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CHRIS VOSS
ET TAHL RAZ

NE COUPEZ
JAMAIS
LA POIRE
EN DEUX

UN MANUEL REDOUTABLE
POUR NÉGOCIER GAGNANT

par un négociateur du **FBI**



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Même si, contrairement à Chris Voss, célèbre négociateur pour le FBI, nous sommes rarement amenés à tenir tête à un forcené reclus dans une banque, notre vie quotidienne s'apparente à une succession de négociations dont nous ne sortons pas toujours vainqueurs : cette promotion dont on rêve, sans cesse repoussée ; ce prêt bancaire qu'on hésite à demander ; les exigences d'un enfant auxquelles on finit par céder...

Et si on cessait de toujours couper la poire en deux ?

De ses expériences au sein du FBI, Chris Voss a puisé une série de principes, de tactiques et de stratégies émotionnelles et communicationnelles capables de désarmer l'interlocuteur le plus récalcitrant ou le plus retors, dans toutes les formes de négociation potentielles.

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