

# Summary Of Never Split The Difference Negotiating As If Your Life Depended On It Chris Voss

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introduction and then we split into four groups, each led by a negotiation instructor After we'd had a chat with our instructor—mine was named Sheila Heen, and she's a good buddy to this day—we were partnered off in pairs and sent into mock negotiations Simple: one of us was selling a product, the other

### **Negotiation One-Sheet**

Never Split the Diffee9İâ Negotiation One-Sheet Goal: • Identify specific scenario that represents best case • Set an optimistic but reasonable goal and define it clearly • Write it down • Discuss your goal with a colleague (creates commitment and consistency) • Carry the written goal into the negotiation Summary:

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