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# Judgments Choices And Decisions Wiley Management Series On Problem Solving Decision Making And Strategic Thinking

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The Psychology of Judgment and Decision Making  
 Judgment and Decision Making  
 Social Judgment and Decision Making  
 Judgment and Choice  
 Psychology of Learning and Motivation  
 How to Make Better Choices in Life and Work  
 Judgment in Managerial Decision Making  
 Perceptual Computing  
 Uncertain Judgements  
 Values, Evidence, and Decision-Making  
 Decisive  
 A Decision Making Guide to Thinking Clearly and Choosing Wisely  
 Time Pressure and Stress in Human Judgment and Decision Making  
 Engineering Decision Making and Risk Management  
 Clinical Judgement and Decision Making in Nursing  
 Judgment in Managerial Decision Making  
 Judgment in Managerial Decision Making  
 Decision Making in the U.S. Department of Energy's Environmental Management Office of Science and Technology  
 Moral Judgment and Decision Making  
 The Wiley Blackwell Handbook of Judgment and Decision Making, 2 Volume Set  
 The Psychology of Decision  
 Educational Goods  
 The Handbook of Behavioral Operations  
 Effective Management Through Self-knowledge  
 Judgment and Decision Making at Work  
 Decision Analysis for Management Judgment  
 Decision Analysis for the Decider Set  
 Eliciting Experts' Probabilities  
 Judgment Under Uncertainty  
 Decision Making For Dummies  
 Decision Theory  
 Make Up Your Mind  
 The Psychology of Decision  
 Social Choice and Individual Values  
 Heuristics and Biases  
 Judgments, Choices, and Decisions  
 Human Judgement and Decision Processes  
 Decision Theory in Practice  
 An Interdisciplinary Reader

*Judgments Choices And  
 Decisions Wiley  
 Management Series On  
 Problem Solving  
 Decision Making And  
 Strategic Thinking*

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## SINGLETON WARD

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The Psychology of Judgment and Decision Making John Wiley & Sons

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

*Judgment and Decision Making* John Wiley & Sons

In situations requiring careful judgment, every individual is influenced by their own biases to some extent. With Bazerman's new seventh edition, readers can quickly learn how to overcome those biases to

make better managerial decisions. The book examines judgment in a variety of organizational contexts, and provides practical strategies for changing and improving decision-making processes so that they become part of one's permanent behavior.

**Social Judgment and Decision Making**  
 Academic Press

The four principles that can help us to overcome our brains' natural biases to make better, more informed decisions--in our lives, careers, families and organizations. In *Decisive*, Chip Heath and Dan Heath, the bestselling authors of *Made to Stick* and *Switch*, tackle the thorny problem of how to overcome our

natural biases and irrational thinking to make better decisions, about our work, lives, companies and careers. When it comes to decision making, our brains are flawed instruments. But given that we are biologically hard-wired to act foolishly and behave irrationally at times, how can we do better? A number of recent bestsellers have identified how irrational our decision making can be. But being aware of a bias doesn't correct it, just as knowing that you are nearsighted doesn't help you to see better. In *Decisive*, the Heath brothers, drawing on extensive studies, stories and research, offer specific, practical tools that can help us to think more clearly about our options, and get out of our heads, to

improve our decision making, at work and at home.

**Judgment and Choice Learning Matters**  
A proven decision-making system guides readers to the right choice every time  
**Make Up Your Mind** provides author Hal Mooz's proprietary system for decision making. This approach consists of three decision-making models, including: the Decision Type Model, which characterizes what is at stake with any decision; the Decision Solution Model, which frames the most suitable alternatives; and the Decision Judgment Model, which provides ten bases for judging alternatives, some of which may be defensible and others that, although popular, may not be defensible to challenge. These models guide the reader's thinking to the most promising alternatives and the best choice. A decision fit person enjoys the benefit of thinking clearly about decisions and their outcomes and is competent to act knowledgeably and decisively about creating the alternatives and judging them appropriately. Become decision fit. Think clearly and act decisively on your own decisions and help others to do the same.

#### **Psychology of Learning and**

#### **Motivation** John Wiley & Sons

Behavioral decision research offers a distinctive approach to understanding and improving decision making. It combines theory and method from multiple disciplines (psychology, economics, statistics, decision theory, management science). It employs both empirical methods, to study how decisions are actually made, and analytical ones, to study how decisions should be made and how consequential imperfections are. This book brings together key publications, selected to represent the major topics and approaches used in the field. Put in one place, with integrating commentary, it shows the common elements in a research program that represents the scope of the field, while offering depth in each. Together, they provide a vision for what has become a burgeoning field.

#### **How to Make Better Choices in Life and Work** Thomas Telford

Discusses the various management styles and examines the functions of intuition, feeling, sensing, and analytical thinking in solving management problems

#### **Judgment in Managerial Decision**

#### **Making** National Academies Press

The tools needed to make a better, more informed decision. Decision analysis (DA) is the logic of making a decision using quantitative models of the decider's factual and value judgments. DA is already widely used in business, government, medicine, economics, law, and science.

However, most resources present only the logic and models rather than demonstrating how these methods can be effectively applied to the real world. This book offers an innovative approach to decision analysis by focusing on decision-making tools that can be utilized immediately to make better, more informed decisions. It uses no mathematics beyond arithmetic.

Examining how deciders think about their choices, this book provides problem-solving techniques that not only reflect sound modeling but also meet other essential requirements: they build on the thinking and knowledge that deciders already possess; they provide knowledge in a form that people are able and willing to provide; they produce results that the decider can use; and they are based on intimate and continuous interactions with the decider. The methods outlined in this text take into account such factors as the user, the organization, available data, and subjective knowledge. Replete with exercises, case studies, and observations from the author's own extensive consulting experience, the book quickly engages readers and enables them to master decision analysis by doing rather than by simply reading. Using familiar situations, it demonstrates how to handle knowledge as it unfolds in the real world. A term project is presented in the final chapter, in which readers can select an actual decision-making problem and apply their newfound tools to prepare a recommendation. A sample report is provided in the appendix. Beginning with qualitative structuring, the text advances to sophisticated quantitative skills that can be applied in both public and private enterprise, including: · Modeling decision-making under conditions of uncertainty or multiple objectives · Risk analysis and assessment · Communicating and justifying controversial decisions · Personal life choices and political judgments · Adapting decision aid to organizations The book's broad applicability makes it an excellent resource for any organization or as a textbook for decision-making courses in a variety of fields, including public policy, business management, systems engineering and general education. An Instructor's Manual presenting detailed solutions to all the problems in the book is available from the Wiley editorial department (email [ialine@wiley.com](mailto:ialine@wiley.com)) or directly from [rexvbrown@aol.com](mailto:rexvbrown@aol.com).

#### **Perceptual Computing** Yale University Press

This volume examines the intuitive basis that underlies human decision-making. Formal decision-making methods are

discussed, although the emphasis is on the unstructured, natural way people make judgements and exercise choice. The major goal of the book is to help people make better decisions, and the author's psychological point of view differs from the standard texts on the subject, which stress decision-making methodology, statistical decision theory and related subjects. The author observes how people are generally unaware of how they make decisions and, often, why they prefer one alternative to others. A notable theme of this book is that intuition can be both studied and educated. Chapters cover the nature of human judgement, randomness and the probabilistic environment, the role of memory in judgement, creativity, imagination, choice, and more. Appendices.

#### **Uncertain Judgements Rational Choice and**

#### **Judgment Decision Analysis for the Decider**

Decision theory provides a formal framework for making logical choices in the face of uncertainty. Given a set of alternatives, a set of consequences, and a correspondence between those sets, decision theory offers conceptually simple procedures for choice. This book presents an overview of the fundamental concepts and outcomes of rational decision making under uncertainty, highlighting the implications for statistical practice. The authors have developed a series of self contained chapters focusing on bridging the gaps between the different fields that have contributed to rational decision making and presenting ideas in a unified framework and notation while respecting and highlighting the different and sometimes conflicting perspectives. This book: \* Provides a rich collection of techniques and procedures. \* Discusses the foundational aspects and modern day practice. \* Links foundations to practical applications in biostatistics, computer science, engineering and economics. \* Presents different perspectives and controversies to encourage readers to form their own opinion of decision making and statistics. Decision Theory is fundamental to all scientific disciplines, including biostatistics, computer science, economics and engineering. Anyone interested in the whys and wherefores of statistical science will find much to enjoy in this book.

#### **Values, Evidence, and Decision-Making** John Wiley & Sons

In the Second Edition of Rational Choice in an Uncertain World the authors compare the basic principles of rationality with actual behaviour in making decisions. They describe theories and research findings from the field of judgment and

decision making in a non-technical manner, using anecdotes as a teaching device. Intended as an introductory textbook for advanced undergraduate and graduate students, the material not only is of scholarly interest but is practical as well. The Second Edition includes: - more coverage on the role of emotions, happiness, and general well-being in decisions - a summary of the new research on the neuroscience of decision processes - more discussion of the adaptive value of (non-rational heuristics) - expansion of the graphics for decision trees, probability trees, and Venn diagrams.

*Decisive* John Wiley & Sons

Making Better Decisions introduces readers to some of the principal aspects of decision theory, and examines how these might lead us to make better decisions. • Introduces readers to key aspects of decision theory and examines how they might help us make better decisions • Presentation of material encourages readers to imagine a situation and make a decision or a judgment • Offers a broad coverage of the subject including major insights from several sub-disciplines: microeconomic theory, decision theory, game theory, social choice, statistics, psychology, and philosophy • Explains these insights informally in a language that has minimal mathematical notation or jargon, even when describing and interpreting mathematical theorems • Critically assesses the theory presented within the text, as well as some of its critiques • Includes a web resource for teachers and students

**A Decision Making Guide to Thinking Clearly and Choosing Wisely** Wiley

This work explores the nature of professional judgement and how it is used in planning, design and management. It is based on two decades of research on the psychology of judgement and its application in professional decision-making.

*Time Pressure and Stress in Human Judgment and Decision Making* SAGE

This work examines issues such as medical diagnosis, weather forecasting, labour negotiations, risk, public policy, business strategy, eyewitnesses, and jury decisions. This is a revision of Arkes and Hammond's 1986 collection of papers on judgment and decision-making. Updated and extended, the focus of this volume is interdisciplinary and applied.

*Engineering Decision Making and Risk Management* John Wiley & Sons Incorporated

Employees are constantly making decisions and judgments that have the potential to affect themselves, their

families, their work organizations, and on some occasion even the broader societies in which they live. A few examples include: deciding which job applicant to hire, setting a production goal, judging one's level of job satisfaction, deciding to steal from the cash register, agreeing to help organize the company's holiday party, forecasting corporate tax rates two years later, deciding to report a coworker for sexual harassment, and predicting the level of risk inherent in a new business venture. In other words, a great many topics of interest to organizational researchers ultimately reduce to decisions made by employees. Yet, numerous entreaties notwithstanding, industrial and organizational psychologists typically have not incorporated a judgment and decision-making perspective in their research. The current book begins to remedy the situation by facilitating cross-pollination between the disciplines of organizational psychology and decision-making. The book describes both laboratory and more "naturalistic" field research on judgment and decision-making, and applies it to core topics of interest to industrial and organizational psychologists: performance appraisal, employee selection, individual differences, goals, leadership, teams, and stress, among others. The book also suggests ways in which industrial and organizational psychology research can benefit the discipline of judgment and decision-making. The authors of the chapters in this book conduct research at the intersection of organizational psychology and decision-making, and consequently are uniquely positioned to bridging the divide between the two disciplines.

*Clinical Judgement and Decision Making in Nursing* John Wiley & Sons

Decision Analysis for Management Judgment 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.

*Judgment in Managerial Decision Making* John Wiley & Sons

Judgment, Decision-Making and Success in Sport presents a thorough overview and assessment of the study of Judgment and Decision-Making (JDM) in sports psychology, and represents an important

source of information for those interested in the possible causes and reasons for success and failure in sport. The only book to apply the principles of JDM to sport Applies theory to practice by looking at problems of athletes, coaches, and referees and providing recommendations for dealing with them Offers an overview of current JDM research Useful for psychologists, physical education teachers, sports scientists, and researchers in this field

*Judgment in Managerial Decision Making* John Wiley & Sons

Making decisions is a ubiquitous mental activity in our private and professional or public lives. It entails choosing one course of action from an available shortlist of options. Statistics for Making Decisions places decision making at the centre of statistical inference, proposing its theory as a new paradigm for statistical practice. The analysis in this paradigm is earnest about prior information and the consequences of the various kinds of errors that may be committed. Its conclusion is a course of action tailored to the perspective of the specific client or sponsor of the analysis. The author's intention is a wholesale replacement of hypothesis testing, indicting it with the argument that it has no means of incorporating the consequences of errors which self-evidently matter to the client. The volume appeals to the analyst who deals with the simplest statistical problems of comparing two samples (which one has a greater mean or variance), or deciding whether a parameter is positive or negative. It combines highlighting the deficiencies of hypothesis testing with promoting a principled solution based on the idea of a currency for error, of which we want to spend as little as possible. This is implemented by selecting the option for which the expected loss is smallest (the Bayes rule). The price to pay is the need for a more detailed description of the options, and eliciting and quantifying the consequences (ramifications) of the errors. This is what our clients do informally and often inexpertly after receiving outputs of the analysis in an established format, such as the verdict of a hypothesis test or an estimate and its standard error. As a scientific discipline and profession, statistics has a potential to do this much better and deliver to the client a more complete and more relevant product. Nicholas T. Longford is a senior statistician at Imperial College, London, specialising in statistical methods for neonatal medicine. His interests include causal analysis of observational studies, decision theory, and

the contest of modelling and design in data analysis. His longer-term appointments in the past include Educational Testing Service, Princeton, NJ, USA, de Montfort University, Leicester, England, and directorship of SNTL, a statistics research and consulting company. He is the author of over 100 journal articles and six other monographs on a variety of topics in applied statistics.

#### **Decision Making in the U.S.**

#### **Department of Energy's**

**Environmental Management Office of Science and Technology** Random House Canada

A Client-Centered approach to Financial Planning Practice built by Research for Practitioners The second in the CFP Board Center for Financial Planning Series, Client Psychology explores the biases, behaviors, and perceptions that impact client decision-making and overall financial well-being. This book, written for practitioners, researchers, and educators, outlines the theory behind many of these areas while also explicitly stating how these related areas directly impact financial planning practice. Additionally, some chapters build an argument based solely upon theory while others will have exclusively practical applications. Defines an entirely new area of focus within financial planning practice and research: Client Psychology Serves as the essential reference for financial planners on client psychology Builds upon and expands the body of knowledge for financial planning Provides insight regarding the factors that impact client financial decision-making from a multidisciplinary approach If you're a

CFP® professional, researcher, financial advisor, or student pursuing a career in financial planning or financial services, this book deserves a prominent spot on your professional bookshelf.

Moral Judgment and Decision Making John Wiley & Sons

Judgment and Decision Making is a refreshingly accessible text that explores the wide variety of ways people make judgments. An accessible examination of the wide variety of ways people make judgments Features up-to-date theoretical coverage, including perspectives from evolutionary psychology and neuroscience Covers dynamic decision making, everyday decision making, individual differences, group decision making, and the nature of mind and brain in relation to judgment and decision making Illustrates key concepts with boxed case studies and cartoons

*The Wiley Blackwell Handbook of Judgment and Decision Making, 2 Volume Set* Springer Science & Business Media

Explains for the first time how "computing with words" can aid in making subjective judgments Lotfi Zadeh, the father of fuzzy logic, coined the phrase "computing with words" (CWW) to describe a methodology in which the objects of computation are words and propositions drawn from a natural language. Perceptual Computing explains how to implement CWW to aid in the important area of making subjective judgments, using a methodology that leads to an interactive device—a "Perceptual Computer"—that propagates random and linguistic uncertainties into

the subjective judgment in a way that can be modeled and observed by the judgment maker. This book focuses on the three components of a Perceptual Computer—encoder, CWW engines, and decoder—and then provides detailed applications for each. It uses interval type-2 fuzzy sets (IT2 FSs) and fuzzy logic as the mathematical vehicle for perceptual computing, because such fuzzy sets can model first-order linguistic uncertainties whereas the usual kind of fuzzy sets cannot. Drawing upon the work on subjective judgments that Jerry Mendel and his students completed over the past decade, Perceptual Computing shows readers how to: Map word-data with its inherent uncertainties into an IT2 FS that captures these uncertainties Use uncertainty measures to quantify linguistic uncertainties Compare IT2 FSs by using similarity and rank Compute the subethood of one IT2 FS in another such set Aggregate disparate data, ranging from numbers to uniformly weighted intervals to nonuniformly weighted intervals to words Aggregate multiple-fired IF-THEN rules so that the integrity of word IT2 FS models is preserved Free MATLAB-based software is also available online so readers can apply the methodology of perceptual computing immediately, and even try to improve upon it. Perceptual Computing is an important go-to for researchers and students in the fields of artificial intelligence and fuzzy logic, as well as for operations researchers, decision makers, psychologists, computer scientists, and computational intelligence experts.

Best Sellers - Books :

- [Taylor Swift: A Little Golden Book Biography By Wendy Loggia](#)
- [I Love You To The Moon And Back](#)
- [Love You Forever](#)
- [It's Not Summer Without You By Jenny Han](#)
- [Lord Of The Flies By William Golding](#)
- [Happy Place By Emily Henry](#)
- [The Ballad Of Songbirds And Snakes \(a Hunger Games Novel\) \(the Hunger Games\) By Suzanne Collins](#)
- [The Very Hungry Caterpillar](#)
- [Twisted Love \(twisted, 1\) By Ana Huang](#)
- [Girl In Pieces By Kathleen Glasgow](#)