## NEVER SPLITTHE DIFFERENCE

NEGOTIATING AS IF YOUR LIFE DEPENDED ON IT

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### **Book details**

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### Synopsis book

A former international hostage negotiator for the FBI offers a new, field-tested approach to high-stakes negotiations whether in the boardroom or at home. After a stint policing the rough streets of Kansas City, Missouri, Chris Voss joined the FBI, where his career as a hostage negotiator brought him face-to-face with a range of criminals, including bank robbers and terrorists. Reaching the pinnacle of his profession, he became the FBIs lead international kidnapping negotiator. Never Split the Difference takes you inside the world of high-stakes negotiations and into Vosss head, revealing the skills that helped him and his colleagues to succeed where it mattered most: saving lives. In this practical guide, he shares the nine effective principlescounter-intuitive tactics and strategiesyou too can use to become more persuasive in both your professional and personal life. Life is a series of negotiations you should be prepared for: buying a car; negotiating a salary; buying a home;

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A FORMER FBI TOP HOSTAGE NEGOTIATOR'S FIELD-TESTED TOOLS FOR TALKING ANYONE INTO (OR OUT OF) JUST ABOUT ANYTHING NEVER SPLITTHE DIFFERENCE NEGOTIATING AS F YOUR LIFE DEPENDED ON IT CHRIS VOSS

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