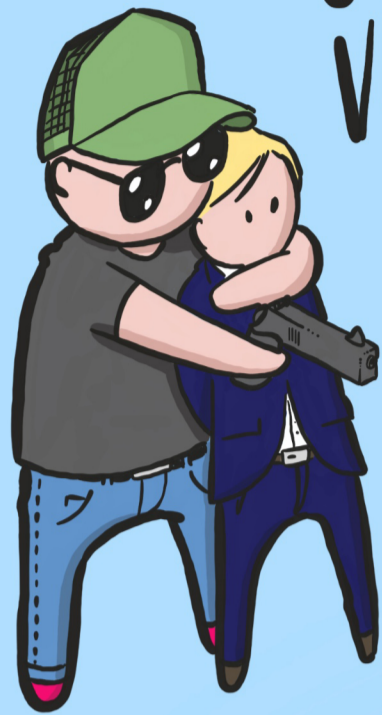


# CHRIS VOSS' FBI NEGOTIATION Strategies

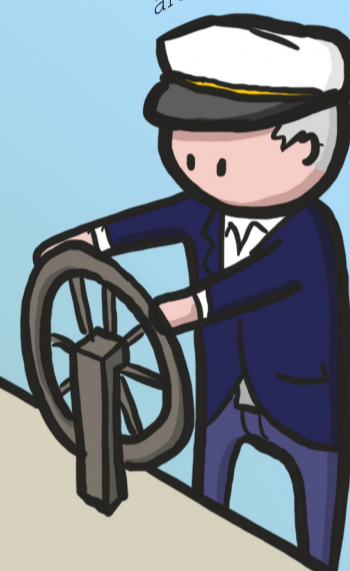


**Create the illusion of control**  
 Try to make your counterpart use their own mental energy to figure out that you are right by asking 'How?' or 'What?'

**Get to „No“**  
 Avoid making your counterpart feeling manipulated through 'Yes' questions by asking questions aimed at 'No' responses.

**Practice tactical empathy**  
 Disarm your opponents by proactively address the their fears and say the worst things they might think about you before they do.

**Mirror words selectively**  
 Make your counterpart feel safe enough to reveal their motifs and weaknesses by slowly repeating selected words back to them.



**Find black swans**  
 Uncover the hidden variables, the 'unknown unknowns' that inform your counterparts behaviour by getting face time with them.



**Trigger „That's right!“**  
 Allow for the happening of negotiation breakthroughs by making your counterparts feel understood, through summarising and reaffirming their wants and feelings, triggering 'That's right' responses.

**Get guaranty of execution**  
 Avoid letting your work be in vain and secure the deal by making your counterpart reaffirm the agreement three times.



**Frame nonacceptance as loss**  
 Make your counterpart perceive not accepting your offer as a loss by framing the conversation's limits and creating a sense of urgency.

**Bargain hard**  
 Be ready for a tough conversation by learning about your opponents' negotiation style and steel yourself for the confrontation.

