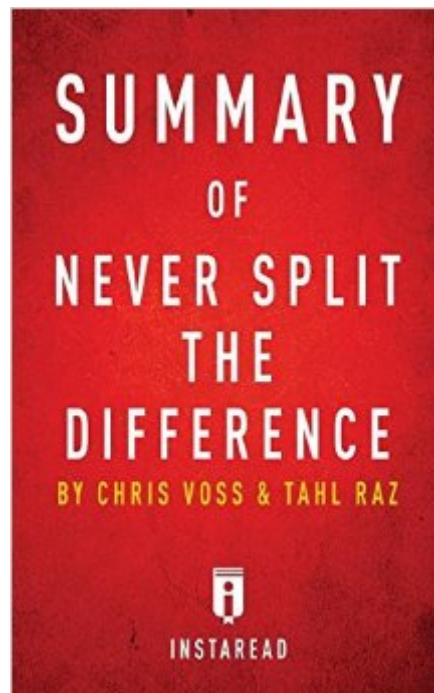


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# Summary Of Never Split The Difference: By Chris Voss And Tahl Raz Includes Analysis



## Synopsis

Summary of Never Split the Difference by Chris Voss and Tahl Raz Includes Analysis Preview: 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. In reality, all negotiations involve emotional factors and illogical reactions. And in hostage scenarios, "splitting the difference" by accepting the release of half the hostages in exchange of partial fulfillment of demands is never a desired outcome. Hostage takers who feel heard are more likely to trust negotiators to be honest about what they want. Active listening involves mirroring the other person's speech, speaking in a way that sounds assertive but calming, and not saying anything at all for several seconds between utterances. This slows the conversation down and conveys the impression that the negotiator wishes to understand... PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book. Inside this Instaread Summary of Never Split the Difference by Chris Voss and Tahl Raz Includes Analysis Overview of the Book Important People Key Takeaways Analysis of Key Takeaways About the Author With Instaread, you can get the key takeaways, summary and analysis of a book in 15 minutes. We read every chapter, identify the key takeaways and analyze them for your convenience. Visit our website at [instaread.co](http://instaread.co).

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## Customer Reviews

I love the title alone for this book. It is so attention grabbing! It seems to run contrary to everything we have been taught about negotiating with someone. This book is a very cool book. To say it is written by people that know something about negotiation is quite an understatement. The main author of the book was a hostage negotiator for the FBI and then taught international business negotiation at Harvard. Wow. So when you are reading this, you know you are getting some really great info on negotiating in a business situation. Funny enough, I am a therapist, and I found so many tricks in this book for therapy that I can also verify the information is accurate. I do so many of the things he talks about on a daily basis! All in all, this was a wonderful summary that I was sent to review in exchange for an honest review. I am glad it arrived and feel I have in my possession one of the best books on negotiation I have read!

Chris Voss is a former FBI negotiator who has applied his unique skill set to every day business negotiations. The title, *Never Split the Difference*, refers to the FBI rule that you don't settle for some of the hostages in exchange for some of the money. This is a well written summary of book and I found the key takeaways especially enlightening. The techniques listed are ones anybody can apply to any situation. What impressed me most was that these techniques can be used in everyday situations, too. Everybody can use them to gain a bit of an edge in any situation. I was given this summary for review purposes and highly recommend it.

Traditional texts on negotiations teach techniques that assume all parties to a negotiation are acting rationally and unemotionally. The reality is, in every negotiation, there is a certain amount of emotion and irrationality involved. Hostage negotiator, Chris Vos, and Thal Razh, in *Never Split the Difference*, offer negotiating guidelines based on Vos's experience as a hostage negotiator for the FBI, and tempered by Razh's experience in business. Their techniques, undergirded by the principle in the title, *Never Split the Difference*, can be used successfully in business negotiations or in personal encounters. Summary of *Never Split the Difference* by Chris Vos and Thal Razh by Instaread is a comprehensive analysis of the book. It discusses each of the authors' main points and gives their background and credentials, which lends authority to the work. This handy little guide can be read in about 15 minutes and gives an excellent overview of the book. I received a complimentary copy of this book in exchange for my unbiased review.

"*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. In reality, all negotiations involve emotional factors and illogical reactions. And in hostage scenarios, "splitting the difference" by accepting the release of half the hostages in exchange of partial fulfillment of demands is never a desired outcome. Instaread takes this non-fiction guide and breaks it down into the 11 best principles. These takeaways are the most important aspects of the book and include insight on arbitration, summarizing demands, and the need for empathy. I especially liked reading about Black Swans, which are hidden factors that can completely change the negotiation if discovered and leveraged. I was given a copy of this book to review.

This is a summary of "Never Split the Difference" and is not the actual book. This book is all about negotiation techniques. I'm not in a career or circumstance where negotiations are part of my everyday life, but for those who are, I think this book would be a very beneficial book to read. The author gives several tips on how to become a good negotiator. For instance, takeaway 7 states, "If negotiators ask questions that begin with the words "how" or "what", they can convince the other party to solve shared problems. "How" questions can also ensure that an agreement is authentic." The summary gives an overview of the book and then lists and analyzes eleven key takeaways that highlight the main points of the book. The summary is organized well which makes it easy to follow. I received a copy of this book in exchange for a review.

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