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Chapter 2. Common Biases Chapter 3. Framing and the Reversal of Preferences Chapter 4. Motivational and Affective Influences

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become a better decision maker and to protect yourself, your family, and your organization from avoidable mistakes. THE ANATOMY OF DECISIONS The term judgment refers to the cognitive aspects of the decision-making process. To fully understand judgment, we must first identify the components of the decision-making process that require it.

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Item one from the preceding summary suggests that, to some extent, judgment is a skill. O*NET online, a partner to the American Job Center, provides some confirmation. They list "Judgment and Decision Making" as a skill, providing the importance and level for their inventory of occupations.

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