

GETTING IT

RIGHT

THE FIRST TIME



# WINNING DECISIONS

J. EDWARD RUSSO & PAUL J. H. SCHOEMAKER

# Winning Decisions Getting It Right The First Time

**Vikram Mansharamani**



## **Winning Decisions Getting It Right The First Time:**

Winning Decisions J. Edward Russo, Paul J.H. Schoemaker, 2001-12-26 Business revolves around making decisions often risky decisions usually with incomplete information and too often in less time than we need Executives at every level in every industry are confronted with information overload less leeway for mistakes and a business environment that changes rapidly In light of this increased pressure and volatility the old fashioned ways of making decisions depending on intuition common sense and specialized expertise are simply no longer sufficient Distilling over thirty years of groundbreaking research Winning Decisions written by two seasoned business advisers and world leaders in behavioral decision studies is a comprehensive one of a kind guide to the proven methods of making critical business decisions confidently quickly and correctly Decision making is a business skill which managers often take for granted in themselves and others but it is not as easy as some might think The authors whose expertise has been sought out by over a hundred companies including Arthur Andersen Hewlett Packard IBM and Unilever contend that decision making like any other skill must be developed and honed if it is to be used effectively Winning Decisions offers step by step analyses of how people typically make decisions and provides invaluable advice on how to improve your chances of getting your next big decision right the first time The book is packed with worksheets tools questionnaires case studies and anecdotes analyzing major decisions made by organizations like British Airways NASA Shell Oil and Pepsi Some of the proven straightforward techniques covered in Winning Decisions include how to Reframe issues to ensure that the real problem is being addressed Improve the quality and quantity of your options Convert expert yet conflicting opinions into useful insights Make diversity of views and conflict work to your advantage Foster efficient and effective group decision making Learn from past decisions your own and those of others With Winning Decisions managers and other professionals now have access to a proven set of skills and strategies they need for making the right decision right away Summary: Winning Decisions BusinessNews Publishing, 2014-11-12 The must read summary of J Edward Russo and Paul Schoemaker's book Winning Decisions Getting It Right the First Time This complete summary of the ideas from J Edward Russo and Paul Schoemaker's book Winning Decisions shows that in order to make effective business decisions you need a decision making process that is structured sound and consistent In their book the authors present a four stage process for making decisions that will help you to envision the problem as a whole and make the right decision that will be beneficial in both the present and the future This summary also highlights the importance of learning from the effects of each decision you make in order to constantly improve your skills Added value of this summary Save time Understand key concepts Expand your decision making skills To learn more read Winning Decisions and find out how you can make the right decisions every time The Executive's Guide to Information Technology John Baschab, Jon Piot, 2007-07-13 Praise for the The Executive's Guide to Information Technology This book is important reading It offers practical real world insight and pragmatic no nonsense approaches for people who have a stake in corporate IT Lynda

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*Summary: Winning Decisions* BusinessNews Publishing, 2014-11-12 The must read summary of J Edward Russo and Paul Schoemaker s book *Winning Decisions Getting It Right the First Time* This complete summary of the ideas from J Edward Russo and Paul Schoemaker s book *Winning Decisions* shows that in order to make effective business decisions you need a decision making process that is structured sound and consistent In their book the authors present a four stage process for making decisions that will help you to envision the problem as a whole and make the right decision that will be beneficial in both the present and the future This summary also highlights the importance of learning from the effects of each decision you make in order to constantly improve your skills Added value of this summary Save time Understand key concepts Expand your decision making skills To learn more read *Winning Decisions* and find out how you can make the right decisions every time

*Bending the Law of Unintended Consequences* Richard M. Adler, 2020-02-10 This title provides managers executives and other professionals with an innovative method for critical decision making The book explains the reasons for decision failures using the Law of Unintended Consequences This account draws on the work of sociologist Robert K Merton psychologists Amos Tversky and Daniel Kahneman and economist Herbert Simon to identify two primary causes cognitive biases and bounded rationality It introduces an innovative method for test driving decisions that addresses both causes by combining scenario planning and what if simulations This method enables

professionals to learn safely from virtual mistakes rather than real ones It also provides four sample test drives of realistic critical decisions as well as two instructional videos to illustrate this new method This book provides leaders and their support teams with important new tools for analyzing and refining complex decisions that are critical to organizational well being and survival

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**Boombustology** Vikram Mansharamani, 2019-04-23. The new, fully updated edition of the respected guide to understanding financial extremes, evaluating investment opportunities, and identifying future bubbles. Now in its second edition, *Boombustology* is an authoritative, up-to-date guide on the history of booms, busts, and financial cycles. Engaging and accessible, this popular book helps investors, policymakers, and analysts navigate the radical uncertainty that plagues today's uncertain investing and economic environment. Author Vikram Mansharamani, an experienced global equity investor and prominent Harvard University lecturer, presents his multi-disciplinary framework for identifying financial bubbles before they burst. Moving beyond the typical view of booms and busts as primarily economic occurrences, this innovative book offers a multidisciplinary approach that utilizes microeconomic, macroeconomic, psychological, political, and biological lenses to spot unsustainable dynamics. It gives the reader insights into the dynamics that cause soaring financial markets to crash. Cases studies range from the 17th Century Dutch tulip mania to the more recent US housing collapse. The numerous cross-currents driving today's markets—trade wars, inverted yield curves, currency wars, economic slowdowns, dangerous debt dynamics, populism, nationalism, as well as the general uncertainties in the global economy—demand that investors, policymakers, and analysts be on the lookout for a forthcoming recession, market correction, or worse. An essential resource for anyone interested in financial markets, the second edition of *Boombustology* adopts multiple lenses to understand the dynamics of booms, busts, bubbles, manias, crashes. Utilizes the common characteristics of past bubbles to assist in identifying future financial extremes. Presents a set of practical indicators that point to a financial bubble, enabling readers to gauge the likelihood of an unsustainable boom. Offers two new chapters that analyze the long-term prospects for Indian markets and the distortions being caused by the passive investing boom. Includes a new foreword by James Grant, legendary editor of *Grant's*

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