

Practical Wisdom

The following references are mainly related to the various aspects of decision-making, problem-solving, the development of abilities such as persuasion, leadership and negotiation and to various aspects of expertise and creativity in different domains. The references are divided in the following sections:

(1) Judgement, Reasoning and Decision-Making, focusing on the cognitive aspects of the decision making process, how it is influenced by the use of frugal heuristics and choices rules as well as by the decision maker's judgment and perception of the decision problem; (2) The art of persuasion, negotiation and management and (3) Leadership and performance.

Judgement, Reasoning and Decision-Making

(mostly studies conducted by cognitive psychologists and some experimental economists. Includes references on the use of fast and frugal heuristics for making choices, bounded rationality and on decision-making under uncertainty).

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