Judgment in Managerial Decision Making

Max H. Bazerman & Don A. Moore



<u>Judgment In Managerial Decision Making Max H</u> <u>Bazerman</u>

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describing the key red flags to watch for and detailing the decision making safeguards we need Using examples from business politics and history Think Again deconstructs bad decisions as they unfolded in real time to show how you can avoid the same fate Antitrust Law Journal, 1986 The Politics of Knowledge Richard K. Laird, 2019-05-03 Whether or not the U S is in decline can be debated but there is evidence that its political system is becoming less able to solve major problems This is in part because loyalty to a belief or an ideology may be taking priority over learning how to understand the problems This work attempts to revitalize the importance of learnability by reviewing some fundamentals of who we are how the system works and why learning is difficult Humans driven by opinions and perceptions tend to discount politics similar to the way they might discount science yet it was the study of science and politics that brought much of mankind to remarkably higher standards of living Government and the economic system it implemented was initially designed for the purpose of channeling self interests into public benefits Understanding what an inclusive political culture is or why there is a Constitution for example could be useful toward restoring the credibility of our central political organization the core of society's stability and development We are losing respect for our government's decision making ability but in a democracy citizens must be held more accountable for who their government is The hypothesis is that if more humans are more learnable we will increase the possibilities for finding the best solutions to big problems Scaling Up Excellence Robert I. Sutton, Huggy Rao, 2014-02-04 Wall Street Journal Bestseller The pick of 2014 s management books Andrew Hill Financial Times One of the top business books of the year Harvey Schacter The Globe and Mail Bestselling author Robert Sutton and Stanford colleague Huggy Rao tackle a challenge that determines every organization s success how to scale up farther faster and more effectively as an organization grows Sutton and Rao have devoted much of the last decade to uncovering what it takes to build and uncover pockets of exemplary performance to help spread them and to keep recharging organizations with ever better work practices Drawing on inside accounts and case studies and academic research from a wealth of industries including start ups pharmaceuticals airlines retail financial services high tech education non profits government and healthcare Sutton and Rao identify the key scaling challenges that confront every organization They tackle the difficult trade offs that organizations must make between whether to encourage individualized approaches tailored to local needs or to replicate the same practices and customs as an organization or program expands They reveal how the best leaders and teams develop spread and instill the right mindsets in their people rather than ruining or watering down the very things that have fueled successful growth in the past They unpack the principles that help to cascade excellence throughout an organization as well as show how to eliminate destructive beliefs and behaviors that will hold them back Scaling Up Excellence is the first major business book devoted to this universal and vexing challenge and it is destined to become the standard bearer in the field Beneath the surface: Intelligence Preparation of the Battlespace for Counterterrorism, 2004 This book presents the deep subject matter understanding gained by a mid career U S Air Force officer who as a Research Fellow engaged in a year

long quest for insight into asymmetric conflict analysis and synthesis During the year through innumerable exchanges with expert counterterrorism practitioners inside and outside of government he acquired a first hand appreciation of how intelligence can more systematically build and employ a capability to gain ground in this challenging environment His formulation presented here in an accessible systematic manner that makes it suitable as a handbook for practitioners at any level goes well beyond any existing guidance yet assembled in one package This product has been reviewed by senior experts from academia and government and has been approved for unrestricted distribution by the Office of Freedom of Information and Security Review Washington Headquarters Services It is available to the public through the National Technical Information Service www ntis gov Beneath the Surface Troy S. Thomas, 2004 Presents the deep subject matter understanding gained by a mid career Air Force officer who as a Research Fellow engaged in a year long guest for insight into asymmetric conflict analysis and synthesis He acquired a first hand appreciation of how intelligence can more systematically build and employ a capability to gain ground in this challenging environment He presents his formulation in an accessible systematic manner that makes it suitable as a handbook for practitioners at any level Goes well beyond any existing guidance yet assembled in on e package Management John R. Schermerhorn, Jr., Daniel G. Bachrach, Barry Wright, 2020-11-16 Today's students are tomorrow's leaders and managers. The Management Fifth Canadian Edition course helps students discover their true potential and accept personal responsibility for developing career skills to become future leaders in the workplace New content on topics like disruption Big Data AI machine learning and sustainability plus thought provoking exercises give students a fundamental understanding of today s world of management while urging them to reflect on their own behavior and decision making processes Management provides exciting new student engagement features on key themes of Analysis Ethics Choices Insight and Wisdom to attract learners attention and prompt additional reflection while fresh author videos updated video cases accompanying each chapter and other digital assets bring managerial theory to life By the end of the course students will be able to understand and apply management principles have developed concrete skills for career readiness gained confidence in critical thinking and embraced lifelong learning to ensure Hard Facts, Dangerous Half-Truths, and Total Nonsense Jeffrey Pfeffer, Robert I. Sutton, 2006-02-14 professional success The best organizations have the best talent Financial incentives drive company performance Firms must change or die Popular axioms like these drive business decisions every day Yet too much common management wisdom isn t wise at all but instead flawed knowledge based on best practices that are actually poor incomplete or outright obsolete Worse legions of managers use this dubious knowledge to make decisions that are hazardous to organizational health Jeffrey Pfeffer and Robert I Sutton show how companies can bolster performance and trump the competition through evidence based management an approach to decision making and action that is driven by hard facts rather than half truths or hype This book guides managers in using this approach to dismantle six widely held but ultimately flawed management beliefs in core areas

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