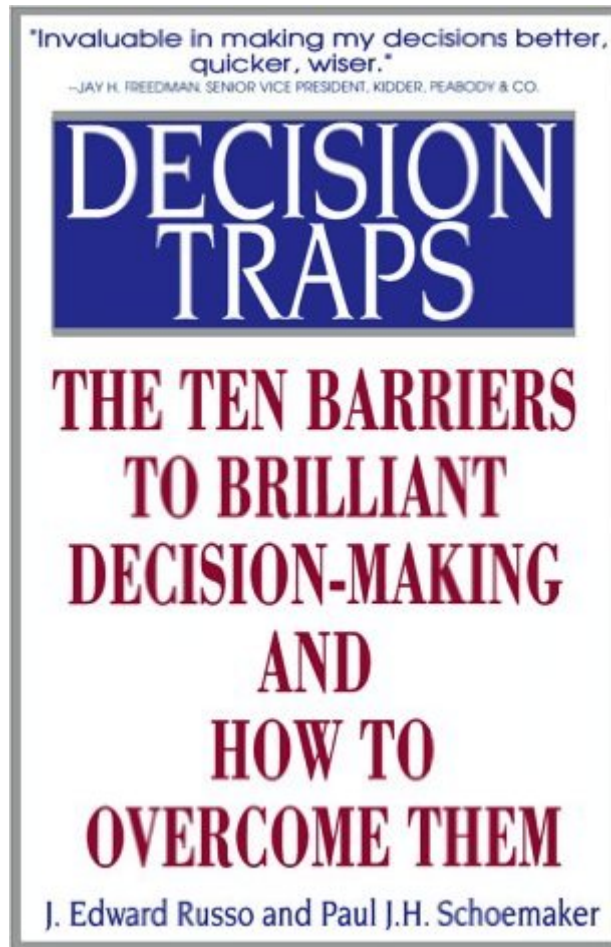


The book was found

Decision Traps: The Ten Barriers To Decision-Making And How To Overcome Them



Synopsis

Two experts in business management show how to avoid the ten common pitfalls that ensnare decision makers. The very latest research in the fields of business and psychology has been distilled into practical training methods that will save readers from ever making a bad decision again.

Book Information

Paperback: 304 pages

Publisher: Fireside; Reprint edition (October 15, 1990)

Language: English

ISBN-10: 0671726099

ISBN-13: 978-0671726096

Product Dimensions: 8.4 x 5.5 x 0.8 inches

Shipping Weight: 11.2 ounces

Average Customer Review: 4.5 out of 5 stars [See all reviews](#) (20 customer reviews)

Best Sellers Rank: #294,733 in Books (See Top 100 in Books) #12 in [Books > Business & Money > Business Culture > Health & Stress](#) #753 in [Books > Business & Money > Skills > Decision Making](#) #880 in [Books > Business & Money > Management & Leadership > Decision-Making & Problem Solving](#)

Customer Reviews

Despite this book having been published nearly two decades ago, an executive-level colleague at my office urged our team to read this book. Good advice stands the test of time. On reading the book, I agree--this has much good, common sense and sound insight to offer, although I had to wonder at much more recent studies I've read that advise something quite the opposite from what Russo and Schoemaker encourage. That is, take the time to consider the parameters of making good decisions. Taking the time, however, is not what I've been reading in much more recently published books like Malcolm Gladwell's "Blink: The Power of Thinking Without Thinking," which basically states that we need to tap into our inner wisdom, that storehouse of all the experience and observation we've accumulated over a lifetime (the longer the lifetime, presumably, the more wisdom stored), trust it, and make the "snap judgments" that actually hold up to often be our best decisions. Fascinating. Looking back on my own span of a lifetime, my best and worst decisions, I have to lean toward "Blink." That inner voice of wisdom does know. It is when I have ignored its red flags waving that I have made my worst decisions. And paid heavily for it. That said, I tend to be cynical about any idea that leans too heavily one way or the other. Fads are based on swinging

pendulums. The truth tends to be a balance of varied ideas and common ground, and in this, "Decision Traps" appeals to me. Russo and Schoemaker do not disparage the value of making the occasional off-the-cuff decision. There are those times that over thinking something, over analyzing, too much brain over heart (i.e.

[Download to continue reading...](#)

Decision Traps: The Ten Barriers to Decision-Making and How to Overcome Them Ultimate Book of Traps for Minecraft: Unbelievable Secrets and Ideas on how to Create and Avoid Traps You Couldn't Imagine Before! Works on Mobs and Players! MINECRAFT: Traps Handbook Edition: Minecraft Secrets (Unofficial Minecraft Traps Guide) (Ultimate Minecraft Secrets Handbook) Adrenal Fatigue: Overcome Adrenal Fatigue Syndrome With The Adrenal Reset Diet. How To Reduce Stress, Anxiety And Boost Energy Levels And Overcome Adrenal Fatigue Syndrome Essential Spices and Herbs: Discover Them, Understand Them, Enjoy Them Wildlife Watcher Guide: Animal Tracking - Photography Skills - Fieldcraft - Safety - Footprint Identification - Camera Traps - Making a Blind - Night-time Tracking What's Your Decision?: How to Make Choices with Confidence and Clarity: An Ignatian Approach to Decision Making A Woman in the House (and Senate): How Women Came to the United States Congress, Broke Down Barriers, and Changed the Country The Speed of Sound: Breaking the Barriers Between Music and Technology: A Memoir Break Out!: 5 Keys to Go Beyond Your Barriers and Live an Extraordinary Life Same Side Selling: A Radical Approach to Break Through Sales Barriers The Invisible Wall: A Love Story That Broke Barriers Gandhi (Breaking Barriers) The Simplicity Cycle: A Field Guide to Making Things Better Without Making Them Worse Forever Fat Loss: Escape the Low Calorie and Low Carb Diet Traps and Achieve Effortless and Permanent Fat Loss by Working with Your Biology Instead of Against It Diez deditos de las manos y Diez deditos de los pies / Ten Little Fingers and Ten Little Toes bilingual board book (Spanish and English Edition) Ten Little Fingers and Ten Little Toes lap board book Ten Lies and Ten Truths (Hudson, Parker) A More Perfect Ten: Writing and Producing the Ten-Minute Play The Ten-Year Turnaround: Transform Your Personal Finances and Achieve Financial Freedom in The Next Ten Years

[Dmca](#)