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Nota di contenuto	Part I. Overview -- 1. Introduction -- 2. Who Needs Critical Thinking? -- Part II. Critical Thinking in Business Decision-Making -- 3. Hidden Assumptions -- 4. Test Your Business Assumptions -- 5. Reason, Emotions, and Intuition -- 6. Cognitive Biases -- 7. Decisions, Decisions, Decisions -- 8. Decision-Making in Groups -- 9. Problem Solving -- Part III. Critical Thinking in Persuasion -- 10. One-on-One Persuasion -- 11. Debating -- 12. Fallacies -- 13 Ten Fair-Play Principles in Argumentation -- 14. The Courage to Change Our Mind -- 15. Wrap Up. .
Sommario/riassunto	This book discusses critical thinking as a tool for more compassionate leadership, presenting tried and tested methods for managing disagreement, for anticipating and solving problems, and for enhancing empathy. Employing a lighter tone of voice than most management books, it also shows how and when less-than-rational mechanisms such as intuition and heuristics may be efficient decision-making tools in any manager's toolbox. Critical thinking is useful for analyzing

incoming information in the context of decision-making and is crucial for structuring outgoing information in the context of persuasion. When trying to convince a client to buy a service, an executive board to fund a project, or a colleague to change a procedure, managers can use the simple step-by-step guides provided here to prepare for successful meetings and effective pitches. Managerial thinking can be steadily improved, using a structured process, especially if we learn to think about our thinking. This book guides current and would-be managers through this process of improving and metathinking, in connection with decision-making and persuasion. Using examples from business, together with research insights from Behavioral Economics and from Management and Organizational Cognition, the author illustrates common pitfalls like hidden assumptions and cognitive biases, and provides easy-to-use solutions for testing hypotheses and resolving dilemmas. .
