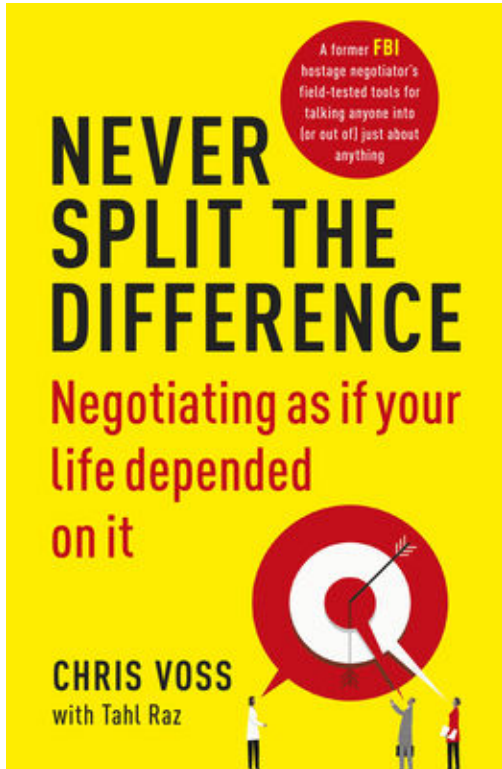


Never Split the Difference Scaricare Libri Chris Voss & Tahl Raz (PDF, ePub, Mobi) Gratuito



THE HUGE INTERNATIONAL BESTSELLER

A former FBI hostage negotiator offers a new, field-tested approach to negotiating - effective in any situation.

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After a stint policing the rough streets of Kansas City, Missouri, Chris Voss joined the FBI, where his career as a kidnapping negotiator brought him face-to-face with bank robbers, gang leaders and terrorists. *Never Split the Difference* takes you inside his world of high-stakes negotiations, revealing the nine key principles that helped Voss and his colleagues succeed when it mattered the most - when people's lives were at stake.

Rooted in the real-life experiences of an intelligence professional at the top of his game, *Never Split the Difference* will give you the competitive edge in any discussion.

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