



## How Great Decisions Get Made: 10 Easy Steps for Reaching Agreement on Even the Toughest Issues

By Don Maruska

AMACOM/American Management Association. Paperback. Book Condition: New. Paperback. 208 pages. Dimensions: 8.9in. x 5.8in. x 0.7in. All too often, solving tough work issues can become a tug of war as clashing departments, priorities, personality styles, and other concerns threaten to destroy any possibility of a successful conclusion. But by sharing hopes, and focusing on information rather than debate, the path to agreement can become wonderfully clear. How Great Decisions Get Made. shows how to bring out the best in people, so that the process of decision making cements groups together rather than pulling them apart. The book gives readers a simple 10-step process to help their people overcome seemingly intractable differences, paving the way for groups to: Embrace a world view filled with the possibility of creating better results together Shift their attention from the stale What should we do to a fresh How can we achieve what we really want attitude Tap into who they are to define and articulate their hopes Readers looking for quick, exciting ways to energize their often contentious decision-making process will find all the help they need, from real-life scenarios showing the process in action to a self-assessment checklist. How Great Decisions Get Made provides...



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