# Article information:

How to negotiate like an expert to get what you want - Vox  
<https://www.vox.com/even-better/23562374/negotiate-anything-prepare-questions>

# Article summary:

1. Chris Voss, an FBI hostage negotiator, was successful in his negotiations due to non-adversarial confrontation and building trust.

2. Negotiation is a collaborative conversation that should result in all parties getting what they want.

3. Effective negotiation requires skill and practice, such as setting objectives, preparing, and being curious.

# Article rating:

Appears well balanced: The article presents the information in a reliable and balanced way, without biases and prejudices. The claims made in the article are well supported and, where applicable, all sides of the argument are given opportunity to present their point of view. The article appears trustworthy and reliable.

# Article analysis:

The article “How to negotiate like an expert to get what you want” by Vox is generally reliable and trustworthy. The article provides useful advice on how to become a better negotiator through the example of Chris Voss, an FBI hostage negotiator who was successful in his negotiations due to non-adversarial confrontation and building trust. The article also provides tips on how to effectively leverage the balance of give and take in negotiations, such as setting objectives, preparing for negotiations, and being curious about the other party's needs.

The article does not appear to be biased or one-sided; it presents both sides of the argument equally and does not make any unsupported claims or omit any points of consideration. It also does not contain any promotional content or partiality towards either side of the argument. Furthermore, it acknowledges potential risks associated with negotiation by noting that racial and gender biases can impact the outcome of salary negotiation due to biased interviewers rather than poor negotiators.

In conclusion, this article is reliable and trustworthy as it provides useful advice on how to become a better negotiator while acknowledging potential risks associated with negotiation.

# Topics for further research:

* Negotiation strategies
* Negotiation tactics
* Negotiation techniques
* Gender and racial bias in negotiation
* Salary negotiation tips
* Hostage negotiation tactics

# Report location:

<https://www.fullpicture.app/item/528eec7048e8868beda53b444adfd369>