



Decisiveness: A Bibliography

Prepared by the staff of the *Merrett R. Stierheim Urban Affairs Department*

The Decisiveness competency involves combining judgment with effective tools and methods to make sound, timely decisions, and engage others when it is in the best interest of all parties. The Decisiveness competency involves ensuring effective controls are employed to recognize and proactively avoid costly error and mistakes, while owning results.

Books & Manuals

Ariely, D. (2008). [*Predictably irrational: the hidden forces that shape our decisions*](#). New York: Harper.
Call Number: On Order

Autry, J. and Roy, P. (2006). [*The book of hard choices: making the right decisions at work without losing your self-respect*](#). New York: Morgan Road.
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Drucker, P. and Maciariello, J. (2006). [*The effective executive in action: a journal for getting the right things done*](#). New York: Collins.
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Gladwell, M. (2005). [*Blink: the power of thinking without thinking*](#). New York: Little, Brown and Co.
Call Number: 153.44 GLAD

Henderson, D. and Hooper, C. (2006). [*Making great decisions in business and life*](#). Chicago Park, California: Chicago Park Press.
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Hoch, S., Kunreuther, H., and Gunther, R. (2004). [*Wharton on making decisions*](#). Hoboken, N.J.: John Wiley & Sons.
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Kopeikina, L. (2005). [*The right decision every time: how to reach perfect clarity on tough decisions*](#). Upper Saddle River, NJ: Pearson/Prentice Hall.
Call Number: 658.403 KOPE

Rice, B. (2008). [*Three moves ahead: what chess can teach you about business \(even if you've never played\)*](#). San Francisco: Jossey-Bass.
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Schwartz, B. (2004). [*The paradox of choice: why more is less*](#). New York: HarperCollins.
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Useem, M. (2006). [*The go point: when it's time to decide : knowing what to do and when to do it*](#). New York: Crown Business.
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Welter, W., and Egmon, J. (2006). [*The prepared mind of a leader: eight skills leaders use to innovate, make decisions, and solve problems.*](#) San Francisco, CA: Jossey-Bass.
Call Number: 658.4092 WELT

Zeckhauser, B. and Sandoski, A. (2008). [*How the wise decide: the lessons of 21 extraordinary leaders.*](#) New York: Crown Business.
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Electronic Journal & Newspaper Articles

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Houlihan, A. (2007). Empower your employees to make smart decisions. *Supervision*, 68, 7: 3.

Keeney, R. (2004). Making better decision makers. *Decision Analysis*, 1, 4: 193.

Lippitt, M. (2003). Six priorities that make a great strategic decision: good strategies don't arise spontaneously, they come from attention to a spectrum of important priorities. *Journal of Business Strategy*, 24, 1: 21.

Newstrom, J., Gardner, D., & Pierce, J. (2007). A neglected supervisory role: building self-esteem at work. *Supervision*, 68, 3: 9.

Roberto, M. (2005). Why making the decisions the right way is more important than making the right decisions. *Ivey Business Journal Online*, 1.

Rumbaugh, M. (2004). Ethical decision-making: issues for contract managers and educators; Analyze the ethical environment in your workplace--see how managers and educators can help narrow down important issues and guide others toward the best decisions. *Contract Management*, 44, 4: 34.

Yates, J. (2004). 'Let's just go with it.': The perils of decision neglect. *Ivey Business Journal Online*, 68, 4: 1.