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<https://www.productivitygame.com/upgrade-never-split-the-difference/> Book Link: <https://amzn.to/2LFeRNm> FREE Audiobook Trial: <http://amzn...> by Chris Voss & Tahl Raz. Life is a series of negotiations you should be prepared for: buying a car, negotiating a salary, buying a home, renegotiating 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.

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Taking emotional intelligence and intuition to the next level, Never Split the Difference gives you the competitive edge in any discussion. Written by a former international hostage negotiator for the FBI, this book and summary offers a new, field-tested approach to negotiations, whether in business, in your personal life, or at home.

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Never Split The Difference: Negotiating As If Your Life Depended On It. by Chris Voss. No matter how we dress up negotiation in mathematical theories, we still act like animals, driven by our fears, needs, perceptions, and desires.

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Never Split the Difference by Chris Voss and Tahl Raz is a classic guidebook on negotiation techniques. Here is a 12-minute summary from Freshsales.

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Never Split the Difference argues that emotion, not logic, determines the success or failure of negotiations. Being emotionally intelligent and empathetic is how you draw the crucial information out of your counterpart that gives you a decisive advantage. You get what you want by gaining a deeper understanding of what they want.

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Never Split the Difference by Chris Voss and Tahl Raz is a guide to using hostage negotiation techniques in business and personal negotiations. Modern negotiation strategies taught in business school usually center on classic texts that describe negotiation without factoring in emotions or irrational behavior.

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Never Split the Difference is a great book, but it's not very linear. If you listen

to it as an audiobook, as I did, and can't take notes, this summary provides good notes. I wouldn't recommend skipping the book for this, but it's a very useful reference tool by itself or for quickly finding references in the book.

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Never Split the Difference is a book on negotiation techniques in which Chris Voss, the author, makes the case that psychology, empathy and rapport play a crucial role that has been long neglected and misunderstood.

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