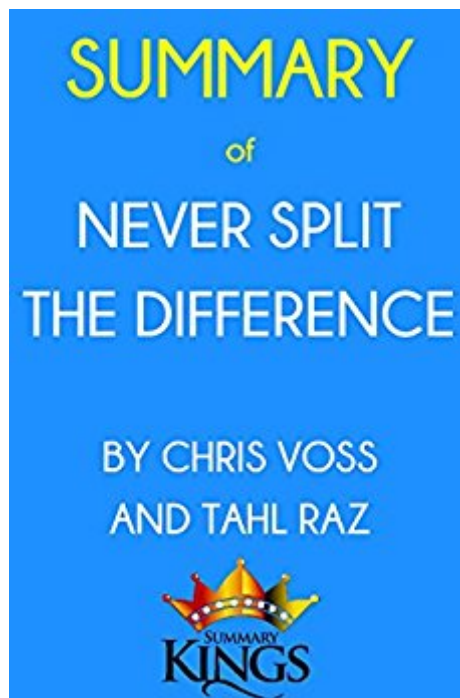


The book was found

Summary Of Never Split The Difference: By Chris Voss And Tahl Raz: Negotiating As If Your Life Depended On It



Synopsis

Learn how to negotiate like a superstar! Do you want to learn how to negotiate like a pro, but don't have the time to read an entire book? Negotiating is one of the most important skills that you could learn. Everything in life requires negotiation. So you might as well learn how to do it the right way. This is a summary of *Never Split the Difference: Negotiating As If Your Life Depended On It* by Chris Voss and Tahl Raz. Each chapter is summed up and explains all of the important takeaways and key concepts in a quick and easy to read format. When you read this summary you will learn: A field-tested approach to high-stakes negotiations The exact skills that helped Chris Voss and his colleagues succeed where it mattered most: saving lives The 9 effective principles-counterintuitive tactics and strategies-to quickly help you to become more persuasive in both your professional and personal life That Life is simply a series of negotiations you should be prepared for: buying a car, negotiating a salary, buying a home, renegotiating rent, or deliberating with your spouse And much more... Buy the book today to become a world class negotiator!

Book Information

File Size: 319 KB

Print Length: 40 pages

Simultaneous Device Usage: Unlimited

Publisher: Summary Kings (July 24, 2016)

Publication Date: July 24, 2016

Language: English

ASIN: B01J2CE4C6

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #30,877 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #7 in Kindle Store > Kindle eBooks > Business & Money > Management & Leadership > Negotiating #13 in Kindle Store > Kindle Short Reads > One hour (33-43 pages) > Business & Money #35 in Kindle Store > Kindle eBooks > Education & Teaching > Studying & Workbooks > Book Notes

Customer Reviews

About the art of persuasion, many books. If you read this book and at least tried to apply in practice.

The method is simple , put the emotions of the opponent in the first place, and rational thinking second. Chris Voss has helped many people. Maybe his method will help you.

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