



Smart Money Decisions: Why You Do What You Do with Money (and How to Change for the Better)

By Max H. Bazerman

John Wiley Sons Inc, United States, 2001. Paperback. Book Condition: New. Reprint. 221 x 142 mm. Language: English . Brand New Book. Praise for Smart Money Decisions If you need to negotiate anything .from a pay increase to buying or selling a house-this book covers all the bases. [Bazerman] has taught, tested, and proven his theories with thousands of executives and MBA students. -Donald P. Jacobs, Dean, J. L. Kellogg Graduate School of Management, Northwestern University Max Bazerman provides a fascinating, easy-to-understand look at how we make money decisions and offers sound advice that will help you increase your net worth. -Roger E. Stricker, PhD, Vice President, Intellectual Property, Lucent Technologies By holding a mirror up to our faces, Max Bazerman allows us to see all those dumb money mistakes each of us had no idea we were making. -Bill Bresnan, Financial Talk Show Host/Author When it comes to money matters, even the smartest of us make some pretty dumb decisions. This groundbreaking book gives you the necessary tools to think through financial issues practically and avoid costly blunders. A renowned expert in the field of decision-making and negotiation, Max Bazerman illustrates both how and why we make the decisions...



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