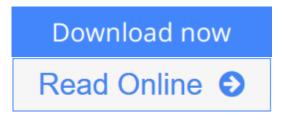


Judgment in Managerial Decision Making

By Max H. Bazerman, Don A. Moore



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Behavioral decision research has developed considerably over the past 25 years, and now provides important insights into managerial behavior. **Bazerman & Moore's** *Judgment in Managerial Decision Making, 7th edition* embeds behavioral decision research into the organizational realm by examining judgment in a variety of managerial contexts.

This book includes information that is useful for anyone seeking further information on improving his or her judgment and decision making. Throughout, you'll find numerous hands-on decision exercises and examples from the author's extensive executive training experience that will help you improve the quality of your managerial judgment.

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Editorial Review

From the Back Cover The insights you need to become a better decision-maker Become a better decision-maker How to overcome your biases and make better decisions The tools to become a better decision-maker and a better manager

When faced with a decision, we all believe we're weighing the facts objectively and making rational, thoughtful decisions. In fact, science tells us that in situations requiring careful judgment, every individual is influenced by his or her own biases to some extent. Drawing on the very latest behavioral decision research, *Judgment in Managerial Decision Making, Seventh Edition* examines judgment in a variety of managerial contexts and provides important insights that can help you make better managerial decisions.

Widely-recognized by practitioners and academics in fields ranging from behavioral finance to public policy, psychology, and economics, this *Seventh Edition* of the classic text:

- Discusses the motivational and emotional influences that effect decision making
- Delves into the fairness and ethics involved in the decision-making process
- Integrates numerous hands-on decision exercises and examples that will help readers enhance the quality of their managerial judgment
- Provides tips and techniques on how to make rational decisions during negotiations
- Presents seven critical strategies for improving decision making

For psychologists, the book outlines a systematic framework for using psychological findings to improve judgment. For the economist, the book suggests a critique of the classic economic model of decision making. Most of all, however, for every manager or financial decision maker, this book offers a clear path to better decisions.

About the Author

Max H. Bazerman is the Jesse Isidor Straus Professor of Business Administration at the Harvard Business School. In addition, Max is also formally affiliated with the Kennedy School of Government, the Psychology Department, and the Program on Negotiation at Harvard. He is the author or co-author of over 150 research articles and chapters, and the author of numerous other books. Professor Bazerman was named one of the top 30 authors, speakers, and teachers of management by *Executive Excellence* in each of their two most recent rankings.

Don Moore is an Associate Professor of Organizational Behavior at Carnegie Mellon University¹s Tepper School of Business, and holder of the Carnegie Bosch Faculty Development chair. Don is also formally affiliated with CMU's Department of Social and Decision Sciences, and he is the founding director of the Center for Behavioral Decision Research. He received his Ph.D. in Organization Behavior from Northwestern University.

Users Review

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