

Sources Of Power How People Make Decisions Gary Klein

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Since 1985, Klein has conducted fieldwork to find out how people tackle challenges in difficult, nonroutine situations. Sources of Power is based on observations of humans acting under such real-life constraints as time pressure, high stakes, personal responsibility, and shifting conditions. The professionals studied include firefighters, critical care nurses, pilots, nuclear power plant operators, battle planners, and chess masters.

Amazon.com: Sources of Power: How People Make Decisions ...

Reward Power. Reward power arises from the ability of a person to influence the allocation of incentives in an organization. These incentives include salary increments, positive appraisals and promotions. In an organization, people who wield reward power tend to influence the actions of other employees.

5 Sources of Power in Organizations | Chron.com

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Summary. Sources of Power is based on observations of humans acting under such real-life constraints as time pressure, high stakes, personal responsibility, and shifting conditions. The professionals studied include firefighters, critical care nurses, pilots, nuclear power plant operators, battle planners, and chess masters.

Sources of Power | The MIT Press

Sources of Power: How People Make Decisions. The professionals studied include firefighters, critical care nurses, pilots, nuclear power plant operators, battle planners, and chess masters. Each chapter builds on key incidents and examples to make the description of the methodology and phenomena more vivid.

Sources of Power: How People Make Decisions by Gary Klein

There's one tiny little problem with the "rational choice model": in the real world, that's not actually how people make decisions. In Sources of Power, Gary Klein studies time-constrained, high-stakes decision-making in the field and explains how people actually use their skills and experience to make decisions with real consequences.

Sources of Power: How People Make Decisions - Gary Klein ...

Sources of Power: How People Make Decisions by Gary A. Klein. A modern classic about how people really make decisions: drawing on prior experience, using a combination of intuition and analysis. Since its publication twenty years ago, Sources of Power has been enormously influential.

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