

Book Title, Author and Year	Never Split the Difference: Negotiating as if Your Life Depended on it, by Chris Voss, 2016	Management Unleashed, Leadership Lesson From My Dog, Diane Hanson and Todd Cameron, 2018	Maximize Your Leadership Influence, Laura Sicola, PhD, 2018	The Bullet Journal Method, Ryder Carroll, 2018
Reviewer's Name	Damon D'Amore	Em Squared	Damon D'Amore	Renee Stewart
Who is this book for? (I.e., what kind of people with what kind of interests/needs/challenges/ goals, etc.)	Anyone - application and examples are for family, business and more. All about how to get people to see your side of things more effectively.	This book is for anyone interested in Leadership.	Anyone interested in increasing both their confidence level and executive presence.	Anyone who is looking for techniques to help them corral, order and organize all the myriad goals, interests and details in their life
Share Three "Gold Nuggets" from this book.	<ol style="list-style-type: none"> 1. Difference between hearing someone say "you're right" (but I'm not going to do it anyway) vs. "that's right" (now I believe that you understand me) 2. Use Mirroring strategy: repeat last 2-3 keywords from someone's comment to get them to share more, give you the info you really need, and even talk themselves out of their original idea. After you mirror, WAIT. 3. Use "calibrated questions" like "How am I supposed to do that?" which puts the onus on the other person to find a solution, at which point they'll often modify their original demand. 4. Note: All strategies and tactics mentioned are founded on need for appropriate delivery (voice, facial expressions, etc.) and EMPATHY. If the other person doesn't feel like you hear them, they won't listen to you either. 	<p>Communication: They have to know what is expected</p> <p>Build a sound relationship: Trust</p> <p>Leadership: Master first, Friend second</p> <p>Feedback, Rewards, Motivation: Creates progress</p>	<p>Three "Cs"</p> <ol style="list-style-type: none"> 1. Command the Room 2. Connect with the Audience 3. Close the Deal. 	<p>Not everything deserves to be in your life - choose judiciously</p> <p>'To Do' items sometimes become irrelevant. Mark them through with a line as no longer on your list, and enjoy kicking out the dead weight</p> <p>Take time to appreciate your accomplishments</p>
Strength(s) of the book	Fantastic stories, all case studies, mostly from FBI/hostage scenarios and other standoffs but direct application to business and personal relationships. Voss was head hostage negotiator for FBI, now professor of business negotiations at Harvard, Northwestern, MIT, USC and others. Voss is a great writer, and Michael Kramer is the PERFECT narrator for this book.	The strengths of the book are it is short. A quick read with working sections "Paws for Reflections" workbook incorporation for the chapters and end of book. Discussion Guide included which is great for team building in an organization.	Easy to read, use and can pick up and put down at will and always dive into actionable exercises.	A well thought out system that can be customized for almost anyone
Weakness(es) of the book	Wish there were actual activities/worksheets in the book to help put it all into	None	Would have liked to see examples of some not all answers to the prompts throughout, based on actual case studies from the author.	Because it's a highly customizable system, getting through the entire book can be a bit overwhelming
Available in audio format? (CD, MP3, Audible)	Yes	No	No	Yes
Overall Rating	5	5	5	4
Anything else we should know?	Recommend getting audio book AND paper version. Listening really drives it home, but good to have print copy for easy reference later.	Local accessible authors.	Great book to travel with, quick and valuable access without big time commitments.	Most of the bullet journal discussions I found online are accompanied by great visual layouts by some very artistic people. I think this may turn the less artistic among us away. While the artwork is visually appealing, it is not central, nor even important, for the core organizational system.