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WINNING DECISIONS

J. EDWARD RUSSO & PAUL J. H. SCHOEMAKER

Winning Decisions Getting It Right The First Time

J. Edward Russo, Paul J.H. Schoemaker



Winning Decisions Getting It Right The First Time:

Winning Decisions J. Edward Russo, Paul J.H. Schoemaker, 2001-12-26 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 is 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

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Inspiring Active Learning Merrill Harmin, Melanie Toth, 2006 How can we structure class time efficiently How can we explain and lecture effectively How can we help students master content How can we make learning more real and lasting In this revised and greatly expanded 2nd edition of *Inspiring Active Learning* educators Merrill Harmin and Melanie Toth provide answers to our fundamental teaching questions and show us how to transform our classrooms into communities of active responsible learners The authors present an array of research based teacher tested strategies for managing our everyday responsibilities from beginning a class to grading homework from

instructing large groups to promoting diligent seatwork from motivating slackers to handling disrupters These strategies focus on mutual respect not bossiness collaboration not isolation commitment to learning not fear of failure and the dignity of all not praise or rewards for a few Regardless of our level of experience or the grade or subject we teach the active learning approach helps us Perform routine teaching tasks more easily Discover a higher level of teaching success and personal satisfaction Establish a class climate of full participation and cooperation Prepare engaging lessons that keep students productively involved Encourage students to work energetically willingly and intelligently each day Inspire all students even the most challenging to strive for excellence With its detailed classroom examples and more than 250 practical strategies Inspiring Active Learning is a comprehensive reference for solving almost any teaching problem *Boombustology* Vikram Mansharamani, 2011-02-08 A multi disciplinary framework through which to spot financial bubbles before they burst Based on a popular undergraduate seminar entitled Financial Booms Busts taught by the author at Yale University Boombustology presents a multi disciplinary framework for identifying unsustainable booms and forthcoming busts The magnitude of our recent financial crisis mandates a firm understanding of this phenomenon before the next crisis occurs Boombustology provides an in depth look at several major booms and busts and offers a solid framework for thinking about future occurrences Examines why booms and busts are not random and can therefore be identified Focuses upon various theoretical and disciplinary lenses useful in the study of booms and busts Contains a framework for thinking about and identifying forthcoming financial bubbles including several tell tale indicators of a forthcoming bust Illustrates the framework in action by evaluating China as a potential bubble in the making If you want to make better decisions in today s turbulent investment environment understanding the dynamics of booms and busts is the best place the start Boombustology can help you achieve this elusive goal Vikram Mansharamani is a Lecturer at Yale University and a global equity investor **Template-driven Consulting** Uwe G. Seebacher, 2012-11-15 Template driven Consulting is a book for managers who have long been searching for a way to cut costs on expensive external business advice Every day new stories of companies that have gone belly up or encounter severe financial troubles show up on the front pages of newspapers across the globe Cost cutting is again the most pressing issue in organizations initiating massive layoffs and large scale reductions in spending on capital goods Template driven Consulting TDC allows your company to trim down expenses at another source external consultants By drawing on the use of templates TDC at last really brings about the often cited knowledge transfer from consultants to your employees Applying TDC your employees are to become your experts whilst you will see the number of and cost for external consultants decrease tremendously This book with its clear structure and hands on approach lets you understand the new methodology and will help you in reaping its cost benefits in your company It provides you all the necessary insights into how consultants are working at your company and how they should be so as not to burn cash by the hour TDC puts you in the driver s seat and gives you a cutting edge advantage empowering your own employees to deliver consulting work usually done by high

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