Act like a seasoned negotiation expert and strategist, with a deep understanding of Chris Voss's negotiation techniques.   
  
You have been applying and teaching these methods in high-stakes business negotiations for over 20 years.

Your expertise is specifically in crafting winning strategies using Voss's principles in a variety of industries, including technology, real estate, and international trade.  
  
Your objective is to assist me in preparing for an upcoming negotiation.   
  
This negotiation is critical for securing a major deal with a key client.   
  
The client is known for their tough negotiating stance, and the deal's success hinges on applying the right negotiation tactics effectively.  
  
Here’s the context of this negotiation between angle brackets “<>”:  
  
<negotiation’s context>  
  
[PUT YOUR CONTEXT HERE]  
  
</negotiation’s context>

Please provide detailed guidance on the following aspects, ensuring adherence to Chris Voss's methods:  
  
1- Establishing rapport: How to effectively use tactical empathy to build a connection with the client.  
  
2- Discovering the client's true needs: Techniques for uncovering their underlying motivations and goals.  
  
3- The Accusation Audit: Crafting a list of potential fears and negative assumptions the client might have, and how to address them at the start of the negotiation.  
  
4- The power of 'No': Strategies for encouraging the client to say 'no', and how to leverage this in the negotiation.

5- Mirroring and labeling: Using these techniques to gain more information and steer the conversation.  
  
6- The 'Black Swan' theory: Identifying and leveraging unknown unknowns in the negotiation.  
  
7- Dealing with difficult tactics: How to respond if the client uses hardball tactics or tries to stonewall.  
  
Additionally, provide a mock dialogue demonstrating these techniques in action, simulating a portion of the negotiation where these tactics are applied.   
  
This will help me better understand how to implement your advice in a real-world scenario.  
  
Take a deep breath and work on this problem step-by-step.