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principles that helped Voss and his colleagues succeed when it mattered the most – when people’s lives were at stake. Never Split the Difference Audiobook | Chris Voss, Tahl ... Never Split the Difference ©. Everything we’ve previously been taught about negotiation is wrong: you are not rational; there is no such thing as ‘fair’; compromise is the worst thing you can do; the real art of negotiation lies in mastering the intricacies of No, not Yes. Black Swan Home - Black Swan Booktopia has Never Split the Difference, Negotiating as if Your Life Depended on It by Chris Voss. Buy a discounted Paperback of Never Split the Difference online from Australia's leading online bookstore.

In the end, this is a book about not just being good at negotiation, but being great at life. “Never Split the Difference” is serious wisdom, every bit of it earned, conveyed with great humor, storytelling and insight. Read it to be a more effective human.

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Taking emotional intelligence and intuition to the next level,

Never Split the Difference by Chris Voss and Tahl Raz aims to give you the competitive edge in any discussion. Chris Voss’s book, “Never Split the Difference: Negotiating As If Your Life Depended On It” calls on his FBI career as their top hostage negotiator to equip readers with the negotiating skills needed to secure business deals.

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By Scott Wright, MD, Johns Hopkins University School of Medicine
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