

THE ART OF HIGH-STAKES DECISION-MAKING

tough calls in a speed-driven world

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Art Of High Stakes Decision Making Tough Calls In A Speed Driven World

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Art Of High Stakes Decision Making Tough Calls In A Speed Driven World:

The Art of High-Stakes Decision-Making J. Keith Murnighan, John C. Mowen, 2001-10-25 A highly readable guide with a method for avoiding mistakes when making decisions that will affect the future of your business The Art of High Stakes Decision Making takes readers to the most important crossroads in business with dozens of real life scenarios Engaging you are there stories teach how to focus on the core issues involved in high stakes decision making The authors share powerful tools for cutting through the psychological and emotional barriers to making the best decisions Each chapter concludes with a set of fundamental principles for successfully navigating each stage of the SCRIPTS method an acronym that outlines a seven step process for making tough choices under the gun J Keith Murnighan PhD Evanston IL is the Harold H Hines Jr Distinguished Professor of Risk Management at the Kellogg Graduate School of Management at Northwestern University John C Mowen PhD Stillwater OK is Regents Professor and Noble Chair of Marketing Strategy at Oklahoma State University s College of Business Administration

The Manager'S Handbook Dr. Ambrose E. Edebe MBA PhD, 2014-07-29 THE MANAGERS HANDBOOK Proven solution to the people problems you face on the job in an easy Question and Answer format Youll see exactly how to Respond effectively to any type of employee complaint Attract the best possible workers to your team and keep them motivated Develop a positive two way rapport with your boss and other supervisors Communicate clearly and persuasively whether you are speaking to someone or writing a report or memo Turn the table on office politics Dish out discipline when necessary without turning off employees Focusing squarely on the people handling skills that can make or break any supervisor this Handbook provides you with quick help for tough day to day problems

Handbook of Leadership Theory and Practice Nitin Nohria, Rakesh Khurana, 2010-01-26 Scores of books and articles have been written in the popular press and mainstream marketplace about leadership who leaders are what they do and why they matter Yet in academia there is a dearth of rigorous research journal articles or doctoral programs focused on leadership as a discipline Why do top business schools espouse mission statements that promise to educate the leaders of the future yet fail to give leadership its intellectual due The Handbook of Leadership Theory and Practice seeks to bridge this disconnect Based on the Harvard Business School Centennial Colloquium Leadership Advancing an Intellectual Discipline and edited by HBS professors Nitin Nohria and Rakesh Khurana this volume brings together the most important scholars from fields as diverse as psychology sociology economics and history to take stock of what we know about leadership and to set an agenda for future research More than a means of getting ahead and gaining power leadership must be understood as a serious professional and personal responsibility Featuring the thinking of today s most renowned scholars the Handbook of Leadership Theory and Practice will be a catalyst for elevating leadership to a higher intellectual plane and help shape the research agenda for the next generation of leadership scholars

Handbook of Decision Making Goktug Morcol, 2006-11-01 Handbook of Decision Making includes the wisdom of the long theological and philosophical traditions of human society as

well as a systematic exploration of the implications of contemporary evolutionary theories Common patterns in decision making styles are identified as well as the common variations that different contexts may generate The text covers the multiplicity of mainstream decision making styles such as cost benefit analysis and linear programming It also explains alternative and emerging methods such as geographic information systems Q methodology and narrative policy analysis Practical applications are discussed using decision making practices in budgeting public administration and governance drug trafficking and information systems

Encyclopedia of Violence, Peace, and Conflict, 2008-09-05 The 2nd edition of Encyclopedia of Violence Peace and Conflict provides timely and useful information about antagonism and reconciliation in all contexts of public and personal life Building on the highly regarded 1st edition 1999 and publishing at a time of seemingly inexorably increasing conflict and violent behaviour the world over the Encyclopedia is an essential reference for students and scholars working in the field of peace and conflict resolution studies and for those seeking to explore alternatives to violence and share visions and strategies for social justice and social change Covering topics as diverse as Arms Control Peace Movements Child Abuse Folklore Terrorism and Political Assassinations the Encyclopedia comprehensively addresses an extensive information area in 225 multi disciplinary cross referenced and authoritatively authored articles In his Preface to the 1st edition Editor in Chief Lester Kurtz wrote The problem of violence poses such a monumental challenge at the end of the 20th century that it is surprising we have addressed it so inadequately We have not made much progress in learning how to cooperate with one another more effectively or how to conduct our conflicts more peacefully Instead we have increased the lethality of our combat through revolutions in weapons technology and military training The Encyclopedia of Violence Peace and Conflict is designed to help us to take stock of our knowledge concerning these crucial phenomena Ten years on the need for an authoritative and cross disciplinary approach to the great issues of violence and peace seems greater than ever More than 200 authoritative multidisciplinary articles in a 3 volume set Many brand new articles alongside revised and updated content from the First Edition Article outline and glossary of key terms at the beginning of each article Entries arranged alphabetically for easy access Articles written by more than 200 eminent contributors from around the world

Communication in a Civil Society Shelley D. Lane, Ruth Anna Abigail, John Casey Gooch, 2024-03-06 Using the concept of civility as the major theme this fully updated second edition offers a unique and alternative way to teach and learn about communication The book brings together discrete areas that explore the fundamentals of communication and intrapersonal communication interpersonal communication small group communication and public speaking Every chapter includes theories concepts and examples that allow students to use civil and ethical communication skills in their personal relationships in collaboration with colleagues and in giving public speeches and professional presentations This new edition highlights advances in and concepts related to mediated and technology based communication such as chatbots technostress and dating apps and shows how students can engage in civil face to face and mediated interaction Additionally each chapter

includes a real world incident that students are asked to analyze in terms of specific chapter information and skills related to civility Communication in a Civil Society is an ideal textbook for Introduction to Communication Interpersonal Communication and Public Speaking courses Materials for instructors including PowerPoint slides a test bank and an instructor s manual are available at www.routledge.com 9781032513263 **Dealing with Dilemmas** Frank Buytendijk,2010-07-23 Observing how business management is obsessed with analysis and numbers Dealing with Dilemmas shows there is an entire class of problems that cannot be solved by analysis business dilemmas Dilemmas representing a large part of strategic decision making require the opposite approach of analysis synthesis Dealing with Dilemmas shows how popular performance management methodologies can be used in new and previously unexplored ways It authoritatively shows you how your business can move forward strategically in ways previously impossible Shows dangers in current thinking around analytics and performance management Includes practical case examples and interviews with C level executives and government officials world wide both in commercial enterprise and public sector Makes the most nebulous of management processes strategy formulation insightful and links it tightly to strategy execution and performance management Filled with case studies and examples this book reveals how your business can start solving dilemmas and move forward strategically The Shipping Point Peter J. Levesque,2011-06-01 Fascinating insights into the changing supply chain industry in China from leading international experts A fascinating look at the enormous changes taking place in China today as it evolves from global manufacturer to global consumer marketplace The Shipping Point The Rise of China and the Future of Retail Supply Chain Management explores how China s ascension will have a profound impact on the future of retail supply chain management Bringing together the knowledge and expertise of leading supply chain and retail professionals from around the world to illuminate opportunities that are likely to develop over the next decade in China the book is essential reading for anyone working with or looking to better understand how supply chains work Focusing on cutting edge logistics programs processes and technologies that will drive supply chain innovation in the twenty first century the book highlights innovative logistics programs that link the Asia Pacific manufacturing base with international retailers and end consumers Providing real examples of supply chain innovation in the marketplace to clearly illustrate the ideas in action the book explores multi country consolidation in China strategies for greening the supply chain supply chain logistics IT systems contingency planning strategy and much more Explores the programs processes and technologies that will drive supply chain innovation in the years ahead with a particular focus on China Incorporates case studies contributed by retail executives and logistics industry professionals from around the world Highlights innovative logistics programs that link the Asia Pacific manufacturing base with international retailers and end consumers In The Shipping Point international transportation and logistics expert Peter Levesque and a team of contributing authors provide practical expertise and insights into present and future opportunities for consumer retail and supply chain management and what it will take to turn

those opportunities into reality
ambitions Marc Logman, 2011

**Entrepreneurial marketing : a guide for startups and companies with growth
Luc Reyhler: A Pioneer in Sustainable Peacebuilding Architecture** Luc

Reyhler, Arnim Langer, 2020-05-07 This book provides a unique personal perspective on the field of peace research. It not only highlights Luc Reyhler's significant contributions to the theory and praxis of sustainable peacebuilding but also offers important reflections on the evolution of peace research as an independent discipline. The central concept of this book and of Reyhler's academic career for that matter is sustainable peacebuilding architecture. Reyhler introduced this concept in order to draw attention to the architectural principles and considerations that have to be addressed in sustainable peacebuilding processes. Reyhler's work on sustainable peacebuilding architecture has been groundbreaking and has not lost any of its relevance in the twenty-first century. By bringing together Reyhler's seminal texts on sustainable peacebuilding architecture, the current book aims to offer academics, students, and policymakers an essential guide to understanding, studying, and applying this crucial concept. Provides a unique personal view of the development of peace research. Lists the necessary building blocks for sustainable peacebuilding. Offers tools for monitoring and evaluating interventions. Discusses the scientific nature and often provocative findings of peace research. Discusses ten lessons learned and the future of Peace Research. III **Social Psychology and Organizations** David De Cremer, Rolf van Dick, J. Keith

Murnighan, 2011-01-07 This book is one of the first to provide an overview of recent developments in social psychological theory as it applies to organizational issues. It brings together outstanding scholars whose research touches the interfaces of social psychology, IO psychology, and organizational behavior. Social psychology deals with social interactions between individuals and groups. As individuals populate, run, and confuse organizations, analyzing individual behavior and interpersonal interactions is critical for understanding organizational effectiveness and success as well as individual satisfaction and well-being. The chapters in this volume address the critical topics for current and future organizational life, such as prosocial and antisocial behavior, ethics, trust, creativity, diversity, stress, conflict, power, and leadership, and many more. *Organizational Behavior* Fred Luthans, Brett C. Luthans, Kyle W. Luthans, 2021-01-01 Contrary to the common saying "we do what we want you to judge," this new edition of *Organizational Behavior* by its front cover specifically features that this is the 14th edition. It takes an Evidence-Based Approach and, similar to the previous edition, there are now three Luthans authors. This 14th edition is based on the foundation provided by the first mainline text, which has become the classic for the study and understanding of organizational behavior. However, by taking an evidence-based approach, this ensures that even though a classic, this new edition adds the most recent and relevant research to the most extensive up-to-date reference base of any organizational behavior text. By adding the two closely related authors, professor sons, it literally pumps new blood into the sustainability of this classic text. By Fred Luthans. Importantly, Fred has recently been recognized with 1 Lifetime Achievement Award in Organizational Behavior, 2 Top 1% of Citation Count of all researchers in the world, and 3 the 1 most cited author in

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A European Perspective for the Western Balkans Hubert Isak,2007 Analyses the status quo of the process of integration of the Western Balkan countries in the European Union

Principles of Security Management Brian R. Johnson,2005 This book makes an accessible introduction to contemporary management theories and concepts applied to private security Incorporating the latest business and social science research and illustrated throughout with case studies written by experienced security professionals the book provides readers with a comprehensive understanding of what it takes to be an effective security manager in the 21st century Detailed coverage includes the topics of leadership supervision planning and decision making recruitment and selection training motivation performance appraisal discipline and discharge labor relations budgeting and scheduling For managers and leaders in the private security industry and for human resource personnel

Do Nothing! Keith Murningham,2012-08-30 Award winning business professor Keith Murnighan teaches us how doing less will get you more in Do Nothing Would you like to go on holiday without having to check daily that your team is doing its job Can you turn off your phone and your email knowing that everything is under control For most managers this is just a dream But Do Nothing reveals that such a hands off approach is both achievable and highly effective In this compelling and imaginative book award winning business professor Keith Murnighan shows how really successful leaders create a culture of independence and trust Identify the team members who you can rely on then step aside and let them do their jobs With a raft of provocative suggestions ignore performance goals de emphasize profits Do Nothing proves that behaving naturally can work against you Doing less will get you more A compelling analysis Allows leaders to both work less and be better at their craft Robert Cialdini author of Influence This rare book provides a refreshing perspective and tangible advice on leadership that isn t available anyplace else Bob Sutton author of The No Asshole Rule J Keith Murnighan is an award winning professor at the Kellogg School of Management at Northwestern University and an active consultant and trainer for a host of companies around the world His research has been cited in The Wall Street Journal The New York Times The Economist and Forbes He lives in Evanston Illinois

Business □□□□□□□□□□,2003 *Making the Team* Leigh L. Thompson,2008 Integrating theory research and application Making the Team 3e offers leaders managers and executives current and future the most practical up to date research on groups and teams The exciting new third edition of Making the Team A Guide for Managers combines cutting edge theory with the latest research and real world applications It delivers the most current research on groups and teams in a digestible manner An excellent resource for managers at every stage of the game the book

offers insight to help both players and coaches maximize their success *Organizational Behavior and Management* John Ivancevich, Robert Konopaske, Michael Matteson, 2007-02 The author team Ivancevich Konopaske Matteson has examined listened and responded to reviewers instructors and students suggestions on how to continue to make *Organizational Behavior and Management* 8e a more user friendly and application rich introductory OB textbook To accomplish this OBM 8e achieves the difficult goal of preserving its key strengths i e thorough current good balance of research and practice while streamlining its content by removing over 100 pages of readings that are now available on the Web This reduction in page length makes the book more affordable teachable and efficient for students Preserving scholarship while streamlining captures the spirit of what I K M used as the guiding principle while writing OBM 8e **Tijdschrift voor economie en management** ,2007 **FYI** Michael M. Lombardo, 2004

Unveiling the Magic of Words: A Overview of "**Art Of High Stakes Decision Making Tough Calls In A Speed Driven World**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**Art Of High Stakes Decision Making Tough Calls In A Speed Driven World**," a mesmerizing literary masterpiece penned by a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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