

Stanford Decision Quality

The first international handbook to bring the areas of reasoning, judgment and decision making together, now in paperback format. The book brings three of the important topics of thinking together - reasoning, judgment and decision making – and discusses key issues in each area. The studies described range from those that are purely laboratory based to those judgments, in areas such as medical and legal decision making and political and economic forecasting. International collection of original chapters by leading researchers in the field Several chapters contain important new theoretical perspectives Paperback version is more affordable for individual researchers

Written in a lively and accessible manner by a former Dean of Undergraduate Admissions at Stanford University, this book will enlighten prospective college applicants and their parents, teachers, and guidance counselors about many of the practical, fundamental, philosophical, and ethical issues involved in the selection of any college freshman class.

No assertion can command attention in time of emergency like, 'It's a matter of life and death'. The problem of making decisions that can affect the likelihood of death is one of the most perplexing facing the analyst. As individuals, we are often called upon to make decisions that affect our safety, and other are increasingly making those decisions on our behalf. Yet decision making concentrate on the value of an individual's life to others rather than to himself. These approaches are both technically and ethically questionable. In this report, we develop a model for an individual who wishes to make life and death decisions on his own behalf or who wishes to delegate them to his agents. We show that an individual can use this model and the quantity of his life. A simplified version requires him to establish preference between the resources he disposes during his lifetime and the length of it, to establish probability assessments on these quantities, to characterize his ability to turn present cash into future income, and to specify his risk attitude. We can use this model to determine both what a person is willing to risk and what he would pay to avoid a given risk. The risks may range from those that are virtually infinitesimal to those that are imminently life threatening. We show that this model resolves a paradox posed by previously proposed models. In this model there is no inconsistency between an individual's refusing any amount of money, however large, to incur a large risk and his current wealth, to avoid certain death.

People often act reflexively when faced with an ethical challenge. The necessity to make a fast decision leaves little time to think clearly. We get distracted by what our colleagues and others expect from us, and we make snap decisions that we regret. While most agree that outright lying, stealing, and harming are wrong, they seem to disagree about smaller compromises. We find it more satisfying to choose instead of react, to understand distinctions instead of guess what is right for us, and to remain cognizant of the impact of ethical compromise on our effectiveness at work and our personal relationships. The chapters of this book offer lessons and practical tools to help readers: 1. Develop radar to identify the situations where we are forced to compromise. 2. Use solid ethical logic and principles to foster clear thinking; 3. Draft and refine a personal code of conduct, and make it practical for everyday use; 4. Go beyond ethical basics to using your personal code as a lever for making more consistent decisions and reducing stress in work and life. Many books about ethics discuss weighty and controversial issues that few people want to read. This book is a practical guide to making ethical decisions. It is a collection of essays that are both readable and useful. While these books are valuable, they are not so much tools for decision making as food for thought. This book, in contrast, focuses on one of ethics' most insidious problems: our inability to make clear and consistent choices in everyday life. The practical tools and techniques in this book help readers design a set of personal standards that will help them reduce everyday compromises.

Portfolio Decision Analysis

Engineering the System of Healthcare Delivery

An Encyclopedia of Behavioral Economics

The Paradox of Choice

The Irrational Jesus

Executive Decision Synthesis

Strategy Is Destiny

Decision Quality*Value Creation from Better Business Decisions***John Wiley & Sons**

Behavioral science books are popping up on bestseller lists: Predictably Irrational; Thinking, Fast and Slow; Nudge; Decisive. Even the White House launched a Behavioral Insights Team to match the British Ministry of Nudges. Conspicuously absent from this conversation is the church. The Irrational Jesus bridges this gap. Ken Evers-Hood looks at Jesus through the lens of cognitive heuristics (mental shortcuts) and biases (blind spots) and makes the case that a fully human Jesus is predictably irrational--just like all of us. Find out how the Apostle Paul's community building mirrors a prisoner's dilemma game and how this makes Paul an irrational leader, too. Discover how playing better games in church can foster hopeful, flourishing communities. Improve your decision-making; learn when to plan for irrationality and when to live into it. The Irrational Jesus addresses these issues and more. Integrating the insights of behavioral economists such as Dan Ariely, the gameful thinking of Jane McGonigal, and cutting-edge ideas from decision theory, Evers-Hood articulates a behavioral theology for fully human pastors of fully human congregations--a fresh perspective that will change how pastors and other church leaders see themselves, the institutions they serve, and the scriptural and theological tradition.

This volume provides bridges from the social sciences to business ethics and from the latter to the quality of life, by connecting the research themes of quality of life, social sciences, including public policy-making, and business ethics or corporate responsibility. It builds on the premise that public policy making is essentially a species of good decision making, as explained in the first volume. It shows that, because most developed countries function as market economies whose governments depend on taxation to pay for their services and because a large proportion of government revenue comes from well-regulated, responsible corporations, the quality of people's lives is highly dependent upon good public policies, taxation and business ethics. The volume presents and examines ethical/moral problems arising in market economies since the first century BCE, including the first appearance of the business case for business ethics, fourteen arguments concerning the neglect of business ethics, business ethics issues for the 1990s and beyond, the loyal agent's argument, advertising, the importance of trust, public opinion polling, public program evaluation, and a critique of the relatively new monster of super-capitalism. In addition, it deals with connections among the concepts of efficiency, morality, and rationality related to decision making in general and public policy making in particular. Finally, it explains relationships between outcomes measurement and performance indicators in general and performance-based management in public administration, the taxation of net wealth and financial transactions.

We often make small ethical compromises for "good" reasons: We lie to a customer because our boss asked us to. We exaggerate our accomplishments on our résumé to get an interview. Temptation blindsides us. And we make snap decisions we regret. Minor ethical lapses can seem harmless, but they instill in us a hard-to-break habit of distorted thinking. Rationalizations drown out our inner voice, and we make up the rules as we go. We lose control of our decisions, fall victim to the temptations and pressures of our situations, taint our characters, and sour business and personal relationships. In Ethics for the Real World, Ronald Howard and Clinton Korver explain how to master the art of ethical decision making by: Identifying potential compromises in your own life Applying distinctions to clarify your ethical thinking Committing in advance to ethical principles Generating creative alternatives to resolve dilemmas Packed with real-life examples, this book gives you practical advice to respond skillfully to life's inevitable ethical challenges. Not only can you make right decisions, you can acquire new habits that will realize the best in yourself and transform your relationships.

Leading the Fully Human Church

Social Work Ethics

The Dragon and the Eagle

Information Quality and Governance for Business Intelligence

Decision Making Under Uncertainty

Decision Making Under Uncertainty

Decision Quality

A comprehensive introduction to the tools, techniques and applications of convex optimization.

This collection of essays highlights ethical issues in social work which are often overlooked as well as recurring clashes that influence how they play out, for example among different values and related moral judgements. A wide range of ethical issues are addressed such as the types of technologies incorporated into social work; issues raised by the common position of social workers as 'double agents' required to carry out state mandates while also honoring obligations to clients; and issues concerning the distribution of scarce resources. These topics are integrally related to other often neglected concerns such as harming in the name of helping; the ethics of claims making regarding what is true and what is not, and related concerns regarding empowerment and social justice. This collection, which includes essays from an array of professions and disciplines, is designed to bring these neglected topics to the attention of readers and to offer suggestions for addressing them in a manner that is faithful to obligations described in social work codes of ethics.

Increasing public investments in health care services for low-income and special needs children and adolescents in the United States have raised questions about whether these efforts improve their health outcomes. Yet it is difficult to assess the general health status and health care quality for younger populations, especially those at risk of poor health outcomes, because the United States has no national information system that can provide timely, comprehensive, and reliable indicators in these areas for children and adolescents. Without such a system in place, it is difficult to know whether and how selected health care initiatives and programs contribute to children's health status. Child and Adolescent Health and Health Care Quality identifies key advances in the development of pediatric health and health care quality measures, examines the capacity of existing federal data sets to support these measures, and considers related research activities focused on the development of new measures to address current gaps. This book posits the need for a comprehensive strategy to make better use of existing data, to integrate different data sources, and to develop new data sources and collection methods for unique populations. Child and Adolescent Health and Health Care Quality looks closely at three areas: the nature, scope, and quality of existing data sources; gaps in measurement areas; and methodological areas that deserve attention. Child and Adolescent Health and Health Care Quality makes recommendations for improving and strengthening the timeliness, quality, public transparency, and accessibility of information on child health and health care quality. This book will be a vital resource for health officials at the local, state, and national levels, as well as private and public health care organizations and researchers.

Ensuring business continuity through the effective management of risks has become a boardroom preoccupation. This book highlights the key areas of concern and identifies best practice in risk management for companies large and small.

TIMS/ORSA Bulletin

Real-World Decision Making: An Encyclopedia of Behavioral Economics

The Selected Works of Alex C. Michalos

An Information Exchange Perspective

Improved Methods for Resource Allocation

Markets from Culture

Educational Goods

The main focus of this edited volume is on three major areas of statistical quality control: statistical process control (SPC), acceptance sampling and design of experiments. The majority of the papers deal with statistical process control, while acceptance sampling and design of experiments are also treated to a lesser extent. The book is organized into four thematic parts, with Part I addressing statistical process control. Part II is devoted to acceptance sampling. Part III covers the design of experiments, while Part IV discusses related fields. The twenty-three papers in this volume stem from The 11th International Workshop on Intelligent Statistical Quality Control, which was held in Sydney, Australia from August 20 to August 23, 2013. The event was hosted by Professor Ross Sparks, CSIRO Mathematics, Informatics and Statistics, North Ryde, Australia and was jointly organized by Professors S. Knoth, W. Schmid and Ross Sparks. The papers presented here were carefully selected and reviewed by the scientific program committee, before being revised and adapted for this volume.

An introduction to decision making under uncertainty from a computational perspective, covering both theory and applications ranging from speech recognition to airborne collision avoidance. Many important problems involve decision making under uncertainty—that is, choosing actions based on often imperfect observations, with unknown outcomes. Designers of automated decision support systems must take into account the various sources of uncertainty while balancing the multiple objectives of the system. This book provides an introduction to the challenges of decision making under uncertainty from a computational perspective. It presents both the theory behind decision making models and algorithms and a collection of example applications that range from speech recognition to aircraft collision avoidance. Focusing on two methods for designing decision agents, planning and reinforcement learning, the book covers probabilistic models, introducing Bayesian networks as a graphical model that captures probabilistic relationships between variables; utility theory as a framework for understanding optimal decision making under uncertainty; Markov decision processes as a method for modeling sequential problems; model uncertainty; state uncertainty; and cooperative decision making involving multiple interacting agents. A series of applications shows how the theoretical concepts can be applied to systems for attribute-based person search, speech applications, collision avoidance, and unmanned aircraft persistent surveillance. Decision Making Under Uncertainty unifies research from different communities using consistent notation, and is accessible to students and researchers across engineering disciplines who have some prior exposure to probability theory and calculus. It can be used as a text for advanced undergraduate and graduate students in fields including computer science, aerospace and electrical engineering, and management science. It will also be a valuable professional reference for researchers in a variety of disciplines.

The first and only encyclopedia to focus on the economic and financial behaviors of consumers, investors, and organizations, including an exploration of how people make good—and bad—economic decisions.
• Contains an informative introductory essay that familiarizes students with the various aspects of behavioral economics
• Provides a list of additional readings for those interested in learning more about the topic
• Includes cross-references in each entry to help readers make connections between related topics
• Defines key terms that are likely to be unfamiliar to those without advance knowledge of the subject
• Helps readers identify and study particular entry categories through accompanying Topic Finders

Business intelligence initiatives have been dominating the technology priority list of many organizations. However, the lack of effective information quality and governance strategies and policies has been meeting these initiatives with some challenges. Information Quality and Governance for Business Intelligence presents the latest exchange of academic research on all aspects of practicing and managing information using a multidisciplinary approach that examines its quality for organizational growth. This book is an essential reference tool for researchers, practitioners, and university students specializing in business intelligence, information quality, and information systems.

Analysis and Design of Advice

Persuasive Communication

Quality in Obesity Treatment

Decision Making in Health Care

Ethics for the Real World

Theory and Application

Reflections on 100,000 Admissions Decisions at Stanford

Now in its second edition, this book focuses on practical algorithms for mining data from even the largest datasets.

This updated and expanded edition of Persuasive Communication offers a comprehensive introduction to persuasion and real-world decision making. Drawing on empirical research from social psychology, neuroscience, business communication research, cognitive science, and behavioral economics, Young reveals the thought processes of many different audiences—from investors to CEOs—to help students better understand why audiences make the decisions they make and how to influence them. The book covers a broad range of communication techniques, richly illustrated with compelling examples, including resumes, speeches, and slide presentations, to help students recognize persuasive methods that do, and do not, work. A detailed analysis of the emotions and biases that go into decision making arms students with perceptive insights into human behavior and helps them apply this understanding with various decision-making aids. Students will learn how to impact potential employers, clients, and other audiences essential to their success. This book will prove fascinating to many, and especially useful for students of persuasion, rhetoric, and business communication.

Institutional logics, the underlying governing principles of societal sectors, strongly influence organizational decision making. Any shift in institutional logics results in a similar shift in attention to alternative problems and solutions and in new determinants for executive decisions. Examining changes in institutional logics in higher-education publishing, this book links cultural analysis with organizational decision making to develop a theory of attention and explain how executives concentrate on certain market characteristics to the exclusion of others. Analyzing both qualitative and quantitative data from the 1950s to the 1990s, the author shows how higher education publishing moved from a culture of independent domestic publishers focused on creating markets for books based on personal, relational networks to a culture of international conglomerates that create markets from corporate hierarchies. This book offers broader lessons beyond publishing—its theory is applicable to explaining institutional changes in organizational leadership, strategy, and structure occurring in all professional services industries.

As the United States continues to debate reform of its healthcare system, this book argues that providing health insurance for all without improving the delivery system will not improve the current problems of access, affordability, and quality. The US healthcare system has many excellent components; strong scientific input, extraordinary technology for diagnosis and treatment, dedicated staff and top-class facilities among them. But the system has evolved haphazardly over time and although it has not failed entirely, the authors argue that like any system where attention, is paid to individual components at the expense of the system as a whole, it can never hope to succeed. Above all, they point out that the US system does not provide high value healthcare; it has the highest costs in the world and yet many other countries have lower infant mortality rates and better life expectancy. Together with a team of highly regarded thought leaders, the authors of this publication advocate a complete re-thinking of healthcare from a systems perspective - an engineering approach to healthcare-and they then describe how to set about it. Covering a wide range of subjects including: health care costs and economics, barriers to change, integrated health systems, electronic records and computer-based patient support as well as patient safety and palliative and chronic care, this book will be of interest to all those involved in healthcare provision whose goal is affordable care to promote healthy, high quality lives.

Decision Sourcing

Stanford's Organization Theory Renaissance, 1970-2000

An Introduction

Why More Is Less, Revised Edition

Values, Evidence, and Decision-Making

Institutional Logics and Organizational Decisions in Higher Education Publishing

Psychological Perspectives on Reasoning, Judgment and Decision Making

A common problem for all applied fields is the practicality gap, which is the disconnect between academia and practice, and decision analysis is no exception. Two qualitative studies conducted with the members of the field led to three main conclusions. First, the practicality gap is there for decision analysis, and the gap is wide. Second, there is no common definition of what decision analysis is. Third, practitioners, despite knowing the art of application, have lost the wisdom of certain parts of the process. This dissertation proposes that a pattern language framework will be able to combine and capture explicit and tacit knowledge in the field in a format that is clear and shareable. To verify this claim, I developed a catalog of patterns and tested them in a case study with students of decision analysis. As part of this case study, a qualitative study was conducted for which interviews with students, materials they submitted as part of the exercise, and notes from and recording of their discussions were used as data sources. There were three findings from the case study. First, students stated that the catalog was a helpful guideline that combined all relevant knowledge and presented it in a package that provided them with how to apply decision analysis. Second, the patterns helped students apply the decision analysis processes in their projects successfully. Third, they were able to conduct a quality decision conversation, which helped decision-makers get to the clarity of action. In summary, this dissertation showed that it is possible for a pattern language for decision analysis to gather the collective wisdom of the practice by reviving the lost wisdom and demystifying the art of application. This language can be shared so that both students of decision analysis can apply what they learn and professionals can enrich their skill set.

This book, jointly authored by two distinguished philosophers and two prominent social scientists, has an ambitious aim: to improve decision-making in education policy. First they dive into the goals of education policy and explain the terms "educational goods" and "childhood goods," adding precision and clarity to the discussion of the distributive values that are essential for good decision-making about education. Then they provide a framework for individual decision-makers that enables them to combine values and evidence in the evaluation of educational policy options. Finally they delve into the particular policy issues of school finance, school accountability, and school choice, and they show how decision makers might approach them in the light of this decision-making framework. The authors are not advocated particular policy choices, however. The focus instead is a smart framework that will make it easier for policymakers (and readers) to identify and think through what they disagree with others about.

Decision Making in Health Care, first published in 2000, is a comprehensive overview of the field of medical decision making.

This book provides a practice-driven, yet rigorous approach to executive management decision-making that performs well even under unpredictable conditions. It explains how executives can employ prescribed engineering design methods to arrive at robust outcomes even when faced with uncontrollable uncertainty. The book presents the paradigm and its main principles in Part I; in Part II it illustrates how to frame a decision situation and how to design the decision so that it will produce its intended behavior. In turn, Part III discusses in detail in situ case studies on executive management decisions. Lastly, Part IV summarizes the book and formulates the key lessons learned.

Questions and Admissions

A Pattern Language Approach

Measuring What Matters

How Audiences Decide

Thinking

Hearings Before a Subcommittee of the Committee on Appropriations, House of Representatives, One Hundred Ninth Congress, First Session

Military Quality of Life and Veterans Affairs, and Related Agencies Appropriations for 2006

"Jeffrey Pfeffer and Robert Sutton, identify the causes of the knowing-doing gap and explain how to close it."--Jacket.

In recent years, there has been increasing implementation of group and team decision-making within organizations, much of it managed electronically, between members of what are "virtual" groups or teams. Recent research into effective team implementation emphasizes "trust" as an intermediary process, and trust must be a part of any account of team decision-making. This book provides an integrated framework that represents process in decision-making by interactive groups and teams. This framework furthers both our understanding of process and our capabilities in implementation, based on an account of group decision-making that differentiates the information types contributing to decision quality and relates them to process in interactive groups and teams. Author Steve Silver emphasizes the social structure that is inherent in the interaction of decision-makers as group or team members and effects on the information they exchange.

The significantly expanded and updated new edition of a widely used text on reinforcement learning, one of the most active research areas in artificial intelligence. Reinforcement learning, one of the most active research areas in artificial intelligence, is a computational approach to learning whereby an agent tries to maximize the total amount of reward it receives while interacting with a complex, uncertain environment. In Reinforcement Learning, Richard Sutton and Andrew Barto provide a clear and simple account of the field's key ideas and algorithms. This second edition has been significantly expanded and updated, presenting new topics and updating coverage of other topics. Like the first edition, this second edition focuses on core online learning algorithms, with the more mathematical material set off in shaded boxes. Part I covers as much of reinforcement learning as possible without going beyond the tabular case for which exact solutions can be found. Many algorithms presented in this part are new to the second edition, including UCB, Expected Sarsa, and Double Learning. Part II extends these ideas to function approximation, with new sections on such topics as artificial neural networks and the Fourier basis, and offers expanded treatment of off-policy learning and policy-gradient methods. Part III has new chapters on reinforcement learning's relationships to psychology and neuroscience, as well as an updated case-studies chapter including AlphaGo and AlphaGo Zero, Atari game playing, and IBM Watson's wagering strategy. The final chapter discusses the future societal impacts of reinforcement learning.

Contents: General formulation of the statistical decision problem A decision theory model for sampling inspection Solution to the model for sampling inspection Efficiency of a sampling plan Development of the input data Evaluating the process curve Determination of the cost parameters Application of the decision theory model in industry.

Resources in Education

Reinforcement Learning, second edition

Decision Making for the Agile Social Enterprise

Child and Adolescent Health and Health Care Quality

How Good Policies and Business Ethics Enhance Good Quality of Life

Decision-Making Groups and Teams

Life and Death Decision Analysis

Between 1970 and 2000, Stanford University enabled and supported an interdisciplinary community of organizations training, research, and theory building. This title summarizes the contributions of the main paradigms that emerged at Stanford in those three decades, and describes the sociological conditions under which this environment came about.

*Whether we're buying a pair of jeans, ordering a cup of coffee, selecting a long-distance carrier, applying to college, choosing a doctor, or setting up a 401(k), everyday decisions—both big and small—have become increasingly complex due to the overwhelming abundance of choice with which we are presented. As Americans, we assume that more choice means better options and greater satisfaction. But beware of excessive choice: choice overload can make you question the decisions you make before you even make them, it can set you up for unrealistically high expectations, and it can make you blame yourself for any and all failures. In the long run, this can lead to decision-making paralysis, anxiety, and perpetual stress. And, in a culture that tells us that there is no excuse for falling short of perfection when your options are limitless, too much choice can lead to clinical depression. In *The Paradox of Choice*, Barry Schwartz explains at what point choice—the hallmark of individual freedom and self-determination that we so cherish—becomes detrimental to our psychological and emotional well-being. In accessible, engaging, and anecdotal prose, Schwartz shows how the dramatic explosion in choice—from the mundane to the profound challenges of balancing career, family, and individual needs—has paradoxically become a problem instead of a solution. Schwartz also shows how our obsession with choice encourages us to seek that which makes us feel worse. By synthesizing current research in the social sciences, Schwartz makes the counter intuitive case that eliminating choices can greatly reduce the stress, anxiety, and busyness of our lives. He offers eleven practical steps on how to limit choices to a manageable number, have the discipline to focus on those that are important and ignore the rest, and ultimately derive greater satisfaction from the choices you have to make.*

*How did a pioneering company in the semiconductor industry not only survive but thrive in the face of the explosive change and upheavals that forced it to transform itself twice in the course of its thirty-year history? The answer lies in the quality of its strategy-making process, contends leading strategic management scholar Robert A. Burgelman in this extraordinary book based on an exhaustive twelve-year study he conducted inside Intel Corporation. At once a history of strategy-making at Intel as well as a strategy-making field manual that any high-technology manager will need to consult frequently, *Strategy Is Destiny* truly describes strategy-in-action as the way of life of senior executives in the corporation of the future.*

Portfolio Decision Analysis: Improved Methods for Resource Allocation provides an extensive, up-to-date coverage of decision analytic methods which help firms and public organizations allocate resources to 'lumpy' investment opportunities while explicitly recognizing relevant financial and non-financial evaluation criteria and the presence of alternative investment opportunities. In particular, it discusses the evolution of these methods, presents new methodological advances and illustrates their use across several application domains. The book offers a many-faceted treatment of portfolio decision analysis (PDA). Among other things, it (i) synthesizes the state-of-play in PDA, (ii) describes novel methodologies, (iii) fosters the deployment of these methodologies, and (iv) contributes to the strengthening of research on PDA. Portfolio problems are widely regarded as the single most important application context of decision analysis, and, with its extensive and unique coverage of these problems, this book is a much-needed addition to the literature. The book also presents innovative treatments of new methodological approaches and their uses in applications. The intended audience consists of practitioners and researchers who wish to gain a good understanding of portfolio decision analysis and insights into how PDA methods can be leveraged in different application contexts. The book can also be employed in courses at the post-graduate level.

Synthesizing Decision Analysis

Creating a Personal Code to Guide Decisions in Work and Life

The Knowing-doing Gap

Some Economic Aspects of Quality Control

Mining of Massive Datasets

Value Creation from Better Business Decisions

How Smart Companies Turn Knowledge Into Action

This book reviews quality definition, measurement, improvement, value, and accountability for obesity management. The interplay between quality, cost, access and satisfaction is fully depicted with a goal toward not only fulfilling current standards but also anticipating future needs. A thorough inventory of current best practices in all aspects of obesity care is cataloged with a gap analysis also employed for potential areas of improvement to be road mapped. All chapters are written by experts in their fields and include the most up-to-date scientific and clinical information, take home messages, and questions towards following the requirements of quality certification in obesity management. Quality in Obesity Treatment provides a comprehensive, contemporary review of this field and serves as a valuable resource for Bariatric Surgeons, Primary Care Physicians, Policy Makers, Insurance Administrators, Bariatricians, and any medical specialty interested in obesity quality management with likely candidates coming from GI, endocrinology, cardiology, sleep medicine and orthopedics.

Advice involves recommendations on what to think: through thought, on what to choose; and via choices, on how to act. Advice is information that moves by communication, from advisors to the recipient of advice. Ivan Jureta offers a general way to analyze advice. The analysis applies regardless of what the advice is about and from whom it comes or to whom it needs to be given, and it concentrates on the production and consumption of advice independent of the field of application. It is made up of two intertwined parts, a conceptual analysis and an analysis of the rationale of advice. He premises that giving advice is a design problem and he treats advice as an artifact designed and used to influence decisions. What is unusual is the theoretical backdrop against which the author's discussions are set: ontology engineering, conceptual analysis, and artificial intelligence. While classical decision theory would be expected to play a key role, this is not the case here for one principal reason: the difficulty of having relevant numerical, quantitative estimates of probability and utility in most practical situations. Instead conceptual models and mathematical logic are the author's tools of choice. The book is primarily intended for graduate students and researchers of management science. They are offered a general method of analysis that applies to giving and receiving advice when the decision problems are not well structured, and when there is imprecise, unclear, incomplete, or conflicting qualitative information.

We are living in the post-information age, the era of so-called 'Big Data'. It is a practical possibility for corporations to report, chart and analyse every action, transaction and click that happens inside and outside their business. In Decision Sourcing Roberts and Pakkiri examine what this means to organisational decision making. They explode the myth that good decisions need only be informed ones through an examination into how business really make choices. They lay bare the poverty of decision making processes in today's corporate world and offer fresh and fascinating insight into how social tools are providing new sources of information, how they are challenging hierarchy and how they are providing opportunities for growth and agility through aligned and inclusive decision making.

This book is for those organisations that want to get beyond the corporate Facebook account and are ready for the next bold step. It is for those businesses that want to engage their workforce and their customers in collaborative relationships that are at the heart of the successful social enterprise.

This comparative study allows decision-makers to understand and use public-private collaboration to achieve governance goals.

Managing Business Risk

Theory, Psychology, and Applications

A Sociotechnical Systems Paradigm

Convex Optimization

Frontiers in Statistical Quality Control 11

How Strategy-Making Shapes a Company's Future

Add value with every decision using a simple yet powerful framework Few things are as valuable in business, and in life, as the ability to make good decisions. Can you imagine how much more rewarding your life and your business would be if every decision you made were the best it could be? Decision Quality empowers you to make the best possible choice and get more of what you truly want from every decision. Dr. Carl Spetzler is a leader in the field of decision science and has worked with organizations across industries to improve their decision-making capabilities. He and his co-authors, all experienced consultants and educators in this field, show you how to frame a problem or opportunity, create a set of attractive alternatives, identify relevant uncertain information, clarify the values that are important in the decision, apply tools of analysis, and develop buy-in among stakeholders. Their straightforward approach is elegantly simple, yet practical and powerful. It can be applied to all types of decisions. Our business and our personal lives are marked by a stream of decisions. Some are small. Some are large. Some are life-altering or strategic. How well we make those decisions truly matters. This book gives you a framework and thinking tools that will help you to improve the odds of getting more of what you value from every choice. You will learn: The six requirements for decision quality, and how to apply them The difference between a good decision and a good outcome Why a decision can only be as good as the best of the available alternatives Methods for making both "significant" and strategic decisions The mental traps that undermine decision quality and how to avoid them How to deal with uncertainty—a factor in every important choice How to judge the quality of a decision at the time you're making it How organizations have benefited from building quality into their decisions. Many people are satisfied with 'good enough' when making important decisions. This book provides a method that will take you and your co-workers beyond 'good enough' to true Decision Quality.