

# People Are More Likely To Lie To Women During Negotiations, Study Finds

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## *The Huffington Post:*

Over the last 17 years, Professor Laura Kray noticed that a striking number of female MBA students complained about being lied to during the negotiation simulations in her business school classes. When more and more women, frustrated by the deceptions routinely occurring in these role plays, began to pour into her office after the exercise to vent, Kray decided to find out if this is true on a more systematic level: *Are women more likely than men to be lied to during negotiations?*

The short answer is yes.

“I think there’s very clearly a cultural stereotype that women are more easily misled,” Kray, a Warren & Carol Spieker Professor of Leadership at Berkeley-Haas, told The Huffington Post.

Read the whole story: [The Huffington Post](#)