

DECISIVE

HOW TO MAKE BETTER CHOICES IN LIFE AND WORK



CHIP HEATH & DAN HEATH

THE BESTSELLING AUTHORS OF *SWITCH* AND *MADE TO STICK*

Decisive How To Make Better Choices In Life And Work

Jonathan Brill



Decisive How To Make Better Choices In Life And Work:

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

SUMMARY - Decisive: How To Make Better Choices In Life And Work By Chip Heath And Dan Heath Shortcut Edition, 2021-06-10 Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes By reading this summary you will learn how to stop falling into the traps that lead you to make bad decisions You will also learn to broaden your perspectives confront your assumptions with reality take distance prioritize your priorities Chip and Dan Heath have developed an effective methodology to help you see opportunities and avoid falling into your usual ways Point by point they detail and analyze common blocking situations and propose relevant alternatives With *How to make the right choices* you will never again be powerless in your decision making On the contrary you will feel in full possession of your means to seize the best opportunities in the professional and private fields Buy now the summary of this book for the modest price of a cup of coffee

SUMMARY Edition Shortcut (author), 1901 **The Psychoanalysis of Career Choice, Job Performance, and Satisfaction** Paul Marcus, 2017-01-20 Freud said that love and work are the central therapeutic goals of psychoanalysis the twin pillars for a sound mind and for living the good life While psychoanalysis has masterfully contributed to understanding the experience of love it has only made a modest contribution to understanding the psychology of work This book is the first to explore fully the psychoanalysis of work analysing career choice job performance and job satisfaction with an eye toward helping people make wiser choices that bring out the best in themselves their colleagues and their organization The book addresses the crucial questions concerning work how does one choose the right career what qualities contribute to

excellence in performance how best to implement and cope with organizational change and what capacity and skills does one need to enjoy every day work Drawing on psychoanalytic thinking vocational counseling organizational psychology and business studies The Psychoanalysis of Career Choice Job Performance and Satisfaction will be invaluable in clinical psychoanalytic work as well as for mental health professionals scholars career counselors and psychologists looking for a deeper understanding of work based issues

Corporate Innovation Donald F. Kuratko, Michael G. Goldsby, Jeffrey S. Hornsby, 2025-01-29 Whether you want to become a successful innovator within your organization or develop an environment that spawns an innovative mindset Corporate Innovation 2nd edition can be helpful to you Accomplished entrepreneurs create successful new ventures and implement them successfully To do this consistently takes a blend of entrepreneurship creativity innovation and knowing how to make teams work effectively The concepts behind corporate innovation mirror many of these same principles This revised edition will help you develop an understanding of an innovative organization the specific processes involved in corporate innovation and how to assess your organization's readiness for entrepreneurial activity and innovation It will help you learn how to get more ideas successfully to market and how to write effective innovation plans for the implementation of innovative ideas As opposed to simply entrepreneurship or technology entrepreneurship the principal focus of this book is new product and service innovations developed inside existing organizations What distinguishes structures for innovation from the processes for innovation will be explored The corporate innovation process chapter examines the various stage gate and other non linear models in the new product development literature Finally since it is about disruption in today's industries we explore the outcomes that are being accelerated and specify the kinds of metrics that are involved Corporate Innovation 2nd edition helps you to understand innovation by explaining the four stages of the innovation process how to improve your skills in the innovation process and unleash your personal innovative abilities In addition you will find ways to assess the organization's attitudes toward innovation giving you insights into how to diagnose creative and innovative performance barriers in the organization Essential reading for students of corporate innovation corporate ventures corporate strategy or human resources this book also speaks to the specific needs of active managers charged with the expectation of enhancing the innovative prowess of their organization Instructors outlines lecture slides and a test bank round out the ancillary online resources for this title

Project Management Basics Melanie McBride, 2016-08-12 Learn step by step instructions for managing any project in a clean sequence of five classic phases initiating planning executing releasing and closing This book sets out clearly and engagingly which tasks need to be done and when how and why they need to be done Each chapter on one of the five phases walks you through all the steps in that phase's workflow which are laid out in a checklist attached to the chapter The checklists are graphically supplemented by flow charts and swim lane diagrams The master checklist serves as a map and tool for project managers to use in the real world to run projects and keep them on track Senior project manager and PM mentor Melanie McBride

understands the predicament of beginning and junior project managers You're at the edge of a tornado bombarded by overly excited people offering you a Mission Impossible Everywhere you look there are cool shiny things swirling around your head the earnest coworker telling you to go agile the software package promising a turnkey collaboration solution the PMO with an arm long list of required processes So how do you avoid getting whacked in the head by that airborne Mac truck of a customer commit Oh and what exactly do you need to do to get those flying monkeys to shut up Project Management Basics slips the spinning project manager into the eye of the storm where things are quiet and it's easy to figure out what to do next using the author's detailed checklists and hard headed advice She shows that project management doesn't have to be a chaotic hot mess leaving you with an egg beater hairdo With McBride's book and checklists in hand even first time project managers can pull off controlled flying monkey free projects What You Will Learn See the essential duties of a project manager Master the project management life cycle in five phases Discover the what when how and why of PM tasks presented in detailed steps Leverage checklists for optimum efficiency and throughput Adapt workflow controls to low PM organizations Enhance PM with vogue methodologies without obscuring the basics Who This Book Is For Beginning and junior project managers seeking a concise authoritative guide to the basics of project management together with checklists flow charts and swim lane diagrams for immediate use in real world projects Flourishing in Life, Work and Careers Ronald J. Burke, Kathryn M. Page, Cary L. Cooper, 2015-02-27 Happiness in one aspect of our life can positively impact our satisfaction within other domains of our life The opposite also rings true Today's generation of working people have often been called the generation who want it all But can we really **You're the Leader. Now What?** Richard Winters, 2022-09-06 In You're the Leader Now What Richard Winters Mayo Clinic emergency physician and director of leadership development explores the dangers of embracing the role of heroic expert in making decisions Instead of telling everyone what to do you'll develop management leadership that responds effectively to emerging challenges and threats while reducing employee burnout and boosting satisfaction **The Age of Choice** Sophia Rosenfeld, 2025-02-04 A history of the rise of personal choice in the modern world and how it became equated with freedom Taking readers from the seventeenth century to today Rosenfeld describes how the early modern world witnessed the simultaneous rise of shopping as an activity and religious freedom as a matter of being able to pick one's convictions 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 **Decisive by Chip and Dan Heath** ,2016 **Talking Book Topics** ,2014

Rogue Waves: Future-Proof Your Business to Survive and Profit from Radical Change Jonathan Brill,2021-08-17 An actionable framework for driving change Adam Grant Will the next rogue wave sink your ship or will you choose to profit from it At this moment rogue waves are forming under your business Emerging technologies changing demographics the data economy automation and other trends the undercurrents of radical systemic change are crashing into each other When they converge they ll produce sea changes that sink companies and wash away entire industries overnight If your competitor can t ride out the next wave and you can you win In Rogue Waves Jonathan Brill a renowned expert on resilient growth and decision making under uncertainty shows you how to prepare your business to survive and thrive through the most radical upheavals Drawing on years of experience as a Fortune 500 innovation executive advisor and entrepreneur Brill delivers a practical action plan to Identify and capitalize on the 10 economic technological and social trends that will collide to reshape your business Turn sudden threats into outsized opportunities Create a culture of entrepreneurship and experimentation Build and scale leadership skills and processes to supercharge your company s agility and adaptability This must read survival guide provides the predictive tools you need to take advantage of randomness turn chaos into profit and set your company on the course for long term success Resilience is your new strategy for growth [The Writers Directory](#) ,2013

Personality at Work: The Drivers and Derailers of Leadership Ronald Warren,2017-02-24 An Evidence Based Approach to Personality and Leadership A leader s bullying and constant dismissal of his team s concerns nearly take down an entire company and the global financial system The U S Government has to provide a 182 billion bailout A new CEO transforms a near bankrupt auto company and its infamously competitive culture becomes more collaborative and thrives making it the only auto manufacturer to not take bailout funds These stories share a truth Each leader s personality set the course of their company s future We all know that IQ education knowledge and technical skills are essential for professionals but they alone are insufficient for effective leadership Who you are as a person your personality and character drives leadership performance and determines who thrives and who fails In Personality at Work psychologist Ron Warren lays out the key personality traits that drive high performance and the common traits that derail it Warren clusters closely related

traits into four dimensions of behavior Teamwork Social Intelligence Deference Dominance Grit Task Mastery Each cluster is broken down into personality traits 13 in all Personality at Work draws from research using the renowned LMAP 360 with 20 000 leaders and 250 000 360 feedback raters An assessment used at organizations around the world LMAP 360 is used at Harvard Business School Yale School of Management Underwriter Laboratories BearingPoint Deloitte Teach for America Clayton Homes and more than 35 hospital systems throughout the United States Personality at Work integrates research on personality and performance teamwork communications judgment and decision making You will learn how to Recognize your own personality patterns and those of colleagues Understand the links between personality leadership and organizational effectiveness Turn insights into action leading with Grit and EQ to drive individual and team performance □□□□□□ Heath & Dan Heath Chip,2024-03-29 Traditional Chinese edition of Decisive How to Make Better Choices in Life and Work

Summary: Decisive BusinessNews Publishing,2014-10-28 The must read summary of Chip Heath and Dan Heath s book Decisive How to Make Better Choices in Life and Work This complete summary of the ideas from Chip Heath and Dan Heath s book Decisive reveals the reasons behind why people make bad decisions In their book the authors explain that these decisions come from four common biases which influence the ultimate decision This summary explains each of these biases and also provides a strategy for overcoming these obstacles and making better decisions Added value of this summary Save time Understand key concepts Expand your knowledge To learn more read Decisive and find out how you can ensure you always make the right decision How to Make Better Choices in Life and Work Evelyn Lozada,2023-02-10 Making better decisions has never been easier with this revolutionary book Discover the vital steps to taking control of your life and achieving your fullest potential With a tried and true approach this book guides you through the process of improving your decision making abilities From figuring out what your goals and values are to analysing potential outcomes and gathering the right information this book will be your source for clearly understanding and applying essential tips and suggestions to life and work Make wise decisions exercise your sound judgement and strive for success unlock the power of self improvement today with this essential guide The book How to Make Better Choices in Life and Work falls under the categories of self help personal development and decision making It provides readers with practical advice and strategies on how to make better decisions in their life and work It covers topics such as goal setting problem solving critical thinking and effective communication The book also includes tips and techniques on how to make better decisions in a variety of situations such as when making a career change investing in stocks or determining the best course of action for a particular problem The book provides readers with the knowledge and tools to make better choices in life and work **Redefining Manhood** Conrad Riker,101-01-01 Reclaim Your Power The Blueprint for Modern Masculinity Are you tired of the mixed messages society sends about masculinity Do you feel lost in a world that seems to demonize traditional male strengths Are you ready to embrace your true potential as a man Inside this book you will Discover the true definition of leadership and how to apply it

in your life Learn how to take responsibility for your actions and decisions with confidence Understand the mind body connection and use it to heal from within Navigate modern challenges with timeless wisdom and practical techniques Reclaim your masculinity in a world that often misunderstands it Explore the role of spirituality in personal healing and growth Build strong meaningful relationships based on traditional values Challenge the status quo and find your true purpose as a man If you want to redefine what it means to be a man in today s world buy this book today **Decision Making** Chad Allan,2022-07-16 Decisions Always Make Or Break The Situation That You Are In Manage How You Decide On Every Situation You Are Faced With In Order To Quickly Move Forward In Life You Can Avoid Having Any Regrets When You Start Making The Correct Decisions With The Help Of This Book Decisions Are Not Always Easy You Can Either Stay Stuck At A Crossroads In Your Life Without Deciding Or You Can Move Forward With Your Life By Being In Control And Making Sure You Make The Right Decisions It s A Good Thing There Are Techniques On How To Become More Decisive And Make The Correct Decisions The Chapters Describe Key Techniques Of Decision Analysis Including Cognitive Biases And Prospect Theory Heuristics Probability And Expected Value Game Theory Prediction Markets Brainstorming And Groupthink Black Swan Events If You re Feeling Overwhelmed Under Pressure And Indecisive DECISIONS Offers A Simple Practical Solution Here s How To Make Better Personal And Professional Decisions To Create A Truly Rewarding Life Make A Life Changing Decision Today Get Your Copy NOW To Radically Improve Your Thinking And Dramatically Increase Your Success

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