

Chris Voss

CEO, Author, Negotiation Expert

Chris Voss is CEO of the Black Swan Group and author of the national best-seller "[Never Split The Difference: Negotiating As If Your Life Depended On It](#)," which was named one of the seven best books on negotiation. A 24-year veteran of the FBI, Chris retired as the lead international kidnapping negotiator. Drawing on his experience in high-stakes negotiations, his company specializes in solving business communication problems using hostage negotiation solutions. Their negotiation methodology focuses on discovering the "Black Swans," small pieces of information that have a huge effect on an outcome. Chris and his team have helped companies secure and close better deals, save money, and solve internal communication problems.

Chris has been featured in *TIME*, *Business Insider*, *Entrepreneur, Inc.*, *Fast Company*, *Fortune*, *The Washington Post*, *SUCCESS Magazine*, Squawk Box, CNN, ABC News and more.