Judgment and Decision Making

Decision Analysis for Management Judgment

The unique first edition is the only book on the market that delivers a contemporary synthesis of both psychology and accounting literature related to judgment and decision making. Judgment and Decision Making in Accounting is structured around an innovative framework that provides a unique way of thinking about JDM projects and organizing JDM research. Developed based on many years of teaching and research on accounting JDM, this unique framework succinctly describes the key issues in accounting JDM research, enabling readers to more quickly articulate the vast material related to these issues. The framework also provides a basis to help readers evaluate their own current JDM research ideas, as well as generate further research questions.

HBR's 10 Must Reads on Making Smart Decisions (with featured article "Before You Make That Big Decision" by Daniel Kahneman, Dan Lovallo, and Olivier Sibony)

Explore decision making in organizations, highlighting the roles of incentive, conflict, power and politics.

Negotiator Cognition

Negotiation Cognition is unique in its breadth of coverage of decision analysis methods. It covers both the psychological problems that are associated with unaided managerial decision making and the decision analysis methods designed to overcome them. It is presented and explained in a clear, straightforward manner without using mathematical notation. This latest edition has been fully revised and updated and includes a number of changes to reflect the latest developments in the field.

Managerial Judgement and Strategic Investment Decisions

Professional judgement and decision making are central to social work, both in everyday professional practice and in public perceptions of social work as a profession. This book examines key issues that are relevant today. The chapters cover child protection, mental health, and elder care settings in Europe, Australia and Canada. They discuss organisational and cultural contexts for professional judgement; the role of experience in the development of expertise and professional decision; understanding variability in decision making; and the role of legal frameworks in decision making. This book will enable practitioners, managers, policy makers, and researchers to appreciate the complexities of professional judgement and decision making in different social work settings and to apply this understanding to their own practice. This book was originally published as a special issue of the Journal of Social Work Practice. The book is linked to cengage Textbook in Social Work Practice: Current Issues, which examines key debates around the understanding of risk in contemporary social work practice.

Managerial Judgement and Strategic Investment Decisions

Policy-capturing models, data-based aids, expert systems and decision analysis are the main decision-making techniques introduced here, with attention to their methodological bases and practical evaluation.

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Thinking, Fast and Slow

Over the past ten years, there has been growing interest in the process of strategic decision-making among both managers and researchers. Strategic decisions are important for many reasons: they are large-scale, risky and hard to reverse; they are a bridge between deliberate and emergent strategies; they can be a major source of organizational learning; they play an important part in the development of individual managers and they can access functions and academic disciplines. Strategic Decisions summarizes the current state of the art in research on strategic decision-making, with chapters prepared by leading strategy researchers. The editors also present implications for current application and proposal alterations for future research.

Managerial Decision Making Leadership

Fair-Flute Strategy

Cognitive and experimental in design, it explains decision making by having the reader respond to many decision items. Early chapters offer the opportunity to examine individual judgment and later ones provide a variety of interpersonnal context that can affect judgment. This edition features a new chapter on fairness, ethics and social comparison processes in decision making. (Q10 items and examples have been updated.

The Power of Noticing

Your guide to making better decisions Despite the dizzying amount of data at our disposal today—and an increasing reliance on analytics to make the majority of our decisions—many of our most critical choices still come down to human judgment. This fact is fundamental to organizations whose leaders must often make crucial decisions: to do this they need the best available insights. In Judgment Calls, authors Tom Davenport and Brad Mav经济社会 share twelve stories of organization that have successfully tapped their data assets, diverse perspectives, and deep knowledge to build an organizational decision-making capability—a competence they say can make the difference between success and failure. This book introduces readers to the simple, but potentially powerful, process of replacing intuition with data-driven judgment, and demonstrates how analytics can be used to measure and improve judgment. Each chapter tells a unique story of the dilemmas and its ultimate resolution, bringing into high relief one key to the power of collective judgment. Individually, these stories inspire and instruct; together, they form a model for building an organizational capacity for broadly based, knowledge-intensive decision-making. You've read The Wisdom of Crowds and Competing on Analytics. Now read Judgment Calls. You, and your organization, will make better decisions.

Professional Judgement and Decision Making in Social Work

Never HIGHLIGHT A Book Again Includes all the topical, concepts, persons, places, and events. Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 Textbook Specific. Accompaniments: 9780758238735. This item is printed on demand.

Studyguide for Judgment in Managerial Decision Making by Bazerman

This book, in honor of Daniel Mochizuki, is about social decisions and the role cooperation plays in social life. Noted contributors who worked with Dave over the years will discuss their work in social judgment, decision making and ethics which was so important to Dave. The book offers a unique and valuable contribution to the fields of social psychology and organizational behavior. Ethical decision making, a central focus of this volume, is highly relevant in current scholarship and research in both disciplines. The volume will be suitable for graduate level courses in organizational behavior, social psychology, business ethics, and sociology.

Studyguide for Judgment in Managerial Decision Making by Bazerman, Max H.

Author is a leading theorist in negotiation and decision-making.

Judgment in Managerial Decision Making

This book presents the findings from a large-scale organizational project funded by CIMA. The project aimed to survey senior management accountants working across a range of organisations and industries with a unique focus on the behavioural side of decision making, the use of managerial judgement. Previous capital budgeting surveys have tended to focus on the quantitative evaluation tools and techniques used for project appraisal. This study was broader in that it asked about every stage of the strategic investment decision (SID) process, from initiation to post implementation review, and how different managers were involved at different stages of the process. The focus is on how decision judgements are made. Explains Strategic Investment Decisions (SIDs) clearly to management accountants who are expected to be involved in decision making processes • Covers all stages of the SID process, the types of SID and how multiple managers participate in the process • Will help organisations benchmark their own SID practice


Negotiation and decision-making expert Max Bazerman explores how we can make more ethical choices by aspiring to be better, not perfect. Every day, you make hundreds of decisions. They're largely personal, but those choices have an ethical wrinkle as well; they value certain principles and ends over others. Bazerman argues that we can balance both dimensions—and we won't feel perfectly right in making a real difference for ourselves and the world. Better, Not Perfect provides a deeply researched, prescriptive roadmap for how to maximize our pleasure and minimize our pain. Bazerman shares a framework to be smarter and more efficient, honest and aware—to achieve your maximum sustainable goodness. "In Part Two, he identifies four training grounds to practice these newfound skills for unethical impact: how you think about equality and your values—how you get from status to corporate success; how you change your time and your approach to giving—whether your attention or your money. Ready to nudge yourself toward better, Part Three trains your eye on how to create what you've learned and positively influence others. Molding philosophy and psychology as never before, this down-to-earth guide will help clarify your goals, exist in your doing more good with your limited time on the planet, and see greater satisfaction in the process.

Managerial Decision Making

From the Nobel Prize-winning author of Thinking, Fast and Slow and the coauthor of Nudge, a revolutionary exploration of how you can make more ethical choices by aspiring to be better, not perfect. Every day, you make hundreds of decisions. They're largely personal, but those choices have an ethical wrinkle as well; they value certain principles and ends over others. Bazerman argues that we can balance both dimensions—and we won't feel perfectly right in making a real difference for ourselves and the world. Better, Not Perfect provides a deeply researched, prescriptive roadmap for how to maximize our pleasure and minimize our pain. Bazerman shares a framework to be smarter and more efficient, honest and aware—to achieve your maximum sustainable goodness. "In Part Two, he identifies four training grounds to practice these newfound skills for unethical impact: how you think about equality and your values—how you get from status to corporate success; how you change your time and your approach to giving—whether your attention or your money. Ready to nudge yourself toward better, Part Three trains your eye on how to create what you've learned and positively influence others. Molding philosophy and psychology as never before, this down-to-earth guide will help clarify your goals, exist in your doing more good with your limited time on the planet, and see greater satisfaction in the process.

Judgment and Decision-Making Research in Accounting and Auditing

This book presents the findings from a cross-sectional survey funded by CIMA. The project aimed to survey senior management accountants working across a range of organisations and industries with a unique focus on the behavioural side of decision making, the use of managerial judgement. Previous capital budgeting surveys have tended to focus on the quantitative evaluation tools and techniques used for project appraisal. This study was broader in that it asked about every stage of the strategic investment decision (SID) process, from initiation to post implementation review, and how different managers were involved at different stages of the process. The focus is on how decision judgements are made. Explains Strategic Investment Decisions (SIDs) clearly to management accountants who are expected to be involved in decision making processes • Covers all stages of the SID process, the types of SID and how multiple managers participate in the process • Will help organisations benchmark their own SID practice

Studyguide for Judgment in Managerial Decision Making by Bazerman

Organizational behavior. Ethical decision making, a central focus of this volume, is highly relevant in current scholarship and research in both disciplines. The volume will be suitable for graduate level courses in organizational behavior, social psychology, business ethics, and sociology.

Mindfulness in Organizations

Judgment in Managerial Decision Making, Eighth Edition

The Great Mental Models: General Thinking Concepts

Negotiation and decision-making expert Max Bazerman explores how we can make more ethical choices by aspiring to be better, not perfect. Every day, you make hundreds of decisions. They're largely personal, but those choices have an ethical wrinkle as well; they value certain principles and ends over others. Bazerman argues that we can balance both dimensions—and we won't feel perfectly right in making a real difference for ourselves and the world. Better, Not Perfect provides a deeply researched, prescriptive roadmap for how to maximize our pleasure and minimize our pain. Bazerman shares a framework to be smarter and more efficient, honest and aware—to achieve your maximum sustainable goodness. "In Part Two, he identifies four training grounds to practice these newfound skills for unethical impact: how you think about equality and your values—how you get from status to corporate success; how you change your time and your approach to giving—whether your attention or your money. Ready to nudge yourself toward better, Part Three trains your eye on how to create what you've learned and positively influence others. Molding philosophy and psychology as never before, this down-to-earth guide will help clarify your goals, exist in your doing more good with your limited time on the planet, and see greater satisfaction in the process.

Fad-Free Strategy

Decision making. Quiz items and examples have been updated.