



Q&A: CHRIS VOSS, NEGOTIATION EXPERT

EPISODE NOTES

Thank you for joining the *Craig Groeschel Leadership Podcast*!

In this episode, Craig sits down for a discussion with Chris Voss, CEO & founder of the Black Swan Group, Ltd. and author of *Never Split the Difference: Negotiating As If Your Life Depended On It*. Voss was the lead international kidnapping negotiator for the Federal Bureau of Investigation. Prior to that role, Voss served as the lead Crisis Negotiator for the New York City Division of the FBI. Voss has used his many years of experience in international crisis and high-stakes negotiations to develop a unique program that applies his proven techniques to the business world.

Throughout his book, *Never Split the Difference: Negotiating As If Your Life Depended On It*, Voss draws on his experiences in truly life-or-death situations to illustrate the most successful crisis-tested approaches to ensure conversations more frequently go your way. What sets Voss' strategies apart is the injection of emotional intelligence and empathy into the negotiation process.

Voss explains how simple these tools can be, such as your tone of voice, the types of questions you ask the other party, or even how you enter the conversation in the first place. Successfully asking for a raise, a new position, a client concession, or a change to the terms of a contract can all be influenced by Voss' techniques.

EPISODE RESOURCES

Chris Voss, [*Never Split the Difference: Negotiating As If Your Life Depended On It*](#)

Follow Chris on Twitter: [@vossnegotiation](#)

More from Craig: [www.craiggroeschel.com](#)

Download Leader Guides: [www.life.church/leadershippodcast](#)

Subscribe on Apple Podcasts: [www.go2.lc/cglpitunes](#)

Subscribe on Google Play: [www.go2.lc/cglpgoogle](#)

Subscribe on YouTube: [www.youtube.com/craiggroeschel](#)

Free Church Resources & Tools: [www.life.church/churches](#)

CONNECT WITH CRAIG

Ask questions: [www.craiggroeschel.com/connect](#)

Facebook: [www.facebook.com/craiggroeschel](#)

Twitter: [@craiggroeschel](#)

Instagram: [@craiggroeschel](#)