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Never Split the Difference is a book with lots of genius, but sometimes it feels itâ€™s disorganized genius. I had so many notes after reading it, but putting everything together to make sense out of it felt like a major task on my part -whereas it should have probably been on the editorâ€™s part-.

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In any bare-knuckle bargaining session, the most vital principle is never to look at your counterpart as your enemy. De-escalate by suggesting a time-out. Neither party is hostage to a bad situation, and they'll regain a sense of agency and power.

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This was the game-changer for the FBI, Voss writes, and these are the unique skills emphasized in Never Split the Difference. Voss explains how simple these tools can be, such as your tone of voice, the types of questions you ask the other party, or even how you enter the conversation in the first place.

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Never Split the Difference, a new book on negotiation, presents an alternative to Getting to Yes, the classic text by Roger Fisher and William Ury of Harvard. For author Chris Voss, the use of rational tools and techniques is not the most effective approach for negotiations.

Never Split the Difference | Chris Voss | Soundview Book

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Never Split the Difference takes you inside the world of high-stakes negotiations and into Voss's head, revealing the skills that helped him and his colleagues succeed where it mattered most: saving lives. In this practical guide, he shares the nine effective principles—counterintuitive tactics and strategies—you too can use to become more persuasive in both your professional and personal life.

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