

Judgment in Managerial Decision Making

By Max H. Bazerman

Is your judgment influenced by personal biases?

In situations requiring careful judgment, we're all influenced by our own biases to some extent. But, with Max Bazerman's Judgment in Managerial Decision Making, Sixth Edition, you can learn how to overcome those biases to make better managerial decisions.

The text examines judgment in a variety of organizational contexts, and provides practical strategies for changing your decision-making processes and improving these processes so that they become part of your permanent behavior. Throughout, you'll find numerous hands-on decision exercises and examples from the author's extensive executive training experience that will help you enhance the quality of your managerial judgment.

Past editions have been used in top universities, in business schools, and in public policy, psychology, and economics classes. In addition, the text has been widely recognized by practitioners in the world of behavioral finance.

Revised with two new chapters

This Sixth Edition now adds chapters on bounded ethicality (Chapter 8) and bounded awareness (Chapter 11). Both of these chapters are based on Bazerman's recent writing with Dolly Chugh and Mahzarin Banaji.

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. Max was named one of the top 30 authors, speakers, and teachers of management by Executive Excellence in each of their two most recent rankings.

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From the Back Cover

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