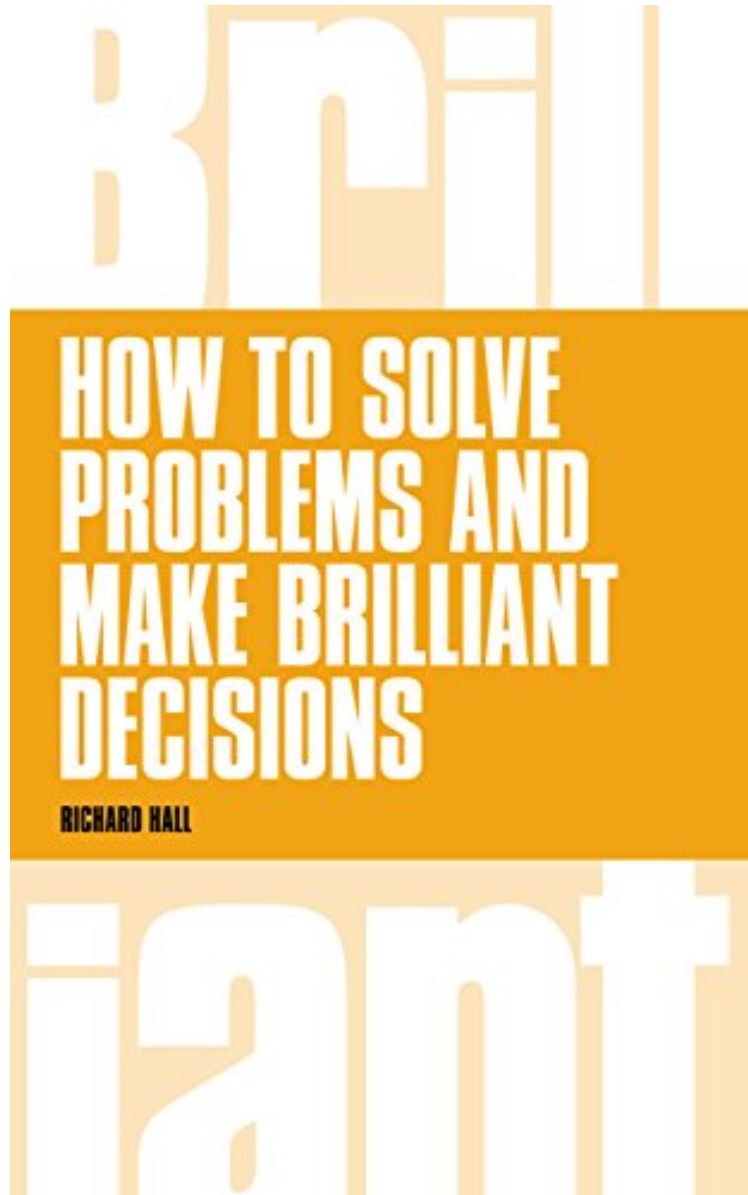


(Download) How to Solve Problems and Make Brilliant Decisions: Business thinking skills that really work

## How to Solve Problems and Make Brilliant Decisions: Business thinking skills that really work

*Richard Hall*

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the first reviewer of this great book. IMHO, it's well written and organised with plenty of good cases and quotes. Very helpful indeed! Highly recommended! p.s. Below please find some favorite passages of mine for your reference. Controlling our first impressions and training our gut or our instincts is the starting point to becoming a better thinker. Our unconscious is at work in decision making prior to our conscious mind engaging... We live in do-do times and deep thinking is as out of fashion as is deep reading and carefully, structured, thoughtful writing of which we see less and less. We tweet and we skim. We do not ponder because pondering is, well it's sort of, ponderous and old fashioned. Pg xii The trouble with the world is that the stupid are cocksure and the intelligent are full of doubt. — Bertrand Russell pg 14 The weight problem you should really be worrying about is mental obesity. David Ryan Polgar said this is our biggest thinking issue because we binge on junk information. He goes on, "A healthy digital lifestyle is about finding a balance between information consumption and reflection, which allows the information to move to a higher level of thinking. A healthy digital lifestyle consists of less data, better information, more reflection and mental exercises." Pg 15 How you present and package your thinking distinguishes thinking from great thoughts. Consumers like you to market your thinking and dress it up, not just let your thought escape like a moment of mental flatulence... Working out how to present your thinking at its best forces you to get the thoughts to be clear, simple and compelling. Jack Welch said, "I always thought that chart making clarified my thinking better than anything else." Pg 117 A decision without an alternative is a desperate gambler's throw. — Nassim Nicholas Taleb pg 31 Trying to sell one option choice is frankly not selling at all; it's coercion. Pg 31 A CEO, before making a really expensive investment decision, gets his team to do a pre-mortem: "Imagine that it's five years on and this has been a catastrophe... what went wrong and could we have foreseen it?" And another who always asks his team to see things from a competitor's viewpoint: "What would you think and, more importantly, what would you do if you were our biggest competitor?" pg 32 When circumstances change I change my mind. What do you do? — John Maynard Keynes pg 36 You've got to define the precise nature of the problem. "Help!" is not a brief. Pg 49 Asking your colleagues "What do you think?" is likely to provoke some action. Pg 69 Humans have this tendency to overdramatize and give too much weight to rare probabilities because we like vivid stories. Pg 105 John Kearon, CEO of Brain Juicer, has produced the best derogatory line I've yet come across on most research and the value it brings to decision making and forecasting: "heavy on numbers, light on insight, dead on arrival". Pg 107 Provide for the worst; the best can take care of itself. — Yiddish proverb pg 107 Be careful. Bend a few rules but don't break hearts or risk breaking the business. Pg 179 If you can't explain it simply, something's wrong. Pg 183

Business thinking skills that really work Better creative thinking leads to brilliant decision making and successful, innovative solutions to business problems. Using the proven practical skills, techniques and advice in this book, you will learn how to think better, faster and more productively, enabling you to shape, train and inspire your thinking to deliver more effective results. · · · Improve your critical analysis and thinking skills · · · Become confident in making better and more creative decisions · · · become faster and more effective at problem solving This book will enable you to become a calm, logical and well-argued decision maker with the ability to deliver better solutions and outstanding results - and win the accolade for your work — "well thought through, persuasively argued with a creative set of options. Well done."

From the Back Cover Business thinking skills that really work Better creative thinking leads to brilliant decision making and successful, innovative solutions to business problems. Using the proven practical skills, techniques and advice in this book, you will learn how to think better, faster and more productively, enabling you to shape, train and inspire your thinking to deliver more effective results. · · · Improve your critical analysis and thinking skills · · · Become confident in making better and more creative decisions · · · become faster and more effective at problem solving This book will enable you to become a calm, logical and well-argued decision maker with the ability to deliver better solutions and outstanding results - and win the accolade for your work — "well thought through, persuasively argued with a creative set of options. Well done." About the Author Richard Hall is Chairman of RHA and Showcase Presentations Limited, which was most recently behind the Pearson presentation at the Strand. He has written four books for Pearson, which include Brilliant Presentation, Brilliant Business Creativity and The Secrets of Success At Work. His background is in marketing and advertising.