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## **Never Split The Difference Negotiating As If Your Life Depended On It By Tahl Raz**

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**believes the real art of negotiating is found in the no s and not the yeses and that there is no such thing as or splitting the difference often makes for a bad deal for both parties don t promise'**

**'never split the difference goal people want to be**

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**summary never split the difference by chris voss**

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May 30th, 2020 - chris voss is the ceo and founder of the black swan group ltd and author of never split the difference negotiating as if your life depended on it he is an expert on hostage negotiation techniques he currently teaches at two different business schools marshall school of business at the university of southern california and geetown university s mcdonough school of business'

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hold up period by locating these value perceptions and bringing these items of unequal value to the negotiating table'

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