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Negotiating As If Your Life ...

The author, Chris Voss, is an expert hostage negotiator for the FBI. He can never "split the difference"--a euphemism for compromise--because to compromise in a hostage negotiation is to lose a life or many lives. Voss explains how to

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negotiate--not just for the FBI, but in any realm of life. So much of his advice sounds completely anti-intuitive.

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Never Split the Difference:
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Voss FBI hostage negotiator. In his book, Never Split the Difference, Chris reveals his battle-tested strategies for high-stakes negotiations. The Five Big Ideas

Book Summary: Never Split the Difference by Chris Voss

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Chris Voss, Never Split the Difference: Negotiating As If Your Life Depended On It. 57 likes.

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Never Split the Difference Quotes by Chris Voss

Christopher "Chris" Voss is an American businessman, author, and academic. Voss is a former FBI hostage negotiator, the CEO of The Black Swan Group Ltd, and co-author

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Voss of the book Never Split the Difference.

Christopher Voss - Wikipedia

Chris Voss is the CEO & Founder of The Black Swan Group Ltd Author of Never Split The Difference: Negotiating As If Your Life Depended

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Voss©. He has used his many years of experience in international crisis and high-stakes negotiations to develop a unique program and team that applies these globally proven techniques to the business world.

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Author Chris Voss | Submitted by: Jane Kivik. Free download or read online Never Split the Difference pdf (ePUB) book. The first edition of the novel was published in May 17th 2016, and was written by Chris Voss. The book was published in multiple languages including English, consists

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“ Chris Voss's NEVER SPLIT THE DIFFERENCE is a different kind of business book —one that emphasizes the importance of emotional intelligence without sacrificing deal-making power. It comes from the pen of a former hostage negotiator —

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Voss someone who couldn't take no for an answer — which makes it fascinating reading.

Never Split The Difference - The Black Swan Group

Never Split the Difference is a testament to this theory. Voss

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believes that most negotiations are irrational and emotionally driven. Approaching them from a rational, academic perspective often results in failure. To negotiate successfully, you must understand the psychology behind a crisis situation and improve your emotional intelligence.

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Never Split the Difference by Chris Voss Summary

Everything we 've previously been taught about negotiation is wrong: people are not rational; there is no such thing as ' fair ' ; compromise is the worst thing ...

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by Chris Voss, Tahl Raz ... Never Split the Difference takes you inside his world of high-stakes negotiations, revealing the nine key principles that helped Voss and his colleagues

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succeeded when it mattered the most –
when people ' s lives were at stake.
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