Making Hard Decisions Solutions

Managing in the GrayCreating a Sustainable Social Ecology Using Technology-driven SolutionsIt's Not About the SharkPolicy ParadoxHow to Solve Problems and Make Brilliant DecisionsA Leadership Perspective on Decision MakingSix Thinking HatsTough Management: The 7 Winning Ways to Make Tough Decisions Easier, Deliver the Numbers, and Grow the Business in Good Times and BadDesigning Data-Intensive ApplicationsMaking Hard Decisions with DecisionToolsThe Care CrisisThinking in BetsOMStrategic Decision MakingMaking Hard Decisions with DecisionTools51 Imperfect SolutionsInforming an Effective Response to Climate ChangeSwitchBusiness Statistics in PracticeThe Ride of a LifetimeTough Decisions in Care of Elderly Loved OnesUnderstanding Machine LearningDecision Theory Models for Applications in Artificial Intelligence: Concepts and SolutionsTinyMLTough CasesThe Enterprise Big Data LakeThinking, Fast and SlowDecision Making in Systems Engineering and ManagementHBR Guide to Making Better DecisionsMaking Hard DecisionsPrinciples of ManagementKnots and Quantum GravityThe Alpha BookSmart ChoicesWhat Your Kindergartner Needs to KnowHow Good People Make Tough Choices Rev EdThe Challenger SaleWillpowerScarcityMaking Tough Decisions Well and Badly

Managing in the Gray

Deep learning networks are getting smaller. Much smaller. The Google Assistant team can detect words with a model just 14 kilobytes in size—small enough to run on a microcontroller. With this practical book you'll enter the field of TinyML, where deep learning and embedded systems combine to make astounding things possible with tiny devices. Pete Warden and Daniel Situnayake explain how you can train models small enough to fit into any environment. Ideal for software and hardware developers who want to build embedded systems using machine learning, this guide walks you through creating a series of TinyML projects, step-by-step. No machine learning or microcontroller experience is necessary. Build a speech recognizer, a camera that detects people, and a magic wand that responds to gestures Work with Arduino and ultra-low-power microcontrollers Learn the essentials of ML and how to train your own models Train models to understand audio, image, and accelerometer data Explore TensorFlow Lite for Microcontrollers, Google's toolkit for TinyML Debug applications and provide safeguards for privacy and security Optimize latency, energy usage, and model and binary size

Creating a Sustainable Social Ecology Using Technology-driven Solutions

Business thinking skills that really work Better creative thinking leads to brilliant decision making and successful, innovative solutions to business problems. Using the proven practical skills, techniques and advice in this book, you will learn how

to think better, faster and more productively, enabling you to shape, train and inspire your thinking to deliver more effective results. · Improve your critical analysis and thinking skills · Become confident in making better and more creative decisions · become faster and more effective at problem solving This book will enable you to become a calm, logical and well-argued decision maker with the ability to deliver better solutions and outstanding results - and win the accolade for your work – "well thought through, persuasively argued with a creative set of options. Well done."

It's Not About the Shark

This book is concerned with helping you improve your approach to decision-making. The author examines judgement in a selection of managerial contexts and provides important understanding that can help you make better leadership decisions. The book also pinpoints the in-house politics of organisational decision-making. Drawing on the very latest research, it introduces practical techniques that show you how to analyse and develop your own decision-making style. It will help you to deliver sharp and insightful analyses of your business and develop effective solutions. In addition, it presents simple checklists that will give you vital insights throughout the decision-making process. Students and practitioners of leadership, management, and allied fields will find this book useful in order to understand and implement useful methods.

Policy Paradox

What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships-and you'd be wrong. The best salespeople don't just build relationships with customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, The Challenger Sale argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one- the Challenger- delivers consistently high performance. Instead of bludgeoning customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things

that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experience that drives higher levels of customer loyalty and, ultimately, greater growth.

How to Solve Problems and Make Brilliant Decisions

Based on cutting-edge research from behavioral science and economics, this eye-opening examination of how scarcity affects our daily lives reveals how individuals and organizations can better manage scarcity for greater satisfaction and success.

A Leadership Perspective on Decision Making

Global climate change is one of America's most significant long-term policy challenges. Human activity--especially the use of fossil fuels, industrial processes, livestock production, waste disposal, and land use change--is affecting global average temperatures, snow and ice cover, sea-level, ocean acidity, growing seasons and precipitation patterns, ecosystems, and human health. Climate-related decisions are being carried out by almost every

agency of the federal government, as well as many state and local government leaders and agencies, businesses and individual citizens. Decision makers must contend with the availability and quality of information, the efficacy of proposed solutions, the unanticipated consequences resulting from decisions, the challenge of implementing chosen actions, and must consider how to sustain the action over time and respond to new information. Informing an Effective Response to Climate Change, a volume in the America's Climate Choices series, describes and assesses different activities, products, strategies, and tools for informing decision makers about climate change and helping them plan and execute effective, integrated responses. It discusses who is making decisions (on the local, state, and national levels), who should be providing information to make decisions, and how that information should be provided. It covers all levels of decision making, including international, state, and individual decision making. While most existing research has focused on the physical aspect of climate change, Informing an Effective Response to Climate Change employs theory and case study to describe the efforts undertaken so far, and to guide the development of future decision-making resources. Informing an Effective Response to Climate Change offers much-needed guidance to those creating public policy and assists in implementing that policy. The information presented in this book will be invaluable to the research community, especially social scientists studying climate change; practitioners of decision-making assistance, including advocacy organizations, non-profits, and government agencies; and college-level

teachers and students.

Six Thinking Hats

Where do brilliant executive wisdom and actions come from? Making Tough Decisions Well and Badly (MTDWB) assesses the literature that examines executives' conscious and non-conscious actions in decision making, implementation and assessment of outcomes.

Tough Management: The 7 Winning Ways to Make Tough Decisions Easier, Deliver the Numbers, and Grow the Business in Good Times and Bad

Being responsible for the needs and care of an elderly loved one can be a difficult role that many of us do willingly but it requires a lot - patience, time, energy, tenderness, and hard work. We often need to make decisions which are life altering for the other person and for ourselves and at times, are not pleasant or easy.How to have a conversation with your elderly loved one about changeDeal with deteriorating physical and mental health in loved ones What happens if they develop dementia? Making the decision on in-home care or a care facilityAdjusting to your role as caregiver while still caring for yourselfTough Decisions in the Care of Elderly Loved Ones is an invaluable, practical, and sympathetic guide to how to give your loved one the best possible care, while addressing the concerns that caretakers may have. After reading the book, you will feel as if

someone is holding your hand while you make those tough decisions. In this book, Mahesh Moolani, MD objectively divides the tough situations into four categories and tackles each category in a straightforward way. He offers professional support and guidance on how to maintain a work/life/caring balance and better care for your elderly loved ones.Mahesh Moolani, MD is an Internist who is medical director of two nursing homes and cares for a huge geriatrics population. In his professional career, he has come across thousands of caregivers, who find it hard to provide optimum care to their loved ones, despite their best intentions and efforts.

Designing Data-Intensive Applications

It's Not About the Shark opens the door to the groundbreaking science of solutions by turning problems—and how we solve them—upside down. When we have a problem, most of us zero in, take it apart, and focus until we have it solved. David Niven shows us that focusing on the problem is exactly the wrong way to find an answer. Putting problems at the center of our thoughts shuts down our creative abilities, depletes stamina, and feeds insecurities. It's Not About the Shark shows us how to transform our daily lives, our work lives, and our family lives with a simple, but rock-solid principle: If you start by thinking about your problems, you'll never make it to a solution. If you start by thinking about a solution, you'll never worry about your problems again. Through real-life examples and psychology research, David Niven shows us why: *Focusing on the problem

first makes us 17 times less likely to find an answer
*Being afraid of a problem is natural: we're
biologically primed to be afraid *Finding a problem
creates power – which keeps you from finding a
solution *Working harder actually hides answers
*Absolute confidence makes you less likely to find the
answer *Looking away from a problem helps to see a
solution *Listening only to yourself is one of the best
ways to find an answer Combining hard facts, good
sense, and a strong dose of encouragement, David
Niven provides fresh and positive ways to think about
problem solving.

Making Hard Decisions with DecisionTools

Recent work by mathematicians and physicists has
uncovered revelatory connections between knot
theory and the problem of developing a quantum
theory of gravity. This book, the proceedings of a
workshop held to bring together researchers in knot
theory and quantum gravity, features a number of
expository and research papers that will aid
significantly in closing the gap between the two
disciplines. It will serve as a guide for mathematicians
and physicists seeking to understand this rapidly
developing area of research. The book represents a
state-of-the-art study of current research and
progress. The editor is the author of Gauge Fields,
Knots, and Gravity (World Scientific), a graduate level
text on the topic.

The Care Crisis

Thinking in Bets

MAKING HARD DECISIONS WITH DECISIONTOOLS® is a special version of Bob Clemen's best-selling text, MAKING HARD DECISIONS. This straight-forward book teaches the fundamental ideas of decision analysis, without an overly technical explanation of the mathematics used in management science. This new version incorporates and implements the powerful DecisionTools® by Palisade Corporation, the world's leading toolkit for risk and decision analysis. At the end of each chapter, topics are illustrated with step-by-step instructions for DecisionTools®. This new version makes the text more useful and relevant to students to business and engineering.

OM

Principles of Management is designed to meet the scope and sequence requirements of the introductory course on management. This is a traditional approach to management using the leading, planning, organizing, and controlling approach. Management is a broad business discipline, and the Principles of Management course covers many management areas such as human resource management and strategic management, as well behavioral areas such as motivation. No one individual can be an expert in all areas of management, so an additional benefit of this text is that specialists in a variety of areas have authored individual chapters.

Strategic Decision Making

Poker champion turned business consultant Annie Duke teaches you how to get comfortable with uncertainty and make better decisions as a result. In Super Bowl XLIX, Seahawks coach Pete Carroll made one of the most controversial calls in football history: With 26 seconds remaining, and trailing by four at the Patriots' one-yard line, he called for a pass instead of a hand off to his star running back. The pass was intercepted and the Seahawks lost. Critics called it the dumbest play in history. But was the call really that bad? Or did Carroll actually make a great move that was ruined by bad luck? Even the best decision doesn't yield the best outcome every time. There's always an element of luck that you can't control, and there is always information that is hidden from view. So the key to long-term success (and avoiding worrying yourself to death) is to think in bets: How sure am I? What are the possible ways things could turn out? What decision has the highest odds of success? Did I land in the unlucky 10% on the strategy that works 90% of the time? Or is my success attributable to dumb luck rather than great decision making? Annie Duke, a former World Series of Poker champion turned business consultant, draws on examples from business, sports, politics, and (of course) poker to share tools anyone can use to embrace uncertainty and make better decisions. For most people, it's difficult to say "I'm not sure" in a world that values and, even, rewards the appearance of certainty. But professional poker players are comfortable with the fact that great decisions don't

always lead to great outcomes and bad decisions don't always lead to bad outcomes. By shifting your thinking from a need for certainty to a goal of accurately assessing what you know and what you don't, you'll be less vulnerable to reactive emotions, knee-jerk biases, and destructive habits in your decision making. You'll become more confident, calm, compassionate and successful in the long run.

Making Hard Decisions with DecisionTools

As advancements in technology continue to influence all facets of society, its aspects have been utilized in order to find solutions to emerging ecological issues. Creating a Sustainable Ecology Using Technology-Driven Solutions highlights matters that relate to technology driven solutions towards the combination of social ecology and sustainable development. This publication addresses the issues of development in advancing and transitioning economies through creating new ideas and solutions; making it useful for researchers, practitioners, and policy makers in the socioeconomic sectors.

51 Imperfect Solutions

Data is at the center of many challenges in system design today. Difficult issues need to be figured out, such as scalability, consistency, reliability, efficiency, and maintainability. In addition, we have an overwhelming variety of tools, including relational databases, NoSQL datastores, stream or batch

processors, and message brokers. What are the right choices for your application? How do you make sense of all these buzzwords? In this practical and comprehensive guide, author Martin Kleppmann helps you navigate this diverse landscape by examining the pros and cons of various technologies for processing and storing data. Software keeps changing, but the fundamental principles remain the same. With this book, software engineers and architects will learn how to apply those ideas in practice, and how to make full use of data in modern applications. Peer under the hood of the systems you already use, and learn how to use and operate them more effectively Make informed decisions by identifying the strengths and weaknesses of different tools Navigate the trade-offs around consistency, scalability, fault tolerance, and complexity Understand the distributed systems research upon which modern databases are built Peek behind the scenes of major online services, and learn from their architectures

Informing an Effective Response to Climate Change

One of the goals of artificial intelligence (AI) is creating autonomous agents that must make decisions based on uncertain and incomplete information. The goal is to design rational agents that must take the best action given the information available and their goals. Decision Theory Models for Applications in Artificial Intelligence: Concepts and Solutions provides an introduction to different types of decision theory techniques, including MDPs,

POMDPs, Influence Diagrams, and Reinforcement Learning, and illustrates their application in artificial intelligence. This book provides insights into the advantages and challenges of using decision theory models for developing intelligent systems.

Switch

How to Resolve the Really Hard Problems Every manager makes tough calls—it comes with the job. And the hardest decisions are the "gray areas"—situations where you and your team have worked hard to find an answer, you've done the best analysis you can, and you still don't know what to do. But you have to make a decision. You have to choose, commit, act, and live with the consequences and persuade others to follow your lead. Gray areas test your skills as a manager, your judgment, and even your humanity. How do you get these decisions right? In Managing in the Gray, Joseph Badaracco offers a powerful, practical, and even radical way to resolve these problems. Picking up where conventional tools of analysis leave off, this book provides tools for judgment in the form of five revealing questions. Asking yourself these five questions provides a simple yet profound way to broaden your thinking, sharpen your judgment, and develop a fresh perspective. What makes these questions so valuable is that they have truly stood the test of time—they've guided countless men and women, across many centuries and cultures, to resolve the hardest questions of work, responsibility, and life. You can use the five-question framework on your own or with others on

your team to help you cut through complexities, understand critical trade-offs, and develop workable solutions for even the grayest issues.

Business Statistics in Practice

Introduces machine learning and its algorithmic paradigms, explaining the principles behind automated learning approaches and the considerations underlying their usage.

The Ride of a Lifetime

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.

Tough Decisions in Care of Elderly Loved Ones

"Tough Cases stands out as a genuine revelation. . . . Our most distinguished judges should follow the lead of this groundbreaking volume." —Justin Driver, The Washington Post A rare and illuminating view of how judges decide dramatic legal cases—Law and Order from behind the bench—including the Elián González, Terri Schiavo, and Scooter Libby cases Prosecutors and defense attorneys have it easy—all they have to do is to present the evidence and make arguments. It's the judges who have the heavy lift: they are the ones who have to make the ultimate decisions, many of which have profound consequences on the lives of the people standing in front of them. In Tough Cases, judges from different kinds of courts in different parts of the country write about the case that proved most difficult for them to decide. Some of these cases

received international attention: the Elián González case in which Judge Jennifer Bailey had to decide whether to return a seven-year-old boy to his father in Cuba after his mother drowned trying to bring the child to the United States, or the Terri Schiavo case in which Judge George Greer had to decide whether to withdraw life support from a woman in a vegetative state over the wishes of her parents, or the Scooter Libby case about appropriate consequences for revealing the name of a CIA agent. Others are less well-known but equally fascinating: a judge on a Native American court trying to balance U.S. law with tribal law, a young Korean American former defense attorney struggling to adapt to her new responsibilities on the other side of the bench, and the difficult decisions faced by a judge tasked with assessing the mental health of a woman who has killed her own children. Relatively few judges have publicly shared the thought processes behind their decision making. Tough Cases makes for fascinating reading for everyone from armchair attorneys and fans of Law and Order to those actively involved in the legal profession who want insight into the people judging their work.

Understanding Machine Learning

Decision Making in Systems Engineering and Management is a comprehensive textbook that provides a logical process and analytical techniques for fact-based decision making for the most challenging systems problems. Grounded in systems thinking and based on sound systems engineering

principles, the systems decisions process (SDP) leverages multiple objective decision analysis, multiple attribute value theory, and value-focused thinking to define the problem, measure stakeholder value, design creative solutions, explore the decision trade off space in the presence of uncertainty, and structure successful solution implementation. In addition to classical systems engineering problems, this approach has been successfully applied to a wide range of challenges including personnel recruiting, retention, and management; strategic policy analysis; facilities design and management; resource allocation; information assurance; security systems design; and other settings whose structure can be conceptualized as a system.

Decision Theory Models for Applications in Artificial Intelligence: Concepts and Solutions

Based on more than two years of surveys of more than 2,000 senior executives and managers, Tough Management may be one of the most important and practical business books of our time. Bestselling author, weekly columnist, and sought-after speaker Chuck Martin has tapped into his research firm's vast network of business connections to discover that 80 percent of executives and managers are experiencing increased levels of work stress. On the bright side, Martin has found that tough times have brought out the best in the world's most successful leaders and managers. And now, in his groundbreaking new book, he offers a refreshing bottom-line approach to what

really matters in today's difficult market--and what really works in today's demanding workplace. The seven skills every manager should know: 1.Focus on Results 2.Force the Hard Decisions 3.Communicate Clearly 4.Remain Flexible 5.Prove Your Value to the Company 6.Force Collaboration 7.Don't Be a Tough Guy Using these practical, powerful, and proven techniques, Martin reveals how other business leaders have met the demand to do more, deliver more, and increase more--without raising stress levels. By focusing on actual results and forcing the hard decisions, you can learn to communicate and collaborate while remaining flexible. It's one of the few business books available that provide real solutions to real challenges. Because when the going gets tough, smart managers get Tough Management--and get real results.

TinyML

#1 NEW YORK TIMES BESTSELLER • A grand vision defined: The CEO of Disney, one of Time's most influential people of 2019, shares the ideas and values he embraced to reinvent one of the most beloved companies in the world and inspire the people who bring the magic to life. Robert Iger became CEO of The Walt Disney Company in 2005, during a difficult time. Competition was more intense than ever and technology was changing faster than at any time in the company's history. His vision came down to three clear ideas: Recommit to the concept that quality matters, embrace technology instead of fighting it, and think bigger—think global—and turn

Disney into a stronger brand in international markets. Twelve years later, Disney is the largest, most respected media company in the world, counting Pixar, Marvel, Lucasfilm, and 21st Century Fox among its properties. Its value is nearly five times what it was when Iger took over, and he is recognized as one of the most innovative and successful CEOs of our era. In The Ride of a Lifetime, Robert Iger shares the lessons he's learned while running Disney and leading its 200,000 employees, and he explores the principles that are necessary for true leadership, including: • Optimism. Even in the face of difficulty, an optimistic leader will find the path toward the best possible outcome and focus on that, rather than give in to pessimism and blaming. • Courage. Leaders have to be willing to take risks and place big bets. Fear of failure destroys creativity. • Decisiveness. All decisions, no matter how difficult, can be made on a timely basis. Indecisiveness is both wasteful and destructive to morale. • Fairness. Treat people decently, with empathy, and be accessible to them. This book is about the relentless curiosity that has driven Iger for forty-five years, since the day he started as the lowliest studio grunt at ABC. It's also about thoughtfulness and respect, and a decency-over-dollars approach that has become the bedrock of every project and partnership Iger pursues, from a deep friendship with Steve Jobs in his final years to an abiding love of the Star Wars mythology. "The ideas in this book strike me as universal" Iger writes. "Not just to the aspiring CEOs of the world, but to anyone wanting to feel less fearful, more confidently themselves, as they navigate their professional and even personal lives."

Tough Cases

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 Enterprise Big Data Lake

When we think of constitutional law, we invariably think of the United States Supreme Court and the federal court system. Yet much of our constitutional law is not made at the federal level. In 51 Imperfect Solutions, U.S. Court of Appeals Judge Jeffrey S. Sutton argues that American Constitutional Law should account for the role of the state courts and state constitutions, together with the federal courts and the federal constitution, in protecting individual liberties. The book tells four stories that arise in four different areas of constitutional law: equal protection; criminal procedure; privacy; and free speech and free exercise of religion. Traditional accounts of these bedrock debates about the relationship of the individual to the state focus on decisions of the United States Supreme Court. But these explanations tell just part of the story. The book corrects this omission by looking at each issue-and some others as well-through the lens of many constitutions, not one constitution; of many courts, not one court; and of all American judges, not federal or state judges. Taken together, the stories reveal a remarkably complex, nuanced, ever-changing federalist system, one that ought to make lawyers and litigants pause before reflexively assuming that the United States Supreme Court alone has all of the answers to the most vexing constitutional questions. If there is a central conviction of the book, it's that an underappreciation

of state constitutional law has hurt state and federal law and has undermined the appropriate balance between state and federal courts in protecting individual liberty. In trying to correct this imbalance, the book also offers several ideas for reform.

Thinking, Fast and Slow

MAKING HARD DECISIONS WITH DECISIONTOOLS is a new edition of Bob Clemen's best-selling title, MAKING HARD DECISIONS. This straightforward book teaches the fundamental ideas of decision analysis, without an overly technical explanation of the mathematics used in decision analysis. This new version incorporates and implements the powerful DecisionTools software by Palisade Corporation, the world's leading toolkit for risk and decision analysis. At the end of each chapter, topics are illustrated with step-by-step instructions for DecisionTools. This new version makes the text more useful and relevant to students in business and engineering. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Decision Making in Systems Engineering and Management

Learn how to make better; faster decisions. You make decisions every day--from prioritizing your to-do list to choosing which long-term innovation projects to pursue. But most decisions don't have a clear-cut answer, and assessing the alternatives and the risks

involved can be overwhelming. You need a smarter approach to making the best choice possible. The HBR Guide to Making Better Decisions provides practical tips and advice to help you generate more-creative ideas, evaluate your alternatives fairly, and make the final call with confidence. You'll learn how to: Overcome the cognitive biases that can skew your thinking Look at problems in new ways Manage the trade-offs between options Balance data with your own judgment React appropriately when you've made a bad choice Communicate your decision--and overcome any resistance Arm yourself with the advice you need to succeed on the job, from a source you trust. Packed with how-to essentials from leading experts, the HBR Guides provide smart answers to your most pressing work challenges.

HBR Guide to Making Better Decisions

Edward de Bono's Six Thinking Hats is the groundbreaking psychology manual that has inspired organisations and individuals all over the world. De Bono's innovative guide divides the process of thinking into six parts, symbolized by the six hats, and shows how the hats can dramatically transform the effectiveness of meetings and discussions. This is a book to open your mind, unleash your creativity and change the way you think about thinking.

Making Hard Decisions

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 the international 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.

Principles of Management

One of the world's most esteemed and influential psychologists, Roy F. Baumeister, teams with New York Times science writer John Tierney to reveal the secrets of self-control and how to master it. Pioneering research psychologist Roy F. Baumeister collaborates with New York Times science writer John Tierney to revolutionize our understanding of the most coveted human virtue: self-control. Drawing on cutting-edge research and the wisdom of real-life experts, Willpower shares lessons on how to focus our strength, resist temptation, and redirect our lives. It shows readers how to be realistic when setting goals, monitor their progress, and how to keep faith when they falter. By blending practical wisdom with the best of recent research science, Willpower makes it clear that whatever we seek—from happiness to good health to financial security—we won't reach our goals without first learning to harness self-control.

Knots and Quantum Gravity

The data lake is a daring new approach for harnessing the power of big data technology and providing convenient self-service capabilities. But is it right for your company? This book is based on discussions with practitioners and executives from more than a hundred organizations, ranging from data-driven companies such as Google, LinkedIn, and Facebook, to governments and traditional corporate enterprises.

You'll learn what a data lake is, why enterprises need one, and how to build one successfully with the best practices in this book. Alex Gorelik, CTO and founder of Waterline Data, explains why old systems and processes can no longer support data needs in the enterprise. Then, in a collection of essays about data lake implementation, you'll examine data lake initiatives, analytic projects, experiences, and best practices from data experts working in various industries. Get a succinct introduction to data warehousing, big data, and data science Learn various paths enterprises take to build a data lake Explore how to build a self-service model and best practices for providing analysts access to the data Use different methods for architecting your data lake Discover ways to implement a data lake from experts in different industries

The Alpha Book

An examination of the global economic crisis from the perspective of care Valuing care and care work does not simply mean attributing care work more monetary value. To really achieve change, we must go further. In this groundbreaking book, Emma Dowling charts the multi-faceted nature of care in the modern world, from the mantras of self-care and what they tell us about our anxieties, to the state of the social care system. She examines the relations of power that play profitability and care off in against one another in a myriad of ways, exposing the devastating impact of financialisation and austerity. As the world becomes seemingly more uncaring, the calls for people to be

more compassionate and empathetic towards one another—in short, to care more—become ever-more vocal. The Care Crisis challenges the idea that people ever stopped caring, but also that the deep and multi-faceted crises of our time will be solved by a simply (re)instilling the virtues of empathy. There is no easy fix. The Care Crisis enquires into the ways in which the continued off-loading of the cost of care onto the shoulders of underpaid and unpaid realms of society, untangling how this off-loading combines with commodification, marketisation and financialisation to produce the mess we are living in. The Care Crisis charts the current experiments in short-term fixes to the care crisis that are taking place within Britain, with austerity as the backdrop. It maps the economy of abandonment, raising the question: to whom care is afforded? And what would it mean to seriously value care?

Smart Choices

This best-selling and up-to-date survey of decision analysis concepts and techniques is accessible to students with limited mathematical backgrounds. It is designed for advanced undergraduate and MBA-level courses in decision analysis and also for business courses in introductory quantitative methods. (Prerequisites: college algebra; introductory statistics.)

What Your Kindergartner Needs to Know

Updated with new material, this must-have guide,

established by the Core Knowledge Foundation, outlines the elements a parent or educator should look for in a good kindergarten program and introduces activities that can help children take their first steps in learning to read and write. Original.

How Good People Make Tough Choices Rev Ed

This insightful and brilliant analysis of ethics teaches readers valuable skills in evaluating tough choices and arriving at sound conclusions. "A thought-provoking guide to enlightened and progressive personal behavior." —Jimmy Carter An essential guide to ethical action updated for our challenging times, How Good People Make Tough Choices by Rushworth M. Kidder offers practical tools for dealing with the difficult moral dilemmas we face in our everyday lives. The founder and president of the Institute for Global Ethics, Dr. Kidder provides guidelines for making the important decisions in situations that may not be that clear cut—from most private and personal to the most public and global. Former U.S. senator and NBA legend Bill Bradley calls How Good People Make Tough Choices "a valuable guide to more informed and self-conscious moral judgments."

The Challenger Sale

Since its debut, Policy Paradox has been widely acclaimed as the most accessible policy text available.

Willpower

The Alpha Book will explain the traits of an alpha, including charisma, the process of making strong and rightful decisions, how to best communicate with others at multiple levels, and how to turn your daily actions into fruitful prospects. Each of these traits is going to be explained in separate chapters, followed by examples of how to develop them in a creative way and apply them in your day-to-day activities.

Scarcity

This work on strategic decision making focuses on multi-objective decision analysis with spreadsheets

Making Tough Decisions Well and Badly

4LTR Press solutions give students the option to choose the format that best suits their learning preferences. This option is perfect for those students who focus on the textbook as their main course resource. Extensively revised and reorganized, OM6 content includes a new integrative case that moves from chapter to chapter 35 related questions; a new treatment of value chain networks; greater emphasis on supply chain design; an all-new chapter devoted to supply chain management and logistics; and many new feature boxes and cases. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

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