

NEVER SPLIT THE DIFFERENCE: NEGOTIATING AS IF YOUR LIFE DEPENDED ON IT by Chris Voss book PDF Download

Never Split the Difference: Negotiating As If Your Life Depended On It 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 FBI’s lead international kidnapping negotiator. *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 to succeed where it mattered most: saving lives. In this practical guide, he shares the nine effective principles—counter-intuitive tactics and strategies—you 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; renegotiation rent; deliberating with your partner. Taking emotional intelligence and intuition to the next level, *Never Split the Difference* gives you the competitive edge in any discussion. ...more [Never Split the Difference: Negotiating As If Your Life Depended On It PDF ebook](#)

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