

Miscellaneous

1. **A Brief History of Decision Making**

Leigh Buchanan, Andrew O'Connell
Product No. R0601B

Subjects Covered:

Artificial intelligence, Behaviour, Business history, Business intelligence, Decision analysis, Decision making, Group dynamics, Human behaviour, Information systems, Neuroscience, Organizational behaviour, Quantitative analysis, Risk management, Technology, Uncertainty.

2. **Conquering a Culture of Indecision**

Ram Charan
Product No. R0601J

Learning Objective:

To discover how business leaders can converse in ways that encourage candour, multiple perspectives, and clarity about who will do what to implement decisions.

3. **What Can Coaches Do for You?**

Diane Coutu, Carol Kauffman
Product Number: R0901H

Learning Objective:

Coaching as a business tool continues to gain legitimacy, but the fundamentals of the industry are still very much in flux. In this market, as in so many others today, we have to conclude that the old saw still applies: Buyer beware!

4. **Which Kind of Collaboration Is Right for You?**

Gary P. Pisano, Roberto Verganti
Product Number R0812F

Learning Objective:

To discover four models for collaborating with external innovation partners, the advantages and disadvantages of each model, and criteria for selecting a model.

5. **Who Has the D? How Clear Decision Roles Enhance Organizational Performance**

Paul Rogers, Marcia Blenko
Product No. R0601D

Learning Objective:

To discover a methodology for clarifying who plays what role during a key business decision--such as who recommends a course of action, who must agree to the idea, who implements the decision, who provides input, and who brings the decision to closure.

6. **A Leader's Framework for Decision Making**

David J. Snowden, Mary E. Boone
Product No. R0711C

Subjects Covered:

Decision making, Leadership.

If you are interested in obtaining further articles/information the Harvard Business Review website is: www.harvardbusinessonline.com N.B. You can also view a summary of each of the above papers on the site.