

# **HBR'S 10 MUST READS**

**FEATURING**  
“Before You Make  
That Big Decision...”

By Daniel Kahneman, Dan  
Lovallo, and Olivier Sibony

สำหรับเพื่อการศึกษาและอ้างอิงเท่านั้น

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# **On Making Smart Decisions**

If you read nothing else on decision making, read these  
definitive articles from Harvard Business Review.

# Hbr S Must Reads On Making Smart Decisions

**O García**



## **Hbr S Must Reads On Making Smart Decisions:**

**HBR's 10 Must Reads on Making Smart Decisions (with featured article "Before You Make That Big Decision..." by Daniel Kahneman, Dan Lovallo, and Olivier Sibony)** Harvard Business Review, Daniel Kahneman, Ram Charan, 2013-03-05 Learn why bad decisions happen to good managers and how to make better ones If you read nothing else on decision making read these 10 articles We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you and your organization make better choices and avoid common traps Leading experts such as Ram Charan Michael Mankins and Thomas Davenport provide the insights and advice you need to Make bold decisions that challenge the status quo Support your decisions with diverse data Evaluate risks and benefits with equal rigor Check for faulty cause and effect reasoning Test your decisions with experiments Foster and address constructive criticism Defeat indecisiveness with clear accountability **HBR's 10 Must Reads on Making Smart Decisions**, 2013

**HBR's 10 Must Reads Collection (12 Books)** Harvard Business Review, Peter F. Drucker, Clayton M. Christensen, Daniel Goleman, Michael E. Porter, 2014-12-16 From management to strategy to leadership this is the best of Harvard Business Review This essential comprehensive digital collection delivers the entire 12 books of the HBR's 10 Must Reads series with over 120 Harvard Business Review articles With this essential collection from Harvard Business Review you'll have the best management ideas and advice all in one place Now offered as a comprehensive digital compilation this set includes the entire library of Harvard Business Review articles more than 120 of them found in the HBR 10 Must Reads book series From leadership and strategy to innovation and marketing no other collection offers the top thinking from global experts on today's most essential management topics The collection includes must-have articles on the following topics Leadership Managing Yourself Strategy Managing People Change Management Communication Innovation Making Smart Decisions Teams Collaboration and Strategic Marketing In addition you'll get articles from the foundational HBR's 10 Must Reads The Essentials which offers seminal pieces chosen by the editorial team at Harvard Business Review Each book is packed with enduring advice from the best minds in business such as Michael Porter Clayton Christensen Peter Drucker John Kotter Daniel Goleman Jim Collins Ted Levitt Gary Hamel W Chan Kim Ren e Mauborgne and much more The HBR's 10 Must Reads Collection includes HBR's 10 Must Reads The Essentials This book brings together the best thinking from management's most influential experts Once you've read these definitive articles you can delve into each core topic the series explores managing yourself managing people leadership strategy and change management HBR's 10 Must Reads on Managing Yourself The path to your professional success starts with a critical look in the mirror Here's how to stay engaged throughout your 50-year work-life tap into your deepest values solicit candid feedback replenish your physical and mental energy and rebound from tough times This book includes the bonus article How Will You Measure Your Life by Clayton M Christensen HBR's 10 Must Reads on Managing People Managing your employees is fraught with challenges even if you're a seasoned

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of Medicine by Steven Prokesch     *HBR's 10 Must Reads on Teams (with featured article "The Discipline of Teams," by Jon R. Katzenbach and Douglas K. Smith)* Harvard Business Review, Jon R. Katzenbach, Kathleen M. Eisenhardt, Lynda Gratton, 2013-03-05 Most teams underperform Yours can beat the odds If you read nothing else on building better teams read these 10 articles We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you assemble and steer teams that get results Leading experts such as Jon Katzenbach Teresa Amabile and Tamara Erickson provide the insights and advice you need to Boost team performance through mutual accountability Motivate large diverse groups to tackle complex projects Increase your teams emotional intelligence Prevent decision deadlock Extract results from a bunch of touchy superstars Fight constructively with top management colleagues

**HBR's 10 Must Reads on Boards (with bonus article "What Makes Great Boards Great" by Jeffrey A. Sonnenfeld)** Harvard Business Review, Jeffrey A. Sonnenfeld, Linda A. Hill, Robert S. Kaplan, Ram Charan, 2020-07-07 Keep shareholders happy and manage for the long term Earning a board seat is a rite of passage But directors must juggle many responsibilities from steering company strategy managing risk and appointing leaders to setting the right incentives meeting shareholder expectations and dealing with activist investors How do you balance it all If you read nothing else on boards read these 10 articles by experts in the field We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you set your board up for success This book will inspire you to Ensure you have directors who can meet company goals Establish a robust succession planning process Encourage the risk taking that will generate breakthrough innovation Prioritize the health of the enterprise without neglecting shareholders Provide the critical support a new CEO needs to succeed Ignite nonprofit board members by engaging them in work that matters Take on the world's toughest economic social and environmental problems This collection of articles includes What Makes Great Boards Great by Jeffrey A Sonnenfeld Building Better Boards by David A Nadler The Error at the Heart of Corporate Leadership by Joseph L Bower and Lynn S Paine The New Work of the Nonprofit Board by Barbara E Taylor Richard P Chait and Thomas P Holland Dysfunction in the Boardroom by Boris Groysberg and Deborah Bell The Board's New Innovation Imperative by Linda A Hill and George Davis Managing Risks A New Framework by Robert S Kaplan and Anette Mikes Ending the CEO Succession Crisis by Ram Charan Comp Targets That Work by Radhakrishnan Gopalan John Horn and Todd Milbourn and Sustainability in the Boardroom by Lynn S Paine HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike Leaders looking for the inspiration that big ideas provide both to accelerate their own growth and that of their companies should look no further HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know leadership strategy change managing people and managing yourself Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic Each title includes timeless advice that will be relevant regardless of an ever changing business environment     HBR's 10 Must Reads Ultimate

Boxed Set (14 Books) Harvard Business Review, Daniel Goleman, Peter F. Drucker, Clayton M. Christensen, Michael E. Porter, 2017-08-15 Essential reading selected from the pages of Harvard Business Review You want the most important ideas on management all in one place Now you can have them in a set of HBR's 10 Must Reads available as a 14 volume paperback boxed set or as an ebook set We've combed through hundreds of Harvard Business Review articles on topics such as emotional intelligence communication change leadership strategy managing people and managing yourself and selected the most important ones to help you maximize your own and your organization's performance The HBR's 10 Must Reads Ultimate Boxed Set includes 14 bestselling collections HBR's 10 Must Reads on Leadership HBR's 10 Must Reads on Emotional Intelligence HBR's 10 Must Reads on Managing Yourself HBR's 10 Must Reads on Strategy HBR's 10 Must Reads on Change Management HBR's 10 Must Reads on Managing People HBR's 10 Must Reads The Essentials HBR's 10 Must Reads on Communication HBR's 10 Must Reads on Managing Across Cultures HBR's 10 Must Reads on Strategic Marketing HBR's 10 Must Reads on Teams HBR's 10 Must Reads on Innovation HBR's 10 Must Reads on Making Smart Decisions HBR's 10 Must Reads on Collaboration The HBR's 10 Must Reads Ultimate Boxed Set makes a smart gift for your team colleagues or clients HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike Leaders looking for the inspiration that big ideas provide both to accelerate their own growth and that of their companies should look no further HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know leadership strategy change managing people and managing yourself Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic Each title includes timeless advice that will be relevant regardless of an ever-changing business environment

Strategic Decision Making Simon Haslam, Ben Shenoy, 2018-01-03 Making strategic decisions is a fundamental skill for leaders and managers However in a business environment that is in a constant state of change making strategic decisions has never been more difficult Strategic Decision Making addresses this challenge by providing a framework that can be used to make sound decisions in an uncertain world Structured around the core concepts of framing experimenting and scaling this book will ensure that efforts are focused where the need is greatest that interventions are tested evaluated and revised if necessary and that successful initiatives are effectively rolled out across the business Packed with real world examples and backed up by academic research Strategic Decision Making will allow today's leaders and the leaders of tomorrow to make successful and defensible business choices It shows how to avoid decision making bias overcome organizational inertia manage the difficulties of rigid organizational structures and avoid being side tracked by outdated or irrelevant experience Essential reading for business practitioners and management students alike this comprehensive guide provides a robust approach to achieving strategic success

**HBR's 10 Must Reads on Strategy, Vol. 2 (with bonus article "Creating Shared Value" By Michael E. Porter and Mark R. Kramer)** Harvard Business Review, Michael E. Porter, A.G. Lafley, Clayton M. Christensen, Rita Gunther McGrath, 2020-03-24 Do you have the right

strategy to lead your company into the future Get more of the management ideas you want from the authors you trust with HBR's 10 Must Reads on Strategy Vol 2 We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you combat new competitors and define the best strategy for your company With insights from leading experts including Michael E Porter A G Lafley and Clayton M Christensen this book will inspire you to Choose a strategy that meets the demands of your competitive environment Identify the signals of disruption and take steps to avoid it Understand lean methodology and how it is changing business Transform your products and services into platforms Instill your strategy with creativity and purpose Generate value for your company while also contributing to society This collection of articles includes Your Strategy Needs a Strategy by Martin Reeves Claire Love and Philipp Tillmanns Transient Advantage by Rita Gunther McGrath Bringing Science to the Art of Strategy by A G Lafley Roger L Martin Jan W Rivkin and Nicolaj Siggelkow Managing Risks A New Framework by Robert S Kaplan and Anette Mikes Surviving Disruption by Maxwell Wessel and Clayton M Christensen The Great Repeatable Business Model by Chris Zook and James Allen Pipelines Platforms and the New Rules of Strategy by Marshall W Van Alstyne Geoffrey G Parker and Sangeet Paul Choudary Why the Lean Start Up Changes Everything by Steve Blank Strategy Needs Creativity by Adam Brandenburger Put Purpose at the Core of Your Strategy by Thomas W Malnight Ivy Buche and Charles Dhanaraj Creating Shared Value by Michael E Porter and Mark R Kramer

**HBR's 10 Must Reads 2017** Harvard Business Review, Clayton M. Christensen, Adam Grant, Vijay Govindarajan, Thomas H. Davenport, 2016-10-11 A year's worth of management wisdom all in one place We've reviewed the ideas insights and best practices from the past year of Harvard Business Review to keep you up to date on the most cutting edge influential thinking driving business today With authors from Clayton M Christensen to Adam Grant and company examples from Intel to Uber this volume brings the most current and important management conversations to your fingertips This book will inspire you to Rethink the way you work in the face of advancing automation Transform your business using a platform strategy Apply design thinking to create innovative products Identify where too much collaboration may be holding your people back See the theory of disruptive innovation in a brand new light Recognize the signs that your cross cultural negotiation may be falling apart This collection of articles includes Collaborative Overload by Rob Cross Reb Rebele and Adam Grant Algorithms Need Managers Too by Michael Luca Jon Kleinberg and Sendhil Mullainathan Pipelines Platforms and the New Rules of Strategy by Marshall W Van Alstyne Geoffrey G Parker and Sangeet Paul Choudary What Is Disruptive Innovation by Clayton M Christensen Michael Raynor and Rory McDonald How Indra Nooyi Turned Design Thinking into Strategy an interview with Indra Nooyi by Adi Ignatius Engineering Reverse Innovations by Amos Winter and Vijay Govindarajan The Employer Led Health Care Revolution by Patricia A McDonald Robert S Mecklenburg and Lindsay A Martin Getting to S Ja Oui Hai and Da by Erin Meyer The Limits of Empathy by Adam Waytz People Before Strategy A New Role for the CHRO by Ram Charan Dominic Barton and Dennis Carey and Beyond Automation by Thomas H Davenport and Julia Kirby



## **HBR's 10 Must Reads on Strategy (including featured article "What Is Strategy?" by Michael E. Porter)**

Harvard Business Review, Michael E. Porter, W. Chan Kim, Renée A. Mauborgne, 2011-02-08 Is your company spending too much time on strategy development with too little to show for it? If you read nothing else on strategy, read these 10 articles featuring "What Is Strategy" by Michael E. Porter. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you catalyze your organization's strategy development and execution. HBR's 10 Must Reads on Strategy will inspire you to Distinguish your company from rivals. Clarify what your company will and won't do. Craft a vision for an uncertain future. Create blue oceans of uncontested market space. Use the Balanced Scorecard to measure your strategy. Capture your strategy in a memorable phrase. Make priorities explicit. Allocate resources early. Clarify decision rights for faster decision making. This collection of best-selling articles includes featured article "What Is Strategy" by Michael E. Porter, "The Five Competitive Forces That Shape Strategy" by Building Your Company's Vision, "Reinventing Your Business Model" by Blue Ocean Strategy, "The Secrets to Successful Strategy Execution Using the Balanced Scorecard as a Strategic Management System" by Transforming Corner Office Strategy into Frontline Action, "Turning Great Strategy into Great Performance" and "Who Has the D? How Clear Decision Roles Enhance Organizational Performance." *HBR's 10 Must Reads 2015* Harvard Business Review, Daniel Goleman, W. Chan Kim, Renée A. Mauborgne, Clayton M. Christensen, 2015-04-07 A year's worth of management wisdom all in one place. We've combed through ideas, insights, and best practices from the past year of Harvard Business Review to help you get up to speed fast on the freshest, most relevant thinking driving business today. With authors from Clayton Christensen to Roger Martin and company examples from Netflix to Unilever, this volume brings the most current and important management conversations to your fingertips. This book will inspire you to Lead by focusing your attention on the right things. Import new management practices into your organization the right way, whether they come from other companies or across the globe. Better manage your organization's and your leaders' time. Rethink vital functions such as HR and marketing. Move from a yearly planning cycle to building a winning strategy. Make long-term organizational decisions with an eye to national and global economic trends. This collection of best-selling articles includes "Beware the Next Big Thing" by Julian Birkinshaw, "The Capitalist's Dilemma" by Clayton M. Christensen and Derek Van Bever, "The Focused Leader" by Daniel Goleman, "The Big Lie of Strategic Planning" by Roger L. Martin, "Contextual Intelligence" by Tarun Khanna, "How Netflix Reinvented HR" by Patty McCord, "Blue Ocean Leadership" by W. Chan Kim and Renée Mauborgne, "The Ultimate Marketing Machine" by Marc de Swaan Arons, Frank van den Driest, and Keith Weed, "Your Scarcest Resource" by Michael Mankins, Chris Brahm, and Gregory Caimi, "How Google Sold Its Engineers on Management" by David A. Garvin, "21st Century Talent Spotting" by Claudio Fernandez Aróz. *HBR's 10 Must Reads Big Business Ideas Collection (2015-2017 plus The Essentials) (4 Books) (HBR's 10 Must Reads)* Harvard Business Review, 2016-10-11 Once a year, Harvard Business Review's editors examine the ideas, insights, and best practices from the past twelve months to select the most definitive articles we

ve published those that have provoked the most conversation the most inspiration the most change Now these highly curated collections of articles are available all in one place Whether you re catching up or trying to stay ahead these volumes present the latest most significant thinking driving business today Yet certain challenges never go away That s why this set also contains HBR s 10 Must Reads The Essentials which collects the 10 seminal articles by management s most influential experts on topics of perennial concern to ambitious managers and leaders hungry for inspiration and ready to run with big ideas to accelerate their own and their companies success HBR s 10 Must Reads series is the definitive collection of ideas and best practices for aspiring and experienced leaders alike These books offer essential reading selected from the pages of Harvard Business Review on topics critical to the success of every manager Each book is packed with advice and inspiration from leading experts such as Clayton Christensen Peter Drucker Rosabeth Moss Kanter John Kotter Michael Porter Daniel Goleman Theodore Levitt and Rita Gunther McGrath

**HBR's 10 Must Reads Leadership Collection (4 Books) (HBR's 10 Must Reads)** Harvard Business Review, Daniel Goleman, Peter F. Drucker, Clayton M. Christensen, Michael E. Porter, 2016-10-11 Become the leader you want to be Becoming a great leader takes work This collection from Harvard Business Review offers the ideas and strategies to help get you there The HBR s 10 Must Reads Leadership Collection 4 Books includes the popular books HBR s 10 Must Reads on Leadership HBR s 10 Must Reads on Managing Yourself HBR s 10 Must Reads on Strategy and HBR s 10 Must Reads on Emotional Intelligence This unique compilation offers insights from world class experts on the topics most important to your success as a leader how to inspire others and improve team performance how to galvanize your organization s strategy development and execution and the best ways to chart your own path to professional success The collection includes forty articles selected by HBR s editors from renowned thought leaders including Michael Porter Peter Drucker John Kotter Daniel Goleman W Chan Kim and Ren e Mauborgne as well as the bonus award winning article How Will You Measure Your Life by Clayton Christensen It s time to transform yourself from a good manager into a great leader The HBR s 10 Must Reads Leadership Collection will help you do just that and will become an invaluable addition to your management toolkit HBR s 10 Must Reads series is the definitive collection of ideas and best practices for aspiring and experienced leaders alike These books offer essential reading selected from the pages of Harvard Business Review on topics critical to the success of every manager Each book is packed with advice and inspiration from leading experts such as Clayton Christensen Peter Drucker Rosabeth Moss Kanter John Kotter Michael Porter Daniel Goleman Theodore Levitt and Rita Gunther McGrath

**HBR's 10 Must Reads on Emotional Intelligence (with featured article "What Makes a Leader?" by Daniel Goleman)(HBR's 10 Must Reads)** Harvard Business Review, Daniel Goleman, Richard E. Boyatzis, Annie McKee, Sydney Finkelstein, 2015-04-07 In his defining work on emotional intelligence bestselling author Daniel Goleman found that it is twice as important as other competencies in determining outstanding leadership If you read nothing else on emotional intelligence read these 10 articles by experts in the field We ve

combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you boost your emotional skills and your professional success This book will inspire you to Monitor and channel your moods and emotions Make smart empathetic people decisions Manage conflict and regulate emotions within your team React to tough situations with resilience Better understand your strengths weaknesses needs values and goals Develop emotional agility This collection of articles includes What Makes a Leader by Daniel Goleman Primal Leadership The Hidden Driver of Great Performance by Daniel Goleman Richard Boyatzis and Annie McKee Why It s So Hard to Be Fair by Joel Brockner Why Good Leaders Make Bad Decisions by Andrew Campbell Jo Whitehead and Sydney Finkelstein Building the Emotional Intelligence of Groups by Vanessa Urch Druskat and Steve B Wolff The Price of Incivility Lack of Respect Hurts Morale and the Bottom Line by Christine Porath and Christine Pearson How Resilience Works by Diane Coutu Emotional Agility How Effective Leaders Manage Their Negative Thoughts and Feelings by Susan David and Christina Congleton Fear of Feedback by Jay M Jackman and Myra H Strober and The Young and the Clueless by Kerry A Bunker Kathy E Kram and Sharon Ting

**HBR's 10 Must Reads on Strategic Marketing (with featured article "Marketing Myopia," by Theodore Levitt)**

Harvard Business Review, Clayton M. Christensen, Theodore Levitt, Philip Kotler, Fred Reichheld, 2013-03-12 Stop pushing products and start cultivating relationships with the right customers If you read nothing else on marketing that delivers competitive advantage read these 10 articles We ve combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you reinvent your marketing by putting it and your customers at the center of your business Leading experts such as Ted Levitt and Clayton Christensen provide the insights and advice you need to Figure out what business you re really in Create products that perform the jobs people need to get done Get a bird s eye view of your brand s strengths and weaknesses Tap a market that s larger than China and India combined Deliver superior value to your B2B customers End the war between sales and marketing [HBR's 10 Must Reads on Innovation \(with featured article "The Discipline of Innovation," by Peter F. Drucker\)](#) Harvard Business Review, Peter F. Drucker, Clayton M. Christensen, Vijay Govindarajan, 2013-03-05 To innovate profitably you need more than just creativity Do you have what it takes If you read nothing else on inspiring and executing innovation read these 10 articles We ve combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you innovate effectively Leading experts such as Clayton Christensen Peter Drucker and Rosabeth Moss Kanter provide the insights and advice you need to Decide which ideas are worth pursuing Innovate through the front lines not just from the top Adapt innovations from the developing world to wealthier markets Tweak new ventures along the way using discovery driven planning Tailor your efforts to meet customers most pressing needs Avoid classic pitfalls such as stifling innovation with rigid processes

**HBR's 10 Must Reads on Communication (with featured article "The Necessary Art of Persuasion," by Jay A. Conger)** Harvard Business Review, Robert B. Cialdini, Nick Morgan, Deborah Tannen, 2013-03-12 The best leaders know how

to communicate clearly and persuasively How do you stack up If you read nothing else on communicating effectively read these 10 articles We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you express your ideas with clarity and impact no matter what the situation Leading experts such as Deborah Tannen Jay Conger and Nick Morgan provide the insights and advice you need to Pitch your brilliant idea successfully Connect with your audience Establish credibility Inspire others to carry out your vision Adapt to stakeholders decision making style Frame goals around common interests Build consensus and win support [HBR's 10 Must Reads on Collaboration](#) (with featured article "Social Intelligence and the Biology of Leadership," by Daniel Goleman and Richard Boyatzis) Harvard Business Review, Daniel Goleman, Richard E. Boyatzis, Morten Hansen, 2013-03-12 Join forces with others inside and outside your organization to solve your toughest problems If you read nothing else on collaborating effectively read these 10 articles We've combed through hundreds of articles in the Harvard Business Review archive and selected the most important ones to help you work more productively with people on your team in other departments and in other organizations Leading experts such as Daniel Goleman Herminia Ibarra and Morten Hansen provide the insights and advice you need to Forge strong relationships up down and across the organization Build a collaborative culture Bust silos Harness informal knowledge sharing Pick the right type of collaboration for your business Manage conflict wisely Know when not to collaborate

## Reviewing **Hbr S Must Reads On Making Smart Decisions**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is truly astonishing. Within the pages of "**Hbr S Must Reads On Making Smart Decisions**," an enthralling opus penned by a very acclaimed wordsmith, readers embark on an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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