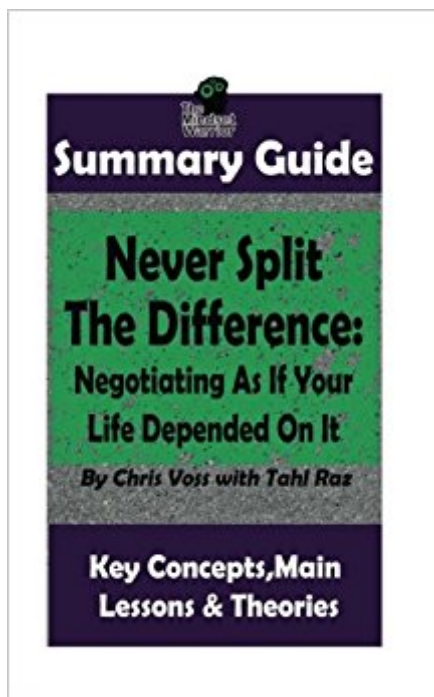


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Book Information

Series: (Negotiation & Mediation, Persuasion, Sales Skills, Management & Leadership)

Paperback: 104 pages

Publisher: CreateSpace Independent Publishing Platform (July 21, 2017)

Language: English

ISBN-10: 1973782138

ISBN-13: 978-1973782131

Product Dimensions: 5 x 0.2 x 8 inches

Shipping Weight: 5.9 ounces (View shipping rates and policies)

Average Customer Review: 4.0 out of 5 stars 5 customer reviews

Best Sellers Rank: #40,590 in Books (See Top 100 in Books) #40 in ÃÂ Books > Reference > Encyclopedias & Subject Guides > Business #344 in ÃÂ Books > Business & Money > Education & Reference

Customer Reviews

I've never purchased a summary guide before and can't imagine purchasing again. There are grammatical and other glaring errors that obliterate any credibility that the author (is he an author if he's just summarizing?) might have had, and are so frustrating that I just stopped reading. I may have only paid .99 but it was totally wasted.

Never Split the Difference is a great book, but it's not very linear. If you listen to it as an audiobook, as I did, and can't take notes, this summary provides good notes. I wouldn't recommend skipping the book for this, but it's a very useful reference tool by itself or for quickly finding references in the

book.

Read the complete book and loved it, so I decided to pick up this summary guide. Very well done. The summary touches on all the strategies outlined in the original book. It breaks it down in a more easily applicable sequence. You could easily substitute the original with this summary.

I've read a few negotiation books and learned about Chris Voss from an interview. Awesome summary. Didn't want to read the full book so took the risk on this summary. 100% worth it...will be referencing this one from time to time.

Some of these summary books oversimplify and can be hit or miss, but this one was worth it. Concise, but enough detail to make sense and stand alone. I also like the element of the author summarizing the experience of reading it. It gave insightful context...almost made me feel like I read the original book. Worth checking out if you want to save time.

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