

Decisive How To Make Better Choices In Life And Work Chip Heath

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Decisive: How to Make Better Choices in Life and Work ...

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Amazon.com: Decisive: How to Make Better Choices in Life ...

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Decisive: How to Make Better Decisions: Chip Heath ...

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. 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.

Decisive: How to Make Better Choices in Life and Work by ...

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Amazon.com: Decisive: How to Make Better Choices in Life ...

The first thing to do when looking to become a better decision maker is to widen your options. If you are tasked with making a decision, it is important to think about all of the possibilities, rather than be closed minded. When looking to make a decision, people should consider more than one option, and adopt a " this and that " mindset.

Decisive: How to Make Better Choices in Life and Work Summary

Book Summary – Decisive: How to Make Better Choices in Life and Work. By Readingraphics February 23, 2018 March 19th, 2019 Book Summaries, Creativity & Problem Solving, Management, Productivity & Teamwork, Personal development & success, Psychology, Economics, Sociology & General. No Comments.

Book Summary - Decisive: How to Make Better Choices in ...

Sauna Shapiro The way that mindfulness helps in decision-making is that it allows for this kind of process of personal inquiry, as opposed to a purely top-down hierarchical and moralistic process of being told what is right and what is wrong. It teaches people how to listen deeply and stay connected with their values and then gives them this kind of courage and these attitudes of kindness and compassion to make choices that are aligned with that, even when they 're difficult.

Episode 80: How to Make Better Decisions

In Decisive, the Heaths, based on an exhaustive study of the decision-making literature, introduce a four-step process designed to counteract these biases. 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.

Decisive - Heath Brothers Heath Brothers

Overconfidence can easily make your judgment go awry. 1 Studies consistently show people tend to overestimate their performance as well as the accuracy of their knowledge. Perhaps you are 90% sure you know where the office is that you 're visiting. Or maybe you 're 80% certain you can convince your boss to give you a promotion.

9 Habits That Make You a Better Decision Maker

Use practical, scientifically-proven tips to make better, faster team decisions at work- How To Make Better. Increase awareness of common decision biases and how to reduce their effects. Efficiently include broad input from the right people in team decisions. Communicate decisions clearly to build buy-in and accountability.

How To Make Better, Faster Decisions At Work| 100 % Free ...

Outline the issue. Before you can make a good decision, you need to clearly outline the issues. This will help you focus on the decision you are making and not be distracted by unrelated things. It may help if you write down a simple sentence or two that says " The decision I need to make is... "

How to Make Better Decisions: 11 Steps (with Pictures) ...

It looks at what hinders great decision making, and how to improve any decisions you make. Any entrepreneur knows how crucial their decisions in business are (and how devastating indecision can be). Decisive helps the reader to understand how good decisions are made, what key elements to look for, and how to make your choices better and quicker.

Decisive: How to Make Better Choices in Life and Work

Decisive by Chip and Dan Heath will take you through the decision-making process and provide advice on how to make better choices in life and work. (Check out the latest price on Amazon) The WRAP model, a four-step process helps to avoid common biases that are most likely affecting the decisions you make today. When broken down, WRAP stands for:

Decisive: How to Make Better Choices in Life and Work ...

QUICK SUMMARY: Decisive: How to Make Better Choices in Life and Work offers a four-step process to overcome natural bias in order to make better, more informed decisions - both professionally and personally. We love the in-depth research that went into Decisive, as well as the easy-to-read format.We think Decisive is a must-have resource for anyone who wants to become empowered to make the ...

Decisive: How to Make Better Choices (Book Summary)

The most effective decision-makers make better decisions 92% of the time, and they do it twice as fast with half as many meetings. Better decision-making skills will accelerate your career. Over 98% of managers fail to follow decision best practices, so get ready to join the top 2%! Its hard to make better, faster decisions. There are no shortcuts.

100% Off | How To Make Better, Faster Decisions At Work

Decision-making is the most important part of your job. Decision-making drives 95% of business performance and 50% of employee engagement. There is a huge opportunity for improvement! The most effective decision-makers make better decisions 92% of the time, and they do it twice as fast with half as many meetings.

Explains how to overcome natural biases and irrational thinking to make better decisions in work and life, drawing on extensive studies and research to outline specific strategies for enabling clear-headed thinking.

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.

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 good 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.

Just making a decision can be hard enough, but how do you begin to judge whether it's the right one? Chip and Dan Heath, authors of #1 New York Times best-seller Switch, show you how to overcome your brain's natural shortcomings. In Decisive, Chip and Dan Heath draw on decades of psychological research to explain why we so often get it very badly wrong - why our supposedly rational brains are frequently tripped up by powerful biases and wishful thinking. At the same time they demonstrate how relatively easy it is to avoid the pitfalls and find the best answers, offering four simple principles that we can all learn and follow. In the process, they show why it is that experts frequently make mistakes. They demonstrate the perils of getting trapped in a narrow decision frame. And they explore people's tendency to be over-confident about how their choices will unfold. Drawing on case studies as diverse as the downfall of Kodak and the inspiring account of a cancer survivor, they offer both a fascinating tour through the workings of our minds and an invaluable guide to making smarter decisions. Winner in the Practical Manager category of the CMI Management Book of the Year awards 2014.

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.

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.

Add value with every decision using a simple yet powerful framework Few things are as valuable in business, and in life, as the ability to make good decisions. Can you imagine how much more rewarding your life and your business would be if every decision you made were the best it could be? Decision Quality empowers you to make the best possible choice and get more of what you truly want from every decision. Dr. Carl Spetzler is a leader in the field of decision science and has worked with organizations across industries to improve their decision-making capabilities. He and his co-authors, all experienced consultants and educators in this field, show you how to frame a problem or opportunity, create a set of attractive alternatives, identify relevant uncertain information, clarify the options that are important in the decision, apply tools of analysis, and develop buy-in among stakeholders. Their straightforward approach is elegantly simple, yet practical and powerful. It can be applied to all types of decisions. Our business and our personal lives are marked by a stream of decisions. Some are small. Some are large. Some are life-altering or strategic. How well we make those decisions truly matters. This book gives you a framework and thinking tools that will help you to improve the odds of getting more of what you value from every choice. You will learn: The six requirements for decision quality, and how to apply them The difference between a good decision and a good outcome Why a decision can only be as good as the best of the available alternatives Methods for making both "significant" and strategic decisions The mental traps that undermine decision quality and how to avoid them How to deal with uncertainty—a factor in every important choice How to judge the quality of a decision at the time you're making it How organizations have benefited from building quality into their decisions. Many people are satisfied with 'good enough' when making important decisions. This book provides a method that will take you and your co-workers beyond 'good enough' to true Decision Quality.

You are faced with so many difficult decisions. Often your decision making seems random. It can be swayed by different situations and emotions. You need to be more rigorous in the way you make decisions and yet you have very little time to do so. Experience from others who have made tough decisions and a framework to help you do so would be invaluable. The courage to make decisions is sometimes a bit elusive. It is difficult to find the calmness to be able to make and live with those decisions. There is so much that can be learned from the experience of others. After working through this book you will have the courage of your convictions and the ability to make difficult decisions count. The book sets out a framework for making difficult decisions that has been tried and tested. It has been used successfully in one-to-one coaching with senior leaders in both the public, private and voluntary sectors. The framework is built on the following strands: Clarity; Conviction; Courage; and Communication.

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 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.

The New York Times bestselling authors of Switch and Made to Stick explore why certain brief experiences can jolt us and elevate us and change us—and how we can learn to create such extraordinary moments in our life and work. While human lives are endlessly variable, our most memorable positive moments are dominated by four elements: elevation, insight, pride, and connection. If we embrace these elements, we can conjure more moments that matter. What if a teacher could design a lesson that he knew his students would remember twenty years later? What if a manager knew how to create an experience that would delight customers? What if you had a better sense of how to create memories that matter for your children? This book delves into some fascinating mysteries of experience: Why we tend to remember the best or worst moment of an experience, as well as the last moment, and forget the rest. Why "we feel most comfortable when things are certain, but we feel most alive when they 're not." And why our most cherished memories are clustered into a brief period during our youth. Readers discover how brief experiences can change lives, such as the experiment in which two strangers meet in a room, and forty-five minutes later, they leave as best friends. (What happens in that time?) Or the tale of the world 's youngest female billionaire, who credits her resilience to something her father asked the family at the dinner table. (What was that simple question?) Many of the defining moments in our lives are the result of accident or luck—but why would we leave our most meaningful, memorable moments to chance when we can create them? The Power of Moments shows us how to be the author of richer experiences.

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