



Smart Choices: A Practical Guide to Making Better Decisions

John S. Hammond, Ralph L. Keeney, Howard Raiffa

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Where should I live?

Is it time to switch careers?

What is the best course of action for me?

Decisions shape our experiences, from choosing which job offer to accept, to buying the right car, to selecting a good accountant. How do we know which choice is the smart one? How can we be consistent and confident in our decisions? In this book from the three leading authorities on decision-making, readers learn how to approach all types of decisions with a simple set of skills developed by professors from Harvard, MIT, and the University of Southern California.

Combining solid research with common sense and practical experience, this user-friendly guide shows readers how to assess deep-seated objectives, create a comprehensive set of alternatives, determine likely consequences, make tradeoffs, and grapple with uncertainty. Not only will readers learn *how* to make decisions, they will learn how to make the *smartest* decisions. For anyone caught at a confusing crossroad—whether you're choosing between mutual funds or deciding where to retire—the *Smart Choices* program will improve your decision-making abilities immediately, and make your life more rewarding and fulfilling.

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