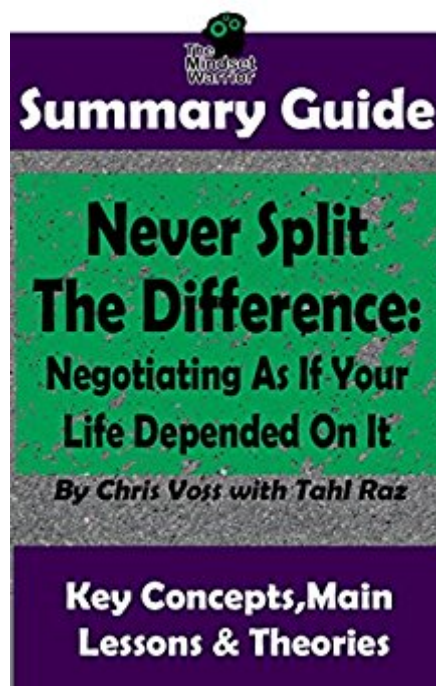




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Never Split the Difference is a great book, but it's not very linear. If you listen to it as an audiobook, as I did, and can't take notes, this summary provides good notes. I wouldn't recommend skipping the book for this, but it's a very useful reference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