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~~(Decisions To Make)~~ Winning Decisions Getting It Right Distilling over thirty years of groundbreaking research, "Winning Decisions, written by two seasoned business advisers and world leaders in behavioral decision studies, is a comprehensive, one-of-a-kind guide to the proven methods of making critical business decisions confidently, quickly-and correctly.

Winning Decisions: Getting It Right the First Time: Amazon ... Buy Winning Decisions: Getting it Right First Time by Russo, J. Edward (ISBN: 9780749922856) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

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Winning Decisions: Getting It Right the First Time by J ...
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Winning Decisions Getting It Right The First Time
Winning Decisions offers step-by-step analyses of how people typically make decisions, and provides invaluable advice on how to improve your chances of getting your next big decision right the first time. The book is packed with worksheets, tools, questionnaires, case studies, and anecdotes analyzing major decisions made by organizations like British Airways, NASA, Shell Oil, and Pepsi.

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over thirty years of groundbreaking research, *Winning Decisions*, written by two seasoned business advisers and world leaders in behavioral decision studies, is a comprehensive, one-of-a-kind guide to the proven methods of making critical business decisions confidently, quickly—and correctly. Decision-making is a business skill which managers often take for granted in themselves and others—but it's not as easy as some might think. The authors, whose expertise has been sought out by over a hundred companies, including Arthur Andersen, Hewlett-Packard, IBM, and Unilever, contend that decision-making, like any other skill, must be developed and honed if it is to be used effectively. *Winning Decisions* offers step-by-step analyses of how people typically make decisions, and provides invaluable advice on

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how to improve your chances of getting your next big decision right the first time. The book is packed with worksheets, tools, questionnaires, case studies, and anecdotes analyzing major decisions made by organizations like British Airways, NASA, Shell Oil, and Pepsi. Some of the proven, straightforward techniques covered in *Winning Decisions* include how to:

- Reframe issues to ensure that the real problem is being addressed
- Improve the quality and quantity of your options
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- Learn from past decisions--your own and those of others

With *Winning Decisions*, managers and other professionals now have access to a proven set of skills and strategies they need

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for making the right decision, right away.

Explains the importance of making the right decisions in the business world, identifies the factors which often lead to poor decisions, and offers suggestions to help businessmen and women make the choices that will best benefit them.

The must-read summary of J. Edward Russo and Paul Schoemaker's book: "Winning Decisions: Getting It Right the First Time". This complete summary of the ideas from J. Edward Russo and Paul Schoemaker's book "Winning Decisions" shows that in order to make effective business decisions, you need a decision-making process that is structured, sound and consistent. In their book, the authors

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present a four-stage process for making decisions that will help you to envision the problem as a whole and make the right decision that will be beneficial in both the present and the future. This summary also highlights the importance of learning from the effects of each decision you make in order to constantly improve your skills. Added-value of this summary: □ Save time □ Understand key concepts □ Expand your decision-making skills To learn more, read "Winning Decisions" and find out how you can make the right decisions every time!

Left Brain, Right Stuff takes up where other books about decision making leave off. For many routine choices, from shopping to investing, we can make good decisions simply by

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avoiding common errors, such as searching only for confirming information or avoiding the hindsight bias. But as Phil Rosenzweig shows, for many of the most important, more complex situations we face—in business, sports, politics, and more—a different way of thinking is required. Leaders must possess the ability to shape opinions, inspire followers, manage risk, and outmaneuver and outperform rivals. Making winning decisions calls for a combination of skills: clear analysis and calculation—left brain—as well as the willingness to push boundaries and take bold action—right stuff. Of course leaders need to understand the dynamics of competition, to anticipate rival moves, to draw on the power of statistical analysis, and to be aware of common decision errors—all features of left brain thinking. But to achieve the

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unprecedented in real-world situations, much more is needed. Leaders also need the right stuff. In business, they have to devise plans and inspire followers for successful execution; in politics, they must mobilize popular support for a chosen program; in the military, commanders need to commit to a battle strategy and lead their troops; and in start-ups, entrepreneurs must manage risk when success is uncertain. In every case, success calls for action as well as analysis, and for courage as well as calculation. Always entertaining, often surprising, and immensely practical, *Left Brain, Right Stuff* draws on a wealth of examples in order to propose a new paradigm for decision making in synch with the way we have to operate in the real world. Rosenzweig's smart and perceptive analysis of research provides fresh, and often

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surprising, insights on topics such as confidence and overconfidence, the uses and limits of decision models, the illusion of control, expert performance and deliberate practice, competitive bidding and new venture management, and the true nature of leadership.

We are told from a young age that we should strive to make the right decisions, but we aren't taught exactly how to do this. Every day, we make over 35,000 decisions in our personal and professional lives. How many of those decisions do we get right? This book will help business executives systematically tackle these 35,000 decisions. Executives are forced to make critical decisions that impact their lives, their employees' lives, and the lives of their customers. Decisions

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like what products to create, who should be hired, and what divisions to shut down are all commonplace in the executive suite. This book offers three strategies for dealing with decisions: problem-solving techniques, routines, and decision-making frameworks. Each strategy is designed to help readers achieve more clarity, gain time back, and improve the quality of their decisions. The first one focuses on helping readers solve the right problem instead of wasting time on the wrong one. The second strategy helps deal with decisions that need to be made once but can then be executed regularly. The third and final strategy provides a three-step framework for making the most important decisions in their lives. The focus of the author's work is on helping readers use data to make better decisions. This book gives readers

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the tools to convert the insights they learn from their data into actionable decisions.

Become confident in your choices. Where should I live? Is it time to get a new job? Which job candidate should I hire? What business strategy should I pursue? We spend the majority of our lives making decisions, both big and small. Yet, even though our success is largely determined by the choices that we make, very few of us are equipped with useful decision-making skills. Because of this, we often approach our choices tentatively, or even fearfully, and avoid giving them the time and thought required to put our best foot forward. In *Smart Choices*, John Hammond, Ralph Keeney, and Howard Raiffa—experts with over 100 years of experience

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resolving complex decision problems offer a proven, straightforward, and flexible roadmap for making better and more impactful decisions, and offer the tools to achieve your goals in every aspect of your life. Their step-by-step, divide-and-conquer approach will teach you how to:

- Evaluate your plans
- Break your potential decision into its key elements
- Identify the key drivers that are most relevant to your goals
- Apply systematic thinking
- Use the right information to make the smartest choice

Smart Choices doesn't tell you what to decide; it tells you how. As you routinely use the process, you'll become more confident in your ability to make decisions at work and at home. And, more importantly, by applying its time-tested methods, you'll make better decisions going forward. Be proactive. Don't wait until a decision is

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forced on you—or made for you. Seek out decisions that advance your long-term goals, values, and beliefs. Take charge of your life by making Smart Choices a lifetime habit.

Two experts in business management show how to avoid the ten common pitfalls that ensnare decision makers. The very latest research in the fields of business and psychology has been distilled into practical training methods that will save readers from ever making a bad decision again.

Are you winning the battle but losing the war? Every leader has to deliver the goods—make budget, meet deadlines, and deftly manage people—to provide the inspirational fuel that keeps their business running day-in and day-out. But therein

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lies the danger of winning today's battle and losing the war—that is the long game of creating sustainable value in a volatile, uncertain world that is becoming ever-more complex and ambiguous. The greater purpose—today's number one business challenge—is winning the long game by being more strategic; developing the skills to look outside the four walls of the organization and see the world from the future back. Steven Krupp and Paul J. H. Schoemaker bridge the gap between what many see as the separate domains of strategy and leadership to show how to develop the discipline of strategic leadership in a world of growing uncertainty. While pragmatic to the core, *Winning the Long Game* creates vivid insights into the discipline of strategic leadership by applying it systemically through personal portraits of successful

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business leaders. The book profiles Elon Musk, Richard Branson, and Sara Blakely, as well as world-renowned figures like Pope Francis, Oprah Winfrey, and Nelson Mandela. What makes these strategic leaders successful is highlighted by contrasting them with others who are either mediocre or outright failures. *Winning the Long Game* is the must-have playbook for every leader and for any manager seeking to become more strategic in today's topsy-turvy world.

You may not realize it but simple, irrelevant factors can have profound consequences on your decisions and behavior, often diverting you from your original plans and desires. *Sidetracked* will help you identify and avoid these influences

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so the decisions you make do stick—and you finally reach your intended goals. Psychologist and Harvard Business School professor Francesca Gino has long studied the factors at play when judgment and decision making collide with the results of our choices in real life. In this book she explores inconsistent decisions played out in a wide range of circumstances—from our roles as consumers and employees (what we buy, how we manage others) to the choices that we make more broadly as human beings (who we date, how we deal with friendships). From Gino's research, we see when a mismatch is most likely to occur between what we want and what we end up doing. What factors are likely to sway our decisions in directions we did not initially consider? And what can we do to correct for the subtle influences that derail our decisions? The

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answers to these and similar questions will help you negotiate similar factors when faced with them in the real world. For fans of Dan Ariely and Daniel Kahneman, this book will help you better understand the nuances of your decisions and how they get derailed—so you have more control over keeping them on track.

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