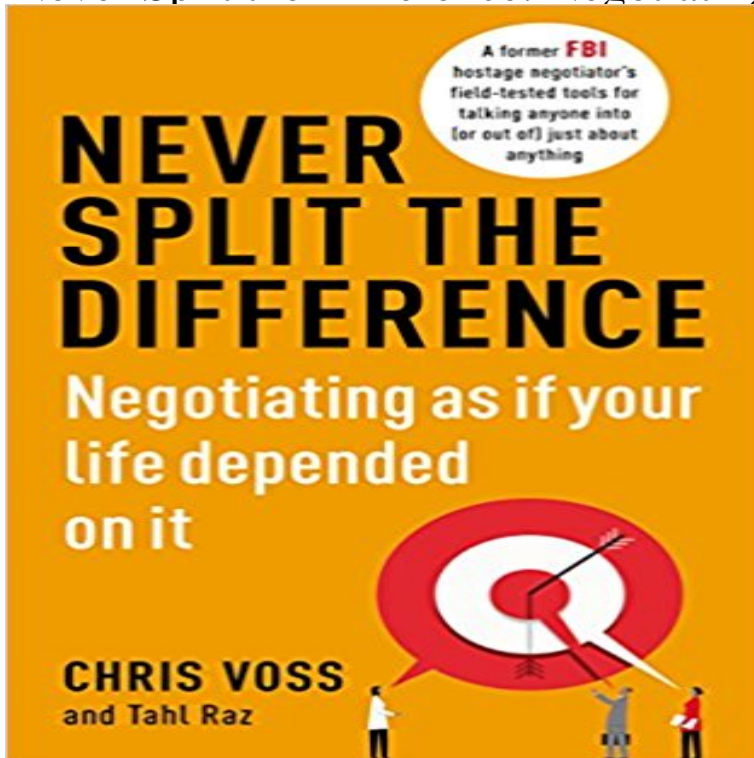


# Never Split the Difference: Negotiating as if Your Life Depended on It



A former international hostage negotiator for the FBI offers a new, field-tested approach to high-stakes negotiations effective in any situation. 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, revealing the skills that helped Voss and his colleagues succeed when it mattered most. In this practical guide, he shares nine effective principles 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, haggling over 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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