

Decisive How To Make Better Decisions

Chip Heath, Karla Starr

Decisive Chip Heath, Dan Heath, 2013-03-26 The four principles that can help us to overcome our brains' natural biases to make better, more informed decisions—in our lives, careers, families and organizations. In *Decisive*, Chip Heath and Dan Heath, the bestselling authors of *Made to Stick* and *Switch*, tackle the thorny problem of how to overcome our natural biases and irrational thinking to make better decisions, about our work, lives, companies and careers. When it comes to decision making, our brains are flawed instruments. But given that we are biologically hard-wired to act foolishly and behave irrationally at times, how can we do better? A number of recent bestsellers have identified how irrational our decision making can be. But being aware of a bias doesn't correct it, just as knowing that you are nearsighted doesn't help you to see better. In *Decisive*, the Heath brothers, drawing on extensive studies, stories and research, offer specific, practical tools that can help us to think more clearly about our options, and get out of our heads, to improve our decision making, at work and at home.

The Devil's Feast M.J. Carter, 2017-03-28 Investigative team Blake and Avery find themselves entangled in a case involving political conflicts, personal vendettas, and England's first celebrity chef. London, 1842. Captain William Avery is persuaded to investigate a mysterious and horrible death at the Reform, London's newest and grandest gentleman's club—a death the club is desperate to hush up. What he soon discovers is a web of rivalries and hatreds, both personal and political, simmering behind the club's handsome façade. At the center is its resident genius, Alexis Soyer, "the Napoleon of food," a chef whose culinary brilliance is matched only by his talent for self-publicity. But Avery is distracted, for where is his mentor and partner in crime Jeremiah Blake? And what if this first death is only a dress rehearsal for something far more sinister?

How to Decide Annie Duke, 2020-10-13 Through a blend of compelling exercises, illustrations, and stories, the bestselling author of *Thinking in Bets* will train you to combat your own biases, address your weaknesses, and help you become a better and more confident decision-maker. What do you do when you're faced with a big decision? If you're like most people, you probably make a pro and con list, spend a lot of time obsessing about decisions that didn't work out, get caught in analysis paralysis, endlessly seek other people's opinions to find just that little bit of extra information that might make you sure, and finally go with your gut. What if there was a better way to make quality decisions so you can think clearly, feel more confident, second-guess yourself less, and ultimately be more decisive and be more productive? Making good decisions

doesn't have to be a series of endless guesswork. Rather, it's a teachable skill that anyone can sharpen. In *How to Decide*, bestselling author Annie Duke and former professional poker player lays out a series of tools anyone can use to make better decisions. You'll learn:

- To identify and dismantle hidden biases.
- To extract the highest quality feedback from those whose advice you seek.
- To more accurately identify the influence of luck in the outcome of your decisions.
- When to decide fast, when to decide slow, and when to decide in advance.
- To make decisions that more effectively help you to realize your goals and live your values.

Through interactive exercises and engaging thought experiments, this book helps you analyze key decisions you've made in the past and troubleshoot those you're making in the future. Whether you're picking investments, evaluating a job offer, or trying to figure out your romantic life, *How to Decide* is the key to happier outcomes and fewer regrets.

Yes or No Spencer Johnson, 1993-06-04 *Yes or No*, from the #1 New York Times bestselling author Spencer Johnson, presents a brilliant and practical system anyone can use to make better decisions, soon and often -- both at work and in personal life. The Yes or No System lets us: focus on real needs, versus mere wants create better options see the likely consequences of choices and identify and then use our own integrity, intuition, and insight to gain peace of mind, self-confidence, and freedom from fear

Winning Decisions J. Edward Russo, Paul J.H. Schoemaker, 2002-04-23 Business revolves around making decisions, often risky decisions, usually with incomplete information and too often in less time than we need. Executives at every level, in every industry, are confronted with information overload, less leeway for mistakes, and a business environment that changes rapidly. In light of this increased pressure and volatility, the old-fashioned ways of making decisions—depending on intuition, common sense, and specialized expertise—are simply no longer sufficient. 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. 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 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 Convert expert yet conflicting opinions into useful insights Make diversity of views and conflict work

to your advantage Foster efficient and effective group decision-making 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 for making the right decision, right away.

Decisive Intuition Rick Snyder,2019-03-01 At last a practical guide on intuitive decision-making for anyone in the business world to get to the answer they need faster. Intuition is the great differentiator in business. Listening to, trusting, and acting on your intuitive intelligence separates you from the pack as most people are not listening to theirs. Intuition is the one intangible skill that enables teams to function at a higher level and add more dimension and power to their ability to solve problems and grow. Yet the question that each business leader and manager struggles to answer is how do you train and develop intuitive thinking in a team to achieve the greatest result? Decisive Intuition is for business leaders, managers, and employees who want answers to this question and are ready to accelerate their company culture. Practice this 6-step process for harnessing your intuitive intelligence with practical business applications. Hear how successful business leaders are integrating intuitive skills into their companies for cutting-edge results. Explore directional, social, and informational intuition and how you can apply them to different areas of your business for greater results. Learn about the 5 roadblocks to accessing your intuitive intelligence and how to overcome them. Discover the latest findings in neuroscience and techniques to access your intuitive, subconscious mind for arriving at better decisions, faster.

Making Numbers Count Chip Heath,Karla Starr,2022-01-11 A clear, practical, first-of-its-kind guide to communicating and understanding numbers and data—from bestselling business author Chip Heath. How much bigger is a billion than a million? Well, a million seconds is twelve days. A billion seconds is...thirty-two years. Understanding numbers is essential—but humans aren't built to understand them. Until very recently, most languages had no words for numbers greater than five—anything from six to infinity was known as “lots.” While the numbers in our world have gotten increasingly complex, our brains are stuck in the past. How can we translate millions and billions and milliseconds and nanometers into things we can comprehend and use? Author Chip Heath has excelled at teaching others about making ideas stick and here, in *Making Numbers Count*, he outlines specific principles that reveal how to translate a number into our brain's language. This book is filled with examples of extreme number makeovers, vivid before-and-after examples that take a dry number and present it in a way that people click in and say “Wow, now I get it!” You will learn principles such as: -SIMPLE PERSPECTIVE CUES: researchers at Microsoft found that adding one simple comparison sentence doubled how accurately users estimated statistics like population and area of countries. -VIVIDNESS: get perspective on the size of a nucleus by imagining a bee in a cathedral, or a pea in a racetrack, which are easier to envision than “1/100,000th of the size of an atom.” -CONVERT TO A PROCESS: capitalize on our intuitive sense of time (5 gigabytes of music storage turns into “2 months of commutes, without repeating a song”). -EMOTIONAL MEASURING STICKS: frame the number in a way that people already care about (“that

medical protocol would save twice as many women as curing breast cancer”). Whether you’re interested in global problems like climate change, running a tech firm or a farm, or just explaining how many Cokes you’d have to drink if you burned calories like a hummingbird, this book will help math-lovers and math-haters alike translate the numbers that animate our world—allowing us to bring more data, more naturally, into decisions in our schools, our workplaces, and our society.

Decide & Deliver Marcia W. Blenko, Michael C. Mankins, Paul Rogers, 2010 -Identify your critical decisions. Focus on those that matter most to your company's performance. --

Streetlights and Shadows Gary A. Klein, 2011-09-30 An expert explains how the conventional wisdom about decision making can get us into trouble—and why experience can’t be replaced by rules, procedures, or analytical methods In making decisions, when should we go with our gut and when should we try to analyze every option? When should we use our intuition and when should we rely on logic and statistics? Most of us would probably agree that for important decisions, we should follow certain guidelines—gather as much information as possible, compare the options, pin down the goals before getting started. But in practice we make some of our best decisions by adapting to circumstances rather than blindly following procedures. In *Streetlights and Shadows*, Gary Klein debunks the conventional wisdom about how to make decisions. He takes ten commonly accepted claims about decision making and shows that they are better suited for the laboratory than for life. The standard advice works well when everything is clear, but the tough decisions involve shadowy conditions of complexity and ambiguity. Gathering masses of information, for example, works if the information is accurate and complete—but that doesn't often happen in the real world. (Think about the careful risk calculations that led to the downfall of the Wall Street investment houses.) Klein offers more realistic ideas about how to make decisions in real-life settings. He provides many examples—ranging from airline pilots and weather forecasters to sports announcers and Captain Jack Aubrey in Patrick O’Brian’s *Master and Commander* novels—to make his point. All these decision makers saw things that others didn’t. They used their expertise to pick up cues and to discern patterns and trends. We can make better decisions, Klein tells us, if we are prepared for complexity and ambiguity and if we will stop expecting the data to tell us everything. “I know of no one who combines theory and observation—intellectual rigor and painstaking observation of the real world—so brilliantly and gracefully as Gary Klein.” —Malcolm Gladwell, author of *Outliers* and *Blink*

Upstream Dan Heath, 2020-03-03 Wall Street Journal Bestseller New York Times bestselling author Dan Heath explores how to prevent problems before they happen, drawing on insights from hundreds of interviews with unconventional problem solvers. So often in life, we get stuck in a cycle of response. We put out fires. We deal with emergencies. We stay downstream, handling one problem after another, but we never make our way upstream to fix the systems that caused the problems. Cops chase robbers, doctors treat patients with chronic illnesses, and call-center reps address customer complaints. But many crimes, chronic illnesses, and customer complaints are preventable. So why do our efforts skew so

heavily toward reaction rather than prevention? Upstream probes the psychological forces that push us downstream—including “problem blindness,” which can leave us oblivious to serious problems in our midst. And Heath introduces us to the thinkers who have overcome these obstacles and scored massive victories by switching to an upstream mindset. One online travel website prevented twenty million customer service calls every year by making some simple tweaks to its booking system. A major urban school district cut its dropout rate in half after it figured out that it could predict which students would drop out—as early as the ninth grade. A European nation almost eliminated teenage alcohol and drug abuse by deliberately changing the nation’s culture. And one EMS system accelerated the emergency-response time of its ambulances by using data to predict where 911 calls would emerge—and forward-deploying its ambulances to stand by in those areas. Upstream delivers practical solutions for preventing problems rather than reacting to them. How many problems in our lives and in society are we tolerating simply because we’ve forgotten that we can fix them?

Decisive Chip Heath, Dan Heath, 2013-03-26 Chip and Dan Heath, the bestselling authors of *Switch* and *Made to Stick*, tackle one of the most critical topics in our work and personal lives: how to make better decisions. Research in psychology has revealed that our decisions are disrupted by an array of biases and irrationalities: We’re overconfident. We seek out information that supports us and downplay information that doesn’t. We get distracted by short-term emotions. When it comes to making choices, it seems, our brains are flawed instruments. Unfortunately, merely being aware of these shortcomings doesn’t fix the problem, any more than knowing that we are nearsighted helps us to see. The real question is: How can we do better? In *Decisive*, the Heaths, based on an exhaustive study of the decision-making literature, introduce a four-step process designed to counteract these biases. Written in an engaging and compulsively readable style, *Decisive* takes readers on an unforgettable journey, from a rock star’s ingenious decision-making trick to a CEO’s disastrous acquisition, to a single question that can often resolve thorny personal decisions. Along the way, we learn the answers to critical questions like these: How can we stop the cycle of agonizing over our decisions? How can we make group decisions without destructive politics? And how can we ensure that we don’t overlook precious opportunities to change our course? *Decisive* is the Heath brothers’ most powerful—and important—book yet, offering fresh strategies and practical tools enabling us to make better choices. Because the right decision, at the right moment, can make all the difference.

Effective Decision-Making Edoardo Binda Zane, 2016-04-28 The aim of this book is to quickly empower you to make better decisions by giving you step-by-step explanations of the best techniques. We always make decisions under uncertainty and pressure, especially in business. We need faster and better decisions to cope, but we don't have the time to learn how to make them well. That is where I come in. I wrote this book to allow you to make better decisions without spending weeks studying theory and practice. THE INTRODUCTION gives you a snapshot of two decision-making biases, of the worst mistake you can do when making decision, and a lesson taken straight from philosophy. - Decision Biases (why your brain isn't

always your friend in decisions) - The Worst Mistake in Decision-Making - A Lesson From Another Time THE FIRST CHAPTER looks at frameworks of reference, meaning how you can apply decision-making to achieve your goals, for example how and why some decisions are able to automatically give you a competitive advantage. - The OODA Loop - The Recognition-Primed Decision Model - GROW or the John Whitmore Model - The PDSA Cycle CHAPTERS 2 TO 5 look at separate phases of decision-making: understanding your context, understanding the problem, generating solutions and selecting one option out of many. 2 - CONTEXT Contexts can be very different - and there is no one size fits all approach, which is why this book provides you with five. - SWOT and PEST - TELOS - Porter's Five Forces - Causal Loops Diagrams 3 - PROBLEM ASSESSMENT Before making decisions, then, you need to work on finding out exactly what you are trying to solve. This chapter gives you 5 tools to do so: - Root Cause Analysis: Ishikawa's Diagram and the 5 Whys Technique - Pareto Analysis - Kipling Method (5W1H) - CATWOE 4 - GENERATING IDEAS In pure decision-making, little attention is given to this phase, as it belongs to a different field: creativity. This book includes two tools: - Zwicky's Box - SCAMPER 5 - WEIGHING ALTERNATIVES This book gives you six tools for this, each one with its specificities: - Weights and Factors: the Grid Analysis and the KT Matrix - The Paired Comparison Analysis - The Quantitative Strategic Planning Matrix - The Analytic Hierarchy Process - The Eisenhower Matrix CHAPTER 6 AND 7 look at group decisions, meaning whether it's a good idea to make decisions in a group and, if it is, how that group should make decisions. 6 - DO YOU NEED YOUR TEAM? You can either involve your team in decisions or exclude them. Often, managers are torn between these two options - you have three tools to help you though: - The Vroom-Yetton-Jago Model - The Hoy-Tarter Model - The Hersey-Blanchard Model 7 - GROUP TECHNIQUES To be used when making decisions in a group is necessary. - The Nominal Group Technique - The Delphi Method - Hartnett's Consensus-Oriented Decision-Making Model - The Stepladder Technique - DeBono's Six Thinking Hats - The Charette Procedure - RAPID CHAPTERS 8 AND 9 look at decisions in corporate strategy and analyse a decision's consequence 8 - CORPORATE STRATEGY These decision tools have all been developed for corporations, but they still hold value for smaller businesses. - The BCG Matrix - The Advantage Matrix - The GE Matrix - Blind Spot Analysis 9 - CONSEQUENCES In other words: how can I make sure that the decision I made is the best one and will work in my specific situation? Unfortunately nobody can answer this. Any decision method can only skew the odds of having made the right decision in your favour. That said, there are a few techniques you can apply. - Impact Assessment - Plus-Minus-Interesting - Decision Trees - Cost-Benefit Analysis - Futures Wheel

Decision Making For Dummies Dawna Jones, 2014-09-11 Discover the best approaches for making business decisions Today's business leaders have to face the facts—you can't separate leadership from decision making. The importance of making decisions, no matter how big or small, cannot be overstated. Decision Making For Dummies is a candid resource that helps leaders understand the impact of their choices, not only on business, but also on their credibility and reputation.

Designed for managers, business owners, and anyone else who makes tough decisions on a daily basis, this guide helps you figure out if the decisions you're making are the right ones. In addition to helping you explore how to evaluate your choices, *Decision Making For Dummies* covers ways to receive support for decision making, delves into various decision-making styles, reviews the importance of sifting through data and information, and includes information on ways to engage others and make decisions collectively. Being in charge can be challenging, but with this guide, you don't have to go it alone. Discusses the effects of decision making and outlines the considerations that must be made to gain trust and confidence Demonstrates ways to communicate particularly sensitive decisions, and offers approaches for making bold decisions that challenge the status quo Delves into the risks and benefits of certain decisions, and shows readers the best ways to evaluate choices Outlines smart strategies for engaging others and drawing them into the decision-making process Crucial decisions need to be made every day in the business world, so there's no time to waste. Make *Decision Making For Dummies* your primary resource for learning to choose your actions wisely and confidently.

Farsighted Steven Johnson, 2018-09-06 Plenty of books offer useful advice on how to get better at making quick-thinking, intuitive choices. But what about more consequential decisions, the ones that affect our lives for years, or centuries, to come? Our most powerful stories revolve around these kinds of decisions: where to live, whom to marry, what to believe, whether to start a company, how to end a war. Full of the beautifully crafted storytelling and novel insights that Steven Johnson's fans know to expect, *Farsighted* draws lessons from cognitive science, social psychology, military strategy, environmental planning, and great works of literature. Everyone thinks we are living in an age of short attention spans, but we've actually learned a lot about making long-term decisions over the past few decades. Johnson makes a compelling case for a smarter and more deliberative decision-making approach. He argues that we choose better when we break out of the myopia of single-scale thinking and develop methods for considering all the factors involved. There's no one-size-fits-all model for the important decisions that can alter the course of a life, an organization, or a civilization. But *Farsighted* explains how we can approach these choices more effectively, and how we can appreciate the subtle intelligence of choices that shaped our broader social history.

Fear of Missing Out Patrick J. McGinnis, 2020-05-05 What are you really missing out on? You're home on a Friday night, scrolling through Instagram, ready to go to bed. You see pictures on your timeline of a party you were invited to, but didn't go to. You were confident when you said no, but now you can't stop thinking about it, and you start feeling worse. You have FOMO, or, Fear of Missing Out. Coined in a Harvard Business School article, FOMO has become a global term to describe the decimating anxiety when thinking other people are having better, more fulfilling, experiences than you are. It's a natural, biological response, but that doesn't make it feel any better. Amplified by the rise of social media, #FOMO has become a cultural crisis—so what's the cure? Patrick McGinnis, creator of the term FOMO, has been thinking about it for seventeen

years—and he has a solution: decision-making. Learning to weigh the costs and benefits of your choices, prioritizing your decisions, and listening to your gut are central to silencing FOMO and its lesser-known cousin, FOBO: Fear of a Better Option. After all, don't you want to feel comfortable and confident in your decisions? Written with self-evaluations throughout the book, *Fear of Missing Out: Practical Decision Making in a World of Overwhelming Choice* helps you ascertain and eliminate the parts of your life that are causing more anxiety than happiness. So give this a read, and then go to that party, start that new book, create a new goal—or don't. Make that decision, and be confident in it: it's the first of many of its kind.

Switch Chip Heath, Dan Heath, 2010-02-16 Why is it so hard to make lasting changes in our companies, in our communities, and in our own lives? The primary obstacle is a conflict that's built into our brains, say Chip and Dan Heath, authors of the critically acclaimed bestseller *Made to Stick*. Psychologists have discovered that our minds are ruled by two different systems - the rational mind and the emotional mind—that compete for control. The rational mind wants a great beach body; the emotional mind wants that Oreo cookie. The rational mind wants to change something at work; the emotional mind loves the comfort of the existing routine. This tension can doom a change effort - but if it is overcome, change can come quickly. In *Switch*, the Heaths show how everyday people - employees and managers, parents and nurses - have united both minds and, as a result, achieved dramatic results: • The lowly medical interns who managed to defeat an entrenched, decades-old medical practice that was endangering patients • The home-organizing guru who developed a simple technique for overcoming the dread of housekeeping • The manager who transformed a lackadaisical customer-support team into service zealots by removing a standard tool of customer service In a compelling, story-driven narrative, the Heaths bring together decades of counterintuitive research in psychology, sociology, and other fields to shed new light on how we can effect transformative change. *Switch* shows that successful changes follow a pattern, a pattern you can use to make the changes that matter to you, whether your interest is in changing the world or changing your waistline.

One Decision Mike Bayer, 2021-12-28 A New York Times Bestseller From Dr. Phil show regular and author of the New York Times bestselling *Best Self: Be You, Only Better*, a plan for taking immediate steps to improving your life Foreword by Dr. Phil McGraw It is estimated that we make 35,000 decisions every day. Right now, at least one decision we make will have a powerful ripple effect across all aspects of our life. But *One Decision* isn't about taking one overwhelming big step; it's about starting with a single, important choice we can make every day: the decision to be authentic. It is the decision to know who you are, to be who you are, and express yourself authentically. Whether you find yourself up against a new challenge, deciding on a change in direction, or in need of a total reinvention, Coach Mike has created a powerful blueprint to help you connect with your authenticity so that your life reflects who you truly are. With the tools in this book, you can transform what the obstacles in your life into new opportunities. He shows you how to stop constantly over-thinking the big decisions and reconnect with your gut instincts and make all of your decisions with confidence and peace of mind. And, this book helps you

navigate the forces that routinely drive your decision making, ensuring that you're motivated by facts instead of fears, clarity over confusion, and evidence over emotion. One Decision is an inspiring and practical action plan to help you improve your life, find your purpose, improve your mental health and relationships, work on your physical health, and even make more money. Drawing on twenty years of experience helping individuals from all walks of life make real and lasting change, Coach Mike has a refreshing approach for motivating you to take a risk, be bold, and take real action toward a better life. A PENGUIN LIFE TITLE

Thinking, Fast and Slow Daniel Kahneman, 2011-10-25 Major New York Times bestseller Winner of the National Academy of Sciences Best Book Award in 2012 Selected by the New York Times Book Review as one of the ten best books of 2011 A Globe and Mail Best Books of the Year 2011 Title One of The Economist's 2011 Books of the Year One of The Wall Street Journal's Best Nonfiction Books of the Year 2011 2013 Presidential Medal of Freedom Recipient Kahneman's work with Amos Tversky is the subject of Michael Lewis's The Undoing Project: A Friendship That Changed Our Minds In his mega bestseller, Thinking, Fast and Slow, Daniel Kahneman, the renowned psychologist and winner of the Nobel Prize in Economics, takes us on a groundbreaking tour of the mind and explains the two systems that drive the way we think. System 1 is fast, intuitive, and emotional; System 2 is slower, more deliberative, and more logical. The impact of overconfidence on corporate strategies, the difficulties of predicting what will make us happy in the future, the profound effect of cognitive biases on everything from playing the stock market to planning our next vacation—each of these can be understood only by knowing how the two systems shape our judgments and decisions. Engaging the reader in a lively conversation about how we think, Kahneman reveals where we can and cannot trust our intuitions and how we can tap into the benefits of slow thinking. He offers practical and enlightening insights into how choices are made in both our business and our personal lives—and how we can use different techniques to guard against the mental glitches that often get us into trouble. Winner of the National Academy of Sciences Best Book Award and the Los Angeles Times Book Prize and selected by The New York Times Book Review as one of the ten best books of 2011, Thinking, Fast and Slow is destined to be a classic.

Smart Choices John S. Hammond, Ralph L. Keeney, Howard Raiffa, 2015-08 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 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 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.

Problem Solved Cheryl Strauss Einhorn, 2017-04-17 *International Book Awards Finalist It can be messy and overwhelming to figure out how to solve thorny problems. Where do you start? How do you know where to look for information and evaluate its quality and bias? How can you feel confident that you are making a careful and thoroughly researched decision? Whether you are deciding between colleges, navigating a career decision, helping your aging parents find the right housing, or expanding your business, Problem Solved will show you how to use the powerful AREA Method to make complex personal and professional decisions with confidence and conviction. Cheryl's AREA Method coaches you to make smarter, better decisions because it: Recognizes that research is a fundamental part of decision making and breaks down the process into a series of easy-to-follow steps. Solves for problematic mental shortcuts such as bias, judgment, and assumptions. Builds in strategic stops that help you chunk your learning, stay focused, and make your work work for you. Provides a flexible and repeatable process that acts as a feedback loop. Life is filled with uncertainty, but that uncertainty needn't hobble us. Problem Solved offers a proactive way to work with, and work through, ambiguity to make thoughtful, confident decisions despite our uncertain and volatile world.

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