

Smart Money Decisions By Max H Bazerman

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Packed with sound advice and expert recommendations, Smart Money Decisions is essential reading for anyone who has made the same mistake twice. About the Author MAX H. BAZERMAN, PhD, is the Jesse Isador Straus Professor of Business Administration at the Harvard Business School, and formerly taught at the J. L. Kellogg Graduate School of Management at Northwestern University.

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A guide to avoiding costly mistakes identifies ten common financial decision-making errors and offers advice on negotiating to come out on top

Max and Ruby spend so much on emergencies while shopping for Grandma's birthday presents, that they just barely have enough money left for gifts. Reprint.

You're smart. So don't be dumb about money. Pinpoint your biggest money blind spots and take control of your finances with these tools from CBS News Business Analyst and host of the nationally syndicated radio show Jill on Money, Jill Schlesinger. "A must-read . . . This straightforward and pleasingly opinionated book may persuade more of us to think about financial planning."--Financial Times "Hey you . . . you saw the title. You get the deal. You're smart. You've made a few dollars. You've done what the financial books and websites tell you to do. So why isn't it working? Maybe emotions and expectations are getting in the way of good sense--or you're paying attention to the wrong people. If you've started counting your lattes, for god's sake, just stop. Read this book instead. After decades of working as a Wall Street trader, investment adviser, and money expert for CBS News, Jill Schlesinger reveals thirteen costly mistakes you may be making right now with your money. Drawing on personal stories and a hefty dose of humor, Schlesinger argues that even the brightest people can behave like financial dumbasses because of emotional blind spots. So if you've saved for college for your kids before saving for retirement, or you've avoided drafting a will, this is the book for you. By following Schlesinger's rules about retirement, college financing, insurance, real estate, and more, you can save money and avoid countless sleepless nights. It could be the smartest investment you make all year. Praise for The Dumb Things Smart People Do with Their Money "Common sense is not always common, especially when it comes to managing your money. Consider Jill Schlesinger's book your guide to all the things you should know about money but were never taught. After reading it, you'll be smarter, wiser, and maybe even wealthier."--Chris Guillebeau, author of Side Hustle and The \$100 Startup "A must-read, whether you're digging yourself out of a financial hole or stacking up savings for the future, The Dumb Things Smart People Do with Their Money is a personal finance gold mine loaded with smart financial nuggets delivered in Schlesinger's straight-talking, judgment-free style."--Beth Kobliner, author of Make Your Kid a Money Genius (Even If You're Not) and Get a Financial Life

Author is a leading theorist in negotiation and decision-making.

Presents a guide to making effective business decisions, filled with worksheets, questionnaires, case studies, and techniques that will assist all levels of management in addressing problems, making informed decisions, and converting opinions into insights.

With 25 memorable stories that spark insight, fuel innovation, and inspire important new conversations, The Million Dollar Parrot has established itself as an essential element of every leader's toolkit. "Jerry de Jaeger and Jim Ericson have produced one of the most engaging business books I've read in a long while. Each of their stories will fire your neurons--and keep them firing as you ponder their wise and insightful lessons. This little book packs a big--no, huge--wallop." --Daniel H. Pink, New York Times bestselling author of A Whole New Mind and Drive "This small book will expand your thinking and equip you to thrive in an unpredictable future as much as any other book you might read. Its elements--images, stories, ideas, and cool related stuff--are masterfully woven together for maximum impact in minimum time." --Ben Sherwood, New York Times bestselling author of The Survivors Club

To win at the game of business, you've got to be street-smart. The StreetSmart Negotiator distills the collective wisdom of the world's top negotiators, giving you the tips, tactics, and techniques you need to triumph over even the most ruthless competitors in any situation. Featuring a proven seven-step model of real-world negotiation strategies, this straightforward, easy-to-understand book gives you the edge you need to win at the bargaining table.

Jean Chatzky regularly features in a number of popular US magazines and on NBC's Today Show. She now unleashes her winning strategies for effective money management in this take-charge book.

How organizations--including Google, StubHub, Airbnb, and Facebook--learn from experiments in a data-driven world. Have you logged into Facebook recently? Searched for something on Google? Chosen a movie on Netflix? If so, you've probably been an unwitting participant in a variety of experiments--also known as randomized controlled trials--designed to test the impact of different online experiences. Once an esoteric tool for academic research, the randomized controlled trial has gone mainstream. No tech company worth its salt (or its share price) would dare make major changes to its platform without first running experiments to understand how they would influence user behavior. In this book, Michael Luca and Max Bazerman explain the importance of experiments for decision making in a data-driven world.