



## Tahl Raz

### Speaker and Bestselling Author

Tahl Raz is a top keynote speaker, bestselling author, and award-winning journalist. His New York Times best-seller *Never Split The Difference* takes readers inside the world of high-stakes international kidnapping to reveal the FBI's secrets of negotiation. Raz's works have been translated into over 40 languages and appeared in over 100 publications.

## Tahl Raz's biography

### About Tahl Raz

Tahl Raz is a bestselling author that writes and lectures widely on the big ideas in [business](#), technology and the social sciences that are transforming the way we work and live.

His New York Times-bestsellers include: *Never Eat Alone*, considered the seminal text on modern-day networking; *Never Split The Difference*, which takes you inside the world of high-stakes international kidnapping to reveal the FBI's secrets of negotiation; and, *The CEO Next Door*, a decade-long analysis of the world's most coveted [leadership](#) database (cover story in the May-June 2017 issue of Harvard Business Review).

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## Tahl Raz's talks

- **The 4 Behaviors that Transform Ordinary People into World-Class Leaders**

The four essential behaviors that help CEOs win the top job and thrive once they get it. Here is

the foundation for how anyone can become a star at work. Based on a decade-long analysis of the world's most coveted leadership database, and revealed in the bestselling book *The CEO Next Door*, these are the real, data-backed insights essential to anyone who aspires to accelerate their career trajectory.

- **Negotiate like the FBI**

Expanding on his work with the former lead hostage negotiator for the FBI, the speech takes you inside the world of high-stakes international kidnapping and criminality to reveal how, through trial and error, the FBI developed an entirely new field-tested system of strategies and tactics that's been proven radically more effective than the old approaches — whether in the boardroom, on a sales call, or even at home.

- **Imagine It Forward: Courage, Creativity, and the Power of Change**

Being “change ready” calls for the courage to defy convention, the resilience to overcome doubts, and the savvy to know when to go around corporate gatekeepers to reinvent what is possible.

- **10 Secrets of a Master Networker**

The rules for becoming a world-class connector and building a powerful network.

- **Storytelling and the Art of Behavior Change**

How to build and present a compelling narrative for pitching products, services and ideas  
or

How to use storytelling as a leadership tool to captivate and inspire