain.

TRUE



FALSE



# BONUS: Pre-incident Violence is Predictable.

TRUE



FALSE





# Display





# Confidence





Open



# Eye Contact





# Empathy



**Smile**





**RBF**





# Rapport





# Mirroring Willowind





# Competence





A group of four business professionals are gathered in a meeting. In the center, a man with glasses and a grey suit is smiling while holding a document. To his left, a woman with curly hair and a light-colored blazer looks at him. To his right, a woman with blonde hair and a light blue blazer is also looking at the man. In the foreground, the back of a woman's head and shoulders is visible, as she looks towards the group. They are all looking at documents or a presentation screen in the background. The screen displays a slide with a pie chart and some text. The word "Decode" is overlaid in large, pink, sans-serif font across the center of the image.

Decode



A photograph of two women sitting on a light-colored sofa in a living room. The woman on the left has long brown hair, wears glasses, and a teal t-shirt. The woman on the right has dark hair, wears a yellow cardigan over a dark floral top, and is holding a clipboard and pen. The background shows a blurred living room with a coffee table and a bookshelf. The text "Listening | Observing" is overlaid in white, sans-serif font across the center of the image.

Listening | Observing





# Barriers | Proximity







# Lost Information

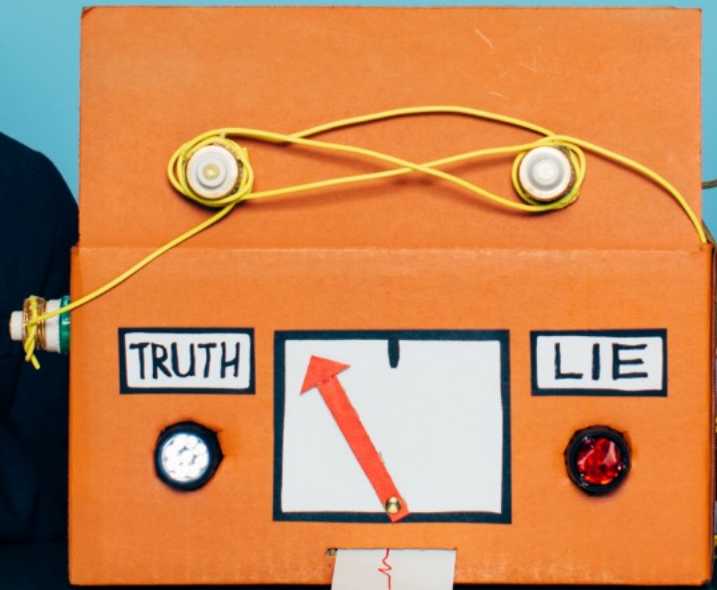




A woman with long, wavy brown hair, wearing a dark blue top, is shown in profile on the left, smiling and looking towards the right. A man with short, dark hair, wearing a denim shirt, is shown in profile on the right, looking towards the left. They are positioned against a textured, greyish-blue background. The word "Detect" is written in a large, pink, sans-serif font in the center of the image.

Detect







# Baseline



# Behaviour Cues



# Clusters



# What Deception Looks Like





# Verbal / Nonverbal Disconnect







# Hiding Mouth or Eyes





# Hand-to-Face Activity







What  
Deception  
Sounds Like.







# Referral Statements



A person wearing a dark blue suit jacket is shown from the chest down. Their right hand holds a wooden gavel with a brass band, positioned as if about to strike. Their left hand rests on a black book. The scene is set on a light-colored wooden surface. A circular wooden gavel base is visible on the table to the left of the book. The background is dark.

# Invoking Religion



A young girl with blonde hair in a ponytail, wearing a white long-sleeved shirt and pink pants, sits on a wooden table. She is pointing her right index finger towards a woman. The woman, with short dark hair and wearing a brown sleeveless top, sits opposite her, also pointing her right index finger back at the girl. They are both looking at each other. The background is a plain white wall with a wooden shelf holding a small plant.

# The Punishment Question

Truthful  
Behaviors  
Are Easily  
Replicated







# The Catch-All Question







# Better Liars





# Nonverbal Communication Cues of Pre-incident Violence





# Fight or Flight







Face





Body







S A F E E T Y









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