

## Listening Chris Voss Negotiations

to compromise

to meet sm in the middle

to negotiate for real

hostage negotiation

be short on time

worn out

tired of conflict

a suicide hotline

to give sm an edge

across the board

emotional triggers drive people

compassionate

to manipulate sm into ...

to help sm out

on a personal level

to get yourself out of sth

to get beyond sth

to set sth aside

self-talk in your head

to go from education to wisdom

hungry for knowledge

to look at sm a adversary

to make your mark

to envision sth

a "take no prisoners" guy

be in open conflict

to backstab sm

to leave a nuclear wasteland behind

a deal killer

to come to an agreement on price

terms and conditions

red tape

fine print

lying and deception

to leave out material facts

to step on a landmine

to cause damage long term

to come back and haunt you

a ticking time bomb

to lure you in a trap

integrity

be candid

to feel respected

to count on a big payday

to split the difference

getting to "yes"

to reset the conversation

to make sense

a bulletproof book

to hear sm out

to get into the rhythm of

a high-stake situation

fear of loss

to avoid the loss

to anchor a conversation high

intangibles

to take time to listen

couldn't help but notice

forward-thinking

to see the overlap

to amplify sth

part of status quo