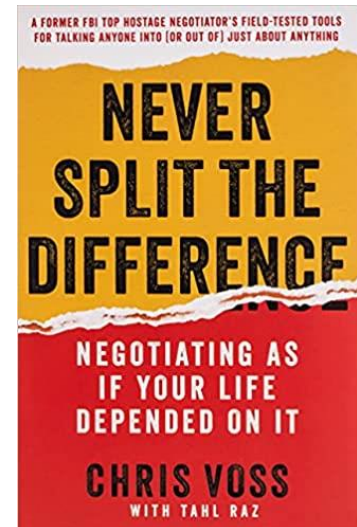


Never Split the Difference *negotiating as if your life depended on it* by Chris Voss



Preliminary Video:

[3 Tips on Negotiations, with FBI Negotiator](#)

Questions:

Question #1: How often do you get to engage in negotiations in your current role or in your personal life? What tactics have you used in negotiations? What worked? What didn't?

Question #2: Have you ever uncovered a Black Swan (an event or piece of knowledge that sits outside of our regular expectations – therefore can't be predicted – that changes everything)?

Question #3: What do you think of the concept, humans “act and react first and foremost from deeply held (but mostly invisible and inchoate) fears, needs, perceptions and desires” rather than logic? How can you use this fact to your advantage during negotiations?

Question #4: What is your negotiating style: accommodating, assertive, or analytical? What makes you think that you are this style? What do you believe the strengths and the weaknesses of your style are?

The CPHR BC & Yukon HR Book Club meets monthly and is facilitated by Kaylie Smith, CPHR Candidate and Olga Radutsky, CPHR. Find the next event and attend at cphrbc.ca