

**WALL STREET JOURNAL BESTSELLER**

**A FORMER FBI TOP HOSTAGE NEGOTIATOR'S FIELD-TESTED TOOLS  
FOR TALKING ANYONE INTO (OR OUT OF) JUST ABOUT ANYTHING**

# **NEVER SPLIT THE DIFFERENCE**

**NEGOTIATING AS IF YOUR  
LIFE DEPENDED ON IT**

**CHRIS VOSS**

**WITH TAHL RAZ**

# Never Split The Difference

**Scorpio Digital Press**



## **Never Split The Difference:**

*Never Split the Difference* Chris Voss, Tahl Raz, 2016-05-17 This international bestseller with more than 3 million copies sold offers a field tested approach to high stakes negotiations whether in the boardroom in your community or at home Life is a series of negotiations and negotiation is at the heart of collaboration whether you are a business executive a salesperson a parent a community leader or a spouse As a former FBI hostage negotiator Chris Voss gives you the tools to be effective in any situation negotiating a business deal buying or selling a car negotiating a salary acquiring a home renegotiating rent deliberating with your partner or communicating with your children Taking the power of persuasion empathy active listening and intuition to the next level *Never Split the Difference* gives you the competitive edge in any difficult conversation or challenging situation This book is a masterclass in influencing others no matter the circumstances After a stint policing the rough streets of Kansas City Chris Voss joined the FBI where his career as a hostage negotiator brought him face to face with a range of criminals including bank robbers and terrorists Reaching the pinnacle of his profession he became the FBI's lead international kidnapping negotiator *Never Split the Difference* distills the Voss method revealing the skills that matter most when it comes to achieving your goals in both your professional and personal life Step by step Voss show you how to Establish Rapport Create Trust with Tactical Empathy Gain the Permission to Persuade Shape What Is Fair Calibrate Questions Transform Conflict into Collaboration Spot Liars Create Breakthroughs by Revealing the Unknown Unknowns *Never Split the Difference* is your definitive source for defusing potential crises winning people over and achieving your goals at work and at home

*Summary of Never Split the Difference by Chris Voss - Finish Entire Book in 15 Minutes*

Speedyreads, 2018-02-14 Wanna Read But Not Enough Time Then grab a SpeedyReads of *Never Split the Difference* by Chris Voss Now Here's a sample of what you'll see in this book Background Information About *Never Split the Difference* *Never Split the Difference* was published on May 17th 2016 by Harper Business Harper Collins Publishers It was written by a former kidnapping negotiator and his co author to bring better negotiation skills into the lives of regular people in the workplace their personal businesses or even at home *Never Split the Difference* has received praise from fellow authors as well as business executives and retired FBI agents The driving force behind the success of this book is the realization and integration of emotional intelligence and empathy into the negotiation process this is an unofficial summary of *Never Split the Difference* meant to enhance your reading experience It is not endorsed affiliated by *Never Split the Difference* or Chris Voss It is not the full book Download And Start Reading Now Even if it's 3 AM Hurry Limited Quantities Available Bonus Section Included 100% Satisfaction Guaranteed or your money back

*Summary and Analysis Black Book*, 2018-10

*Summary of Never Split The Difference Negotiating As If Your Life Depended On It* by Chris Voss and Tahl Raz Chris Voss is a FBI negotiator with over two decades of experience working in the field and a long second career teaching at Georgetown University and USC In his book *Never Split the Difference Negotiating As If Your Life Depended on It* Voss brings the reader

right into the exhilarating world of crisis negotiations starting each chapter with a thrilling case where he or one of his colleagues had to negotiate to save someone's life. His captivating accounts include kidnappings, hostage situations, and humorously a trip to the car dealership to haggle for a new truck. Interspersed between the actions, Voss delivers a lesson in each chapter explaining the principles and tactics he used to resolve each particular negotiation. He explains the psychology of his principles in easy-to-understand language and makes them relateable to our everyday lives by giving examples of exactly how they were applied by an average person in a situation at their job in business dealing or even when speaking to a telemarketer. Click for buy button more information about summary book of Never Split the Difference tag never split the difference never split the difference never split the difference by Chris Voss never split the difference book never split Chris Voss Chris Voss never split the difference never split the difference by Chris Voss paperback never split the difference by Christopher Voss and Tahl Raz never split the difference by Chris Voss Chris Voss negotiating as if your life Chris Voss never split the difference never split the difference book never split the difference book **Never Split The Difference: Negotiating As If Your Life Depended On It : by Chris Voss | The MW Summary Guide** The Mindset Warrior, 2017-10-12 [Summary of Never Split the Difference](#) Instaread, 2016-08-15 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](#) **Summary of Never Split the Difference by Chris Voss** Condensed Books, Never Split the Difference Book Complete Analysis Study Guide Chapter by Chapter A high quality summary of Chris Voss's book Never Split the Difference including chapter details and an analysis of the main themes of the original book. About the original book: A veteran FBI hostage negotiator proposes a new, tried and true method of bargaining that works in every scenario. After time policing the harsh streets of Kansas City, Missouri, Chris Voss joined the FBI where his job as an abduction

negotiator brought him face to face with bank robbers gang leaders and terrorists Never Split the Difference takes you inside Voss's world of high stakes negotiations exposing the nine crucial principles that helped him and his colleagues win when it really counted when people's lives were on the line Never Split the Difference is based on the real life experiences of an intelligence expert at the top of his game and it will offer you a competitive advantage in any conversation *Summary of Never Split the Difference by Chris Voss*, 2024-07-13 Book Description Never Split the Difference by Chris Voss The how to guide for learning the secrets of negotiation from the FBI's lead negotiator implement the techniques and learn how to always get what you want After joining the FBI Chris Voss suddenly found himself face to face with a variety of criminals from bank robbers to terrorists all making demands and threatening to take lives along the way Reaching the peak of his profession Chris became the FBI's lead international kidnapping negotiator Through Never Split the Difference Chris takes you inside the world of high stakes negotiations and lays out the techniques he and his colleagues used to get what they wanted and save the lives of hostages Now you can use Chris's book as a guide to learn how to implement the key elements of negotiation and become more persuasive in your professional and personal life **Never Split the Difference** R.H Rizvi, 2025-09-08 What if the secret to winning every negotiation wasn't about power or logic but empathy In Never Split the Difference Mastering the Art of Tactical Empathy and Persuasion negotiation expert R H Rizvi delivers a powerful playbook for anyone who wants to gain the upper hand in life business or relationships without manipulation aggression or compromise Forget everything you've been told about meeting in the middle Compromise may sound fair but in reality it often means walking away with less than you deserve This book flips the script by teaching you how to negotiate with precision confidence and emotional intelligence Through real world strategies rooted in tactical empathy Rizvi shows you how to turn conflict into collaboration and silence into influence Inside this book you'll discover The 1 mistake most people make when negotiating and how to avoid it Why no is more powerful than yes Proven techniques like mirroring labeling and calibrated questions that shift control instantly How to remain calm and persuasive even in high stakes emotional situations Scripts tools and real world examples to apply in business deals job interviews sales relationships and everyday life The mindset of elite negotiators and how to adopt it in just minutes a day Whether you're closing a million dollar deal resolving a conflict with a partner or asking for a raise this book will give you the tools to never settle never surrender and never split the difference Who This Book is For Entrepreneurs business owners and sales professionals Managers leaders and HR professionals Parents partners teachers and everyday communicators Anyone who wants to be more persuasive emotionally intelligent and successful in every conversation You don't have to choose between winning and being liked You can do both With Never Split the Difference you'll gain the power to lead every conversation with empathy influence and clarity

**Summary of Never Split the Difference** SellWave Audio, 2025-09-10 Never Split the Difference is not just another book on negotiation it's a masterclass from the front lines of life and death decision making Chris Voss a former FBI

international hostage negotiator takes readers deep inside the high pressure world where compromise can cost lives After cutting his teeth as a police officer on the tough streets of Kansas City Voss rose through the ranks of the FBI to become its lead international kidnapping negotiator dealing directly with terrorists bank robbers and criminals across the globe In *Never Split the Difference* Voss reveals the same field tested strategies that allowed him to succeed where stakes could not be higher This gripping guide transforms those tactics into practical tools you can use in everyday life From nine powerful principles to counterintuitive techniques rooted in emotional intelligence Voss shows how negotiation is less about logic and more about psychology empathy and tactical communication What makes *Never Split the Difference* timeless is its universality Life is negotiation whether you're buying a car securing a raise purchasing a home renegotiating rent or navigating personal relationships Every conversation holds the potential to influence outcomes and this book equips you with the edge you need By elevating emotional intelligence and learning how to read people you'll gain the confidence to steer discussions and achieve outcomes that once seemed beyond reach With *Never Split the Difference* Voss hands you the exact playbook that saved lives on the global stage now repurposed to give you the advantage in boardrooms businesses and even at your own kitchen table It's more than a book on negotiation it's a survival guide for winning in any interaction

**Never Split the Difference by Chris Voss & Tahl Raz - Book Summary** Brief Book, 2025-09-20 What if you could negotiate like an FBI hostage negotiator In *Never Split the Difference* former FBI negotiator Chris Voss shows how the same techniques that saved lives in high stakes situations can help you succeed in everyday negotiations whether you're closing a business deal asking for a raise or navigating personal relationships This summary distills the book's most powerful strategies into practical easy to apply lessons You'll learn Why compromise often means losing not winning How to use tactical empathy to gain trust and influence The power of calibrated questions to shift any conversation Proven methods to stay calm read people and guide outcomes Clear direct and actionable this summary gives you the tools to approach any negotiation with confidence and control If you've ever felt nervous about asking for what you want or walked away feeling like you gave up too much this is your playbook for turning the tables Disclaimer This is a summary and analysis of the book not the original work It is intended to highlight key insights and ideas for educational purposes

[Summary of Never Split the Difference By Chris Voss](#) QuickRead, Lea Schullery, The how to guide for learning the secrets of negotiation from the FBI's lead negotiator implement the techniques and learn how to always get what you want After joining the FBI Chris Voss suddenly found himself face to face with a variety of criminals from bank robbers to terrorists all making demands and threatening to take lives along the way Reaching the peak of his profession Chris became the FBI's lead international kidnapping negotiator Through *Never Split the Difference* Chris takes you inside the world of high stakes negotiations and lays out the techniques he and his colleagues used to get what they wanted and save the lives of hostages Now you can use Chris's book as a guide to learn how to implement the key elements of negotiation and become more persuasive in your professional and personal life

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*Never Split the Difference* Book Summary, 2016-09-30

*Never Split the Difference* by Chris Voss Book Summary

*Never Split the Difference* is a comprehensive and well written book guiding beginners through the complexities of negotiation Author Chris Voss has years of experience making him a true expert in the art of negotiation Using what he has learnt over the years and in numerous life or death situations he has compiled a book around what he teaches his own students One might wonder how skills developed from negotiating with kidnappers can be applied in real life but he pulls it off making it relevant to all Voss takes you through the negotiation process step by step and then explains how to put all you have learnt together to become a master negotiator Not only does he share his techniques Voss gives you tips on how to best use these skills in real life Whether you are looking to improve your communication skills for business or personal reasons this book is for you

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Tags

never split the difference chris voss negotiation negotiating business books how to negotiate business communication

**Never Split the Difference (Book Summary)** Naushad Sheikh, 2025-07-16

*Never Split the Difference* Summary Masterclass Edition

Negotiating As If Your Life or Career Depended on It Master the negotiation secrets of the FBI and never settle for less again

Do you struggle to ask for what you re worth Ever lost a deal because someone just seemed more confident Want to close business deals salary negotiations and even difficult conversations without being pushy or fake This powerful summary and masterclass edition of Chris Voss s bestselling book *Never Split the Difference* gives you everything you need to negotiate like a hostage negotiator calmly confidently and successfully

Why This Book

Based on the real life negotiation techniques of former FBI lead hostage negotiator Chris Voss this summary edition goes beyond by offering

- 1 Deep immersive rewrites of each principle
- 2 Real world examples from business sales parenting and personal life
- 3 Actionable scripts mindset shifts and psychological tactics
- 4 12 chapters covering Tactical Empathy Calibrated Questions The Ackerman Model Black Swans and more

You ll learn how to

- 1 Get what you want without ever being aggressive
- 2 Use No to your advantage and avoid the trap of fake Yes
- 3 Ask powerful calibrated questions that flip control
- 4 Discover emotional leverage through tactical empathy
- 5 Apply the Ackerman bargaining method to any negotiation
- 6 Spot hidden Black Swan truths that change everything

Whether you re negotiating a raise closing a sales deal or trying to get your teenager to open up this masterclass edition shows you

how to do it all with calm confidence and FBI grade strategy This masterclass book builds on the legendary techniques of Chris Voss breaking down each strategy in an emotionally intelligent practical and highly readable format perfect for professionals and beginners alike Negotiation isn't a soft skill It's a life skill And once you master it you'll stop making compromises that cost you Used by CEOs salespeople recruiters Startup founders and business negotiators Job seekers freelancers consultants Couples parents and leaders in high stakes conversations Perfect For Readers Searching FBI negotiation summary Business communication books How to negotiate salary Persuasion and influence techniques Emotional intelligence in leadership Chris Voss negotiation methods Best negotiation books for professionals entrepreneurs or job seekers

**Summary of Never Split the Difference** Alexander Cooper, 2021-02-15 Summary of Never Split the Difference Chris Voss is an FBI negotiator with over twenty years of expertise operating within the field and an extended second career teaching at Georgetown University and USC In his book Never Split the Difference Negotiating As If Your Life Depended On It Voss brings the reader right into the exhilarating world of crisis negotiations beginning every chapter with an exciting case wherever he or one among his colleagues had to negotiate to avoid wasting someone's life His captivating accounts include kidnappings hostage situations and humorously a trip to the car dealership to haggle for a new truck Interspersed between the action Voss delivers a lesson in each chapter explaining the principles and tactics he used to resolve each particular negotiation He explains the psychology of his principles in easy to understand language and makes them relatable to our everyday lives by giving examples of exactly how they were applied by an average person in a situation at their job in business dealing or even when speaking to a telemarketer Each chapter is divided into sub sections with their own bold faced heading to make them easy to find and read and the lessons are cleverly written and full of wit and humor as well as step by step instructions Each chapter ends with a sub heading titled Key Lessons where Voss reviews the main points of his teachings as a reminder and cleverly drills home the point he is trying to make one last time so the lesson really sticks Best of all is the way Voss takes something so far removed from the ordinary lives of most people FBI negotiation tactics during a crisis and teaches us how to utilize them to get a promotion at work negotiate for a raise or get a better deal when buying a home This book is incredibly fun to read wonderfully informative and leaves you feeling empowered to negotiate your way to anything you want Here is a Preview of What You Will Get A Full Book Summary An Analysis Fun quizzes Quiz Answers Etc Get a copy of this summary and learn about the book

**WORKBOOK For Never Split The Difference: Negotiating As If Your Life Depended On It** Lite Books, 2021-01-30 Workbook For Never Split The Difference Negotiating As If Your Life Depended On It HOW TO USE THIS WORKBOOK FOR ENHANCED APPLICATION The goal of this workbook is to help you realize that negotiations are possible powerful and that you can always win This workbook largely exposes you to the amazing world of negotiations and all that it entails In the book Never Split The Difference by Chris Voss Voss a former international hostage negotiator for the FBI takes us inside the world of high stakes negotiations Revealing the skills that



helped him and his colleagues succeed where it mattered most saving lives After that he went ahead to share the nine effective principles counterintuitive tactics and strategies you too can use to become more persuasive in both your professional and personal life This workbook will help you apply the technics from Chris Voss s book However this will only happen when you answer the questions from each chapter genuinely Not only will these questions help you take charge of negotiations in whatever field responding to them will help you realize that you can do much more than you ve always done with negotiations thereby making you a master in the field Each chapter opens with crucial points key takeaways With this the most remarkable and distinctive points are made available at your fingertips So relax and enjoy your workbook By diligently carrying out the exercises given to you you are guaranteed seamless wins in your negotiations Scroll Up and Click The Buy Button To Get Started PLEASE NOTE This is an unofficial and independent workbook for the book *Never Split The Difference* by Chris Voss Written by Lite Books      **Summary of Never Split the Difference** James Mullins,2020-05-02

SUMMARY OF NEVER SPLIT THE DIFFERENCE BY CHRIS VOSS AND TAHL RAZ Good negotiation skills can make the difference between life and death a promotion at a job or the possibility of being retrenched or passed over a good or mediocre pay hike and so on In *Never Split the Difference* author Chris Voss with Tahl Raz tells us about his journey from being a key negotiator with the FBI and dealing with many situations involving hostage takers and kidnappings to his current life as the head of the Black Swan Group teaching negotiation skills to many clients *Never Split the Difference* takes us inside the world of high stakes negotiations revealing the skills that helped Voss and his colleagues succeed when it mattered most He shares the nine effective principles counterintuitive tactics we can use to become more persuasive in both our professional and personal life Life is a series of negotiations we should be prepared for This book takes emotional intelligence and intuition to the next level and gives the reader a competitive edge in any discussion      *Summary Of Never Split the Difference* Scorpio Digital Press,2019-07-11

ARE YOU READY TO NEGOTIATE AS IF YOUR LIFE DEPENDED ON IT Then you ll need the right set of skills This detailed *Summary of Never Split The Difference Negotiating As If Your Life Depended On It* by Chris Voss and Tahl Raz proudly presented by Brief Books allows for readers to understand and interpret the authors work on a much more manageable scale HERE let me tell you a little about the book Chris Voss is an FBI negotiator with over two decades of experience working in the field and a long second career teaching at Georgetown University and USC In his book *Never Split the Difference Negotiating As If Your Life Depended On It* Voss brings the reader right into the exhilarating world of crisis negotiations starting each chapter with a thrilling case where he or one of his colleagues had to negotiate to save someone s life His captivating accounts include kidnappings hostage situations and humorously a trip to the car dealership to haggle for a new truck Interspersed between the action Voss delivers a lesson in each chapter explaining the principles and tactics he used to resolve each particular negotiation Voss talks in detail about why active listening is so important during negotiations the three voices we use most often and creating the THAT S RIGHT moment Are you ready to

learn some of the most important negotiating tactics like Why an individual's perspective is so important when making a deal How to negotiate a better salary How to use open ended questions to your advantage And so much more known for leaving readers satisfied and this Summary of Never Split The Difference Negotiating As If Your Life Depended On It by Chris Voss and Tahl Raz will be no different BUY TODAY and become the negotiator of your dreams NOTE TO READERS This is a summary and analysis companion book based on Never Split The Difference Negotiating As If Your Life Depended On It by Chris Voss and Tahl Raz This is in no way related to the original text but a unique take on it from my own personal perspective We strongly encourage you to pick up the original book as well

**Summary of Never Split the Difference**  
Instaread,2016-08-15 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)

**Summary of Never Split the Difference**  
Readtrepreneur Publishing,2019-05-24 Never Split the Difference Negotiating as if Your Life Depended on It by Chris Voss Book Summary Readtrepreneur Disclaimer This is NOT the original book but an unofficial summary Who is better suited to teach you how to negotiate than a man who has lived on the line when doing so Chris Voss Never Split the Difference will help you become a master in negotiation Never Split the Difference is a journey into high stakes negotiations where you will need 9 effective principles designed by the man himself Chris Voss to have the competitive edge in any discussion The location or subject of the negotiation doesn't matter If you master the principles taught by Chris Voss you can strive to get a better salary cheaper rent and basically turn any condition into your favor Note This summary is wholly written and published by Readtrepreneur It is not affiliated with the original author in any way He who has learned to disagree without being disagreeable has discovered the most valuable secret of negotiation Chris Voss As a former FBI's lead international negotiator Chris Voss channels his experience in high stakes negotiation to deliver a fascinating book which can

help anyone become an outstanding negotiator Learn to grasp the art of your emotional intelligence and intuition so that you can use them to your advantage to obtain things you have always desired Chris Voss stresses that life is just a series of negotiation and being excellent at it will have an amazing impact in your social and professional life P S Never Split the Difference is an extremely useful book that will help you get anything you want with just your persuasion skills Having a golden tongue can make you reach new heights The Time for Thinking is Over Time for Action Scroll Up Now and Click on the Buy now with 1 Click Button to Grab your Copy Right Away Why Choose Us Readtrepreneur Highest Quality Summaries Delivers Amazing Knowledge Awesome Refresher Clear And Concise Disclaimer Once Again This book is meant for a great companionship of the original book or to simply get the gist of the original book [Summary of Never Split the Difference](#) Summareads Media,2019-12-27 Imagine You Are Now Negotiating And Your Every Word Will Now Be A Determining Factor As To Someone You Love Most Either Lives On Or Gets Shot In The Head Think about it What would you do What would you say The subject negotiation is interesting isn t it Have schools ever taught the subject Negotiation I m sure there are a few very few And even those classes are taught by professors that guess what Have never negotiated like their lives depended on it Chris Voss is a former FBI hostage negotiator He has spent a remarkable 24 years working in the FBI Crisis Negotiation Unit and was the FBI s chief international hostage and kidnapping negotiator from 2003 to 2007 How s that for a portfolio Never Split the Difference is a book that teaches the A Z of negotiation backed with the decades of experience by Chris Voss What does it mean to negotiate as if your life depended on it What are the hacks that negotiators use that works like magic Are you ready to pull down the curtain and learn the magic behind the magic Here s what you ll discover Chapter 1 Negotiations and Why They Are Powerful Chapter 3 Labelling Why It Matters and How to Do It Chapter 5 The Keywords that Will Change All Your Negotiations Chapter 7 Control and How to Use It Chapter 9 How to Bargain for Success And so much more If you re ready to discover and become a Master of a subject that will not only help you in getting a better life but superior business deals click on the Buy Now button and start reading this summary book now Why Grab Summareads Summary Books Unparalleled Book Summaries learn more with less time Bye Fluff get the vital principles of a full length book in a limited time Come Comprehensive handy companion that can be reviewed side by side the original book Hello Facts we will never inject our opinions into the original works of the authors Actionable Now because knowledge is only potential power Disclaimer This is an unauthorized book summary We are not affiliated or sponsored by the original authors or publishers in anyway In every summary book you ll realize that it is a great resource for personal development and growth Nevertheless we encourage purchasing BOTH the original books and our summary book as your retention for the subject matter will be greatly amplified

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### **Never Split The Difference Introduction**

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