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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 detailed notes and summary for never split the difference by chris voss this book will provide an instant improvement to your negotiation skills never split the difference with chris voss of the black swan group in this episode chris voss discusses never splitting the difference everything in life is a negotiation but standing in front of a client makes it more apparent kick off with a summary of chris voss best selling book never split the difference learn the techniques from fbi and how to use them what is similar between talking to an armed criminal holding a knife at someone's throat and talking to a child who's crying and refusing to go to bed chris voss is the former #1 lead international kidnapping negotiator for the fbi he is the author of the bestselling book never split the difference negotiating as if your life depended on never split the difference is a riveting indispensable handbook of negotiation principles culled and perfected from chris voss's remarkable career as a hostage negotiator and later as an award winning teacher in the world's most prestigious business schools from policing the rough streets of kansas city missouri to becoming the fbi's lead never split the difference takes you inside his world of high stakes negotiations revealing the nine key principles that helped voss and his colleagues succeed when it mattered the most when in the book chris voss a former fbi hostage negotiator systematically shares the key attributes and strategies to being a successful negotiator former fbi lead hostage negotiator chris voss teaches you his field tested skills and strategies for negotiating smarter at home at work and everywhere in between in his first ever masterclass never split the difference takes you inside the world of high stakes negotiations and into voss's head revealing the skills that helped him and his colleagues succeed where it mattered most saving lives in this practical guide he shares the nine effective principles counterintuitive tactics and strategies you too can use to become chris voss fbi hostage negotiation masterclass on why you should never split the difference chris voss former fbi hostage negotiator and author of the book never split the difference he has had a jaw dropping movie worthy career working for never split the difference takes you inside the world of high stakes negotiations and into voss's head revealing the skills that helped him and his colleagues succeed where it mattered most saving lives in this practical guide he shares the nine effective principles counterintuitive tactics and strategies you too can use to become never split the difference takes you inside the world of high stakes negotiations and into voss's head revealing the skills that helped him and his colleagues succeed where it mattered most in saving lives in this practical guide he shares the nine effective principles counterintuitive tactics and strategies you too can use to become never split the difference takes you inside the world of high stakes negotiations and into voss's head revealing the skills that helped him and his colleagues succeed where it mattered most in saving lives in this practical guide he shares the nine effective principles counterintuitive tactics and strategies you too can use to become never split the difference is a riveting indispensable handbook of negotiation principles culled and perfected from chris voss's remarkable career as a hostage negotiator and later as an award winning teacher in the world's most prestigious business schools from policing the rough streets of kansas city missouri to becoming the fbi's

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