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- 2) Frame blindness.
- 3) Lack of frame control.
- 4) Overconfidence in our judgment.
- 5) Shortsighted shortcuts.
- 6)

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Shooting from the hip. 7)
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Overconfidence in Your
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available information or
anchoring too much on
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J.Eward Russo and Paul J.H.
Schoemaker A review by Thanh
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Decision Making authors indicated that most decision makers commit some kinds of errors, and they explore the components of those errors and the steps to rectify those common mistakes in decisions making. The authors drill

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Decision Making into details the key characteristics that we can easily recognize and learn.

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The authors indicated that

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Decision Making™s experience
is afflicted with decision
trap number 9 - Not keeping
track by: 1) Missing
feedback - lack of
information on the key
question 2) Entwined
feedback - evidence is

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Decision Making effected by actions taken by the decision maker and associates after making the initial judgment, these factors are called treatment effects 3) Confuse feedback - uncontrollable, unpredictable factors,

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Decision Making
???random noise??? that
affect decision outcomes; 4)
Ignore feedback ...

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Schoemaker Russo ? RELEASE
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packaged (if deadly earnest)
tips and reminders on
staying out of harm's way

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Decision Making
when making important
decisions. Russo (Marketing
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