

Never Split The Difference Doctype

N Colangelo

Summary and Discussions of Never Split the Difference By Chris Voss The Growth Digest, 2019-12-25 Note: This is a Summary and Discussions of Never Split the Difference By Chris Voss with Tahl Raz. Learn Key Concepts for Your Self-Development or Discussion Group in 15 Minutes Without Missing the Highlights... or Your Money Back! Who Should Read Never Split the Difference? The person searching for a better salary or a new car. The parent who just needs their teenager to get on board with the family situation. Anyone who has ever been called by a telemarketer, wanted to lower their cable bill or has been treated unfairly by a business. Negotiation is a vital part of life. In our childhood, we learn the importance of negotiation in lunchroom trades, talks with our parents, and interactions with our friends. Relationships, finances, and employment all require negotiation skills. How we negotiate with others impacts our lives every single day. Because of the universal need for negotiation, every reader can find solid lessons in negotiation in this book. What's in It for Me, and Why is it Important? Have you ever found yourself in a situation where you felt like you weren't in control? Negotiations can often feel like a struggle to gain power over the other person. This often leads to a compromise that leaves both sides feeling, well, compromised. Never Split the Difference gives you back the power in any situation. Voss teaches you how to approach negotiations in all aspects of your life. Think back to the last time you had a disagreement with someone and walked away feeling like you could have done more to be understood. This book gives you the knowledge you need to have an edge in any discussion. It will help improve both your personal and professional life. You'll Soon Discover... In this book, Voss focuses on the power of positive negotiation skills to build the kind of life you want. They allow you to take control of a situation and move your opponent over to your side. His techniques can help you: Buy a car on your terms. Get a raise at work. Negotiate the purchase of a home. Talk with your children and teens. Disagree and walk away a winner. Don't Have Time to Read? Discover the new way to grasp a deeper understanding of a book or subject while getting your time back - instantly! The Growth Digest serves busy people who are keen on growth, learning, and self-development by serving all the highlights and key points on a silver platter - without the fluff. Additionally, The Growth Digest provides various unique and intuitive content so you can get a 360 degree understanding of the topic including: Background Information About the Author so You Know Where They Are Coming From The Author's Perspective and Motivation to Write This Book that Will Give You a Fuller Understanding Main idea In a Nutshell to Give You an Instant Overview of the Forest Chapter-by-Chapter Analysis So You

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Analysis of Chris Voss' Never Split the Difference Sumoreads, 2018-01-31 PLEASE NOTE: This is a summary, analysis and review of the book and not the original book. It is meant as a supplement to, and not a replacement for, Never Split the Difference. Former top FBI negotiator Chris Voss offers fantastic insights into the art of negotiation. The book Never Split the Difference deviates from the norm and breaks down psychological techniques to dismantle and disarm a counterpart from complex transactions to simple daily negotiations. This SUMOREADS Review & Analysis offers supplementary material to Never Split the Difference to help you distill the key takeaways, review the book's content, and further understand the writing style and overall themes from an editorial perspective. Whether you'd like to deepen your understanding, refresh your memory, or simply decide whether or not this book is for you, ReeRoos is here to help. Absorb everything you need to know in under 20 minutes! What does this SUMOREADS Analysis Include? An synopsis of the original book Editorial Review Key takeaways & analysis from each section A short bio of the the author Supplementary Info & Recommended Reading About the Original Book: Never Split the Difference is an amazing and insightful must read for everyone. Chris Voss, a former top negotiator for the FBI, shares proven psychological techniques, instrumental in resolving several high-level negotiations both in law enforcement and in business. He breaks down each technique in an easily understandable format and gives intriguing examples to show their effectiveness in a wide range of scenarios, from handling family relationships to career issues and high-level business discussions. Just in case you get overwhelmed by the amount of information, Chris offers a summary of the key learning points at the end of each chapter. The book culminates with the pinnacle of Chris' techniques dubbed Finding the Black Swan, a new way of approaching negotiations that gives you leverage and could tilt any discussion to your favor. It's a must read for everyone. BEFORE YOU BUY: The purpose of this SUMOREADS Analysis is to help you decide if it's worth the time, money and effort reading the original book (if you haven't already). SUMOREADS has pulled out the essence-but only to help you ascertain the value of the book for yourself. This analysis is meant as a supplement to, and not a replacement for, the original book.

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