

Motivator For Making Decisions

Bradley Charbonneau

Personal Motivation Robert P. Cavalier,2000-04-30 A new text for positive psychology, this book places the self as the decision maker at the center of the motivational process. Personal Motivation represents a new approach for student and scholar to consider motivation theory, self theory, and decision theory. It supports current thinking, which sees the self as possessing power for growth and change. Challenging traditional motivation and personality theories, it puts personality within the context of a new motivation model. It also challenges current thinking by distinguishing between choosing and deciding, and by describing the various characteristics of decision making as uniquely human. The self is reciprocally influenced by three motivational systems and is formed by the motivational process itself. A triarchic theory of motivation is proposed consisting of interdependent systems: formative, operational, and thematic. This book places the study of psychology back in the arena of life by developing a model of motivation and decision making immediately relevant to personal experience.

Decide Steve McClatchy,2014-02-03 How to make better decisions and achieve your goals What shapes a person's career and life, and defines them as a leader? Their decisions. We all want to be more productive and deliver our best results. But doing this effectively—and consistently over time—is a significant challenge. Managing it all is hard, and leading in today's hyper-paced world is even harder. The good news is that leadership expert Steve McClatchy makes it easier. In Decide, McClatchy—who works with Fortune 1000 people every day to help them achieve outstanding levels of performance—shows you how to cut through the complexities and excuses to start realizing real gains simply by changing one thing: the way you make decisions. With McClatchy's help, you can quickly begin to: Use the time you have each day to move your business and your life forward Make decisions that yield better results Waste less time, reduce stress and regain balance Again and again, McClatchy has helped people learn for themselves how great decision-making habits yield a lifetime of accomplishments. Follow McClatchy's no-nonsense and practical approach, and you'll soon manage—and even lead—at your highest level of personal performance.

Power in Knowledge Kristofer Gossett,2017 Paul was a third year faculty member at a community college in the Midwest. While working with the Chancellor on several committees in his brief tenure he struck up a good rapport with administration. During his third year, Paul was asked by the Chancellor to be one of 2 faculty representatives on the budget committee that spring. At the meeting, Paul learned that a larger than normal merit pay pool was available that year, and that unused monies in the merit pool would be transferred back into the general fund. As a third year faculty member, Paul felt he was underpaid compared to some of his other colleagues and had a decision to make regarding what he was going to do with the information he obtained in the meeting. This case illustrates the impact of fairness and motivation on individual decision-making. It also illustrates how people make decisions depending on which ethical model utilitarian, rule-based, virtue-based, or relativism they use as their ethical base.

Decisive Chip Heath,Dan Heath,2013-03-26 Chip and Dan Heath, the bestselling authors of Switch and Made to Stick, tackle one of the most critical topics in our work and personal lives: how to make better decisions. Research in psychology has revealed that our decisions are disrupted by an array of biases and irrationalities: We're overconfident. We seek out information that supports us and downplay information that doesn't. We get distracted by short-term emotions. When it comes to making choices, it seems, our brains are flawed instruments. Unfortunately, merely being aware of these shortcomings doesn't fix the problem, any more than knowing that we are nearsighted helps us to see. The real question is: How can we do better? In Decisive, the Heaths, based on an exhaustive study of the decision-making literature, introduce a four-step process designed to counteract these biases. Written in an engaging and compulsively readable style, Decisive takes readers on an unforgettable journey, from a rock star's ingenious decision-making trick to a CEO's disastrous acquisition, to a single question that can often resolve thorny personal decisions. Along the way, we learn the answers to critical questions like these: How can we stop the cycle of agonizing over our decisions? How can we make group decisions without destructive politics? And how can we ensure that we don't overlook precious opportunities to change our course? Decisive is the Heath brothers' most powerful—and important—book yet, offering fresh strategies and practical tools enabling us to make better choices. Because the right decision, at the right moment, can make all the difference.

Decide Bradley Charbonneau,2018-10-17 Do you realize how much energy we use by not making a decision? What if you had all of that power? The answer is simple-yet not always easy. In this short-and-powerful book, you'll discover: -- How to stop procrastinating and make the decision-on a regular basis. -- How to celebrate your decisions-so you don't go back on them. -- How to use your mind, heart, and gut to find the best solution-and stick to it. The author, Bradley Charbonneau, often gets the question: "Which of your 12-book Repossible series is the most important?" He answers: Decide. We're going to be a little blunt here: Imagine a fork in the road. One path leads to success, the other to failure. Sure, maybe the road to failure eventually leads to success. But which one do you take? It seems simple, doesn't it? Imagine experiencing these emotions on a regular basis: -- Clarity -- Courage -- Confidence -- Relief -- Joy Then imagine NOT feeling these emotions as often: -- Frustration -- Overwhelm -- Fear -- Doubt -- Regret This is a simple book. It's short. Yet it's powerful-if you learn how to decide. Make the decision to buy your copy of "Decide" today! (See what I did there? ;-))

Personal Effectiveness in Project Management Zachary Wong,2013-10-01 In Personal Effectiveness in Project Management, project manager and professor Zachary A. Wong, PhD provides readers with the tools and techniques that not only help them improve their own personal performance, but that of their project teams as well. Personal Effectiveness begins within. Dr. Wong's decades of Personal Effectiveness experience taught him that learning soft skills requires the same rigor as hard skills. In fact, one of the book's most valuable achievements is putting "soft" skills into a "hard" framework that readers can use for themselves and their team members. The book is divided into four modules, each addressing a different aspect of Personal Effectiveness: Decision-Making, Motivation, Achievement and Sustainability. The book's unique approach takes the reader through the modules, seeking to clarify and optimize the reader's performance in each area.

Crunch Time! Ken Lindner,2013-01-01 KEN LINDNER is the founder of Life Choice Psychology™ and the author of the groundbreaking book, "Your Killer Emotions: The 7 Steps to Mastering the Toxic Emotions, Urges, and Impulses That Sabotage You." (www.yourkilleremotions.com) For three decades, Ken has built a stellar reputation as one of this country's premier Life-Choice coaches and career counselors. He's learned that even everyday decisions have the power to become crucial turning points in life, and that what separates those individuals who achieve their goals and realize their dreams from those who don't is the process by which the achievers reach their decisions. Crunch Time! gives you Ken's 8 foolproof Steps to making constructive and self-enhancing decisions and the specific Strategies to make it happen. With compelling and insightful case studies, Ken illustrates how to live a life focused on your true values and goals in order to achieve what you want in both your life and your career. Infused with Ken's trademark enthusiasm and ability to inspire, this is the ultimate beacon for every defining moment, in life and in business. Ken graduated magna cum laude from Harvard University. He also graduated from Cornell Law School, where he focused on conflict resolution. Ken lives in Los Angeles, with his wife Melinda and their two children, Mary and Tristan.

The Psychology of Learning and Motivation Kenneth Wartenbee Spence,Janet T. Spence,1967

Better Decisions: Direct your life. Influence your world. Chris Grant,2020-06-02 Our decisions shape our lives. Whether at home or at work, with others or alone, our capacity to read what's going on inside and around us, and to choose what to do next can make or break a campaign, a business, a relationship or even a family holiday. With so much going on above and below the surface, how can we decide what to say and how to act in order to steer things in the right direction? Through 20 accessible lessons, Better Decisions will take you from theory and frameworks which deepen your understanding, to real-life applications that are specific to you. The practical exercises will help you to understand your own decision-making habits, and give you new tools and techniques to enable you to judge the best way forward and take the next step.

Ethical Problem-Solving and Decision-Making for Positive and Conclusive Outcomes Keough, Penelope D.,2019-01-25 Strategies for effective problem-solving and decision-making are efficient ways for professionals to solve the moral dilemmas that confront them in their daily practice. Feelings of wellbeing and positive outcomes, often impeded by the failure to make decisions, can result when strategies are developed from psychological theories and positive mindsets. Ethical Problem-Solving and Decision-Making for Positive and Conclusive Outcomes is a pivotal

reference source that synthesizes major psychological theories to show that any moral dilemma can be solved by using the correct positive mindset based on psychological theory and superimposing a basic ethical template to reach a conclusive decision. While highlighting topics such as cultural identity, student engagement, and education standards, this book is ideally designed for clinical practitioners, psychologists, education professionals, administrators, academicians, and researchers.

Setting Priorities Center for Creative Leadership (CCL),2011-09-09 To be a successful leader, you need to get results. To get results, you need to set priorities. This book can help you do a better job of setting priorities, recognizing the personal values that motivate your decision making, the probable trade-offs and consequences of your decisions, and the importance of aligning your priorities with your organization's expectations. In this way you can successfully meet organizational objectives and consistently produce results.

Decisive Chip Heath,Dan Heath,2013-03-26 Chip and Dan Heath, the bestselling authors of *Switch* and *Made to Stick*, tackle one of the most critical topics in our work and personal lives: how to make better decisions. Research in psychology has revealed that our decisions are disrupted by an array of biases and irrationalities: We're overconfident. We seek out information that supports us and downplay information that doesn't. We get distracted by short-term emotions. When it comes to making choices, it seems, our brains are flawed instruments. Unfortunately, merely being aware of these shortcomings doesn't fix the problem, any more than knowing that we are nearsighted helps us to see. The real question is: How can we do better? In *Decisive*, the Heaths, based on an exhaustive study of the decision-making literature, introduce a four-step process designed to counteract these biases. Written in an engaging and compulsively readable style, *Decisive* takes readers on an unforgettable journey, from a rock star's ingenious decision-making trick to a CEO's disastrous acquisition, to a single question that can often resolve thorny personal decisions. Along the way, we learn the answers to critical questions like these: How can we stop the cycle of agonizing over our decisions? How can we make group decisions without destructive politics? And how can we ensure that we don't overlook precious opportunities to change our course? *Decisive* is the Heath brothers' most powerful—and important—book yet, offering fresh strategies and practical tools enabling us to make better choices. Because the right decision, at the right moment, can make all the difference.

The Power of Agency Dr. Paul Napper,Anthony Rao, Ph. D.,2019-03-05 Introducing *The Power of Agency*, a science-backed approach to living life on your own terms. Agency is the ability to act as an effective agent for yourself—reflecting, making creative choices, and constructing a meaningful life. Grounded in extensive psychological research, *The Power of Agency* gives you the tools to help alleviate anxiety, manage competing demands and help you live your version of success. Renowned psychology experts Paul Napper and Anthony Rao will help you break through your state of overwhelm by showing you how to access your personal agency with seven empowering principles: control stimuli, associate selectively, move, position yourself as a learner, manage your emotions and beliefs, check your intuition, deliberate and then act. Featuring stories of people who have successfully applied these principles to improve their lives, *The Power of Agency* will give you the insights and skills to build your confidence, conquer challenges, and live more authentically.

Crunch Time! Ken Lindner,2013 Ken Lindner is the founder of Life-Choice Psychology(TM) and the author of the groundbreaking book, *Your Killer Emotions: The 7 Steps to Mastering the Toxic Emotions, Urges, and Impulses That Sabotage You* (www.yourkilleremotions.com). For three decades, Ken has built a stellar reputation as one of this country's premier Life-Choice coaches and career counselors. He's learned that even everyday decisions have the power to become crucial turning points in life, and that what separates those individuals who achieve their goals and realize their dreams from those who don't is the process by which their decisions are reached. *Crunch Time!* gives you Ken's 8 foolproof Steps to making constructive and self-enhancing decisions, in addition to the specific Strategies that will bring this process to life. With compelling and insightful case studies, Ken illustrates how to live a life focused on your true values and goals in order to achieve what you want for your career and in your life. Infused with Ken's trademark enthusiasm and ability to inspire, this book's heartfelt advice serves as the ultimate beacon for every defining moment. Ken graduated magna cum laude from Harvard University. He later graduated from Cornell Law School, where he focused on conflict resolution. Ken lives in Los Angeles with his wife, Melinda, and their two children, Mary and Tristan.

Practical Thought Models for Men John Adams,2019-10-08 Are you overcomplicating, doubting or rethinking decisions on a regular basis? Do you have trouble making the right decision at work or at home? Do you want to become more efficient so you can enjoy the fun things in life? Then keep reading... What is the difference between the successful billionaires and you? There are a lot of people with a higher IQ than billionaires like Bill Gates and Warren Buffett. Most of those people still belong to the middle class. So, what's the most important difference? It all comes down to your way of thinking and your decision making. Those billionaires use different thought models and routines than the average Joe. This explains the biggest part of their success. By adopting these models you can give, your career, your income and the quality of your personal life, a big boost. In 'Practical Thought Models for Men' you'll discover: Use the 'Procrastination-Crusher' to save a lot of energy and reach your goals faster (page 64) Use these 3, easy to apply, thoughts models combined to catapult your productivity (page 30) 6 principles regarding productivity from Thomas Watson Sr., CEO of IBM between 1914 and 1956. These principles are more applicable today more than ever before (page 101) How to use this popular sales-technique if you need someone to make a decision in your favor (page 53) Use 'Logic-over-emotions-model' to make decisions on sound logic instead of emotions (page 39) Discover the way billionaire and investor Ray Dalio, updated his thinking patterns after a few failures in the beginning of his career, and which helped him to become this successful (page 74) The 'Instant-Self-Motivator' to improve your motivation and output at your job in only a few seconds (page 56) How to outperform colleagues and friends by unconventional thinking (page 79) The system used by Charlie Munger, the right-hand man of billionaire Warren Buffet, to look at the long-term effects of his decisions (page33) 7 activities most men do daily, but which sabotage your productivity (page 94) How Jeff Bezos, founder of Amazon and one of the richest men in the world, categorizes his decisions. Use this technique to make your decisions easier and faster (page 80) Implement this approach, used by one of the biggest Internet companies in the world, to avoid unnecessary work (page 107) Use this popular system design method, to get better results in all aspects of your life (page (117) An easy and productive thought pattern used by billionaire Charlie Munger, which helped him reach his success (page 88) How to positively influence the behavior of your team for higher productivity (page 114) Learn how to formulate your requests in a way people will listen to you (page 148) The Elon Musk approach of solving problems and how to apply this in your own life so you'll get Elon Musk like abilities (page 73) Do you hate reading theoretical and academic subjects? Don't worry, the models in this book are explained and described so you can start using them in your life today. No need to wade through 100s of pages of theory, just to-the-point and practical tips on how to improve your way of thinking from day one. Even if you failed math in high school, the models used by the billionaires of the world are genius, because of their simplicity. So, you don't need to have a background in math or psychology. The day to day examples and models are designed to get you the life-changing results you're looking for. So, if you're ready to debug and upgrade your thought models, scroll-up and click 'add to cart'.

Cognition and Motivation Shulamith Kreitler,2013 This collection examines the many internal and external factors affecting cognitive processes. Editor Shulamith Kreitler brings together a wide range of international contributors to produce an outstanding assessment of recent research in the field. These contributions go beyond the standard approach of examining the effects of motivation and emotion to consider the contextual factors that may influence cognition. These broad and varied factors include personality, genetics, mental health, biological evolution, culture, and social context. By contextualizing cognition, this volume draws out the practical applications of theoretical cognitive research while bringing separate areas of scholarship into meaningful dialogue.

Impulsivity Jeffrey R. Stevens,2017-03-29 As the 64th volume in the prestigious Nebraska Series on Motivation, this book focuses on impulsivity, a multi-faceted concept that encompasses such phenomena as the inability to wait, a tendency to act without forethought, insensitivity to consequences, and/or an inability to inhibit inappropriate behaviors. Due to this multi-faceted nature, it plays a critical role in a number of key behavioral problems, including pathological gambling, overeating, addiction, adolescent risk-taking, spread of sexually transmitted diseases, criminal behavior, financial decision making, and environmental attitudes. This broad and interdisciplinary scope has historically resulted in separate subfields studying impulsivity in relative isolation from one another. Therefore, a central achievement of this volume is to convey an integrative

exploration of impulsivity. To provide a comprehensive and cohesive understanding of impulsivity, this volume brings together eminent scholars and rising researchers from different domains (developmental psychology, neuroscience, animal cognition, anthropology, addiction science), who use different techniques (behavioral assays, imaging, endocrinology, genetics). Moreover, it includes perspectives and analyses from the two primary types of impulsivity: impulsive choice (or decision making) and impulsive action (or disinhibition). The authors present expert analyses of topics such as delayed gratification, discounting models, and adaptive foraging decisions. Leveraging breadth of coverage and renowned scholarship, *Impulsivity: How Time and Risk Influence Decision Making* advances our understanding of this complex topic and sheds light on novel research directions and potential future collaborations.

The Choice Point Joanna Grover,Jonathan Rhodes,2023-06-20 Discover a scientifically proven method to overcome obstacles and make choices that lead us closer to our goals—featuring a foreword by Martina Navratilova. When we choose to go to the gym at 6am, keep running that marathon, or stay up late to study, we are making conscious, value-based decisions that help us fulfill our goals. But even though we know that daily good choices add up to healthy routines and strong results, these days it’s just too easy to surrender to negative thoughts and old habits. How can we not? Enter Functional Imagery Training (FIT). Grounded in science, FIT helps us lengthen our Choice Point: that moment when we say to ourselves, “Am I going to make the healthy decision, or am I going to choose to take an action that I know will undermine my success?” Merging mindfulness, motivational interviewing, and cognitive behavioral therapy into a user-friendly model—the first non-academic book of its kind—*The Choice Point* grants us control of the decisions that define us. Jonathan Rhodes, a British psychologist, helped develop FIT, and Joanna Grover, an experienced therapist and coach, was the first person in the U.S. to be certified in FIT. Together, they work where science meets imagination to achieve peak performance, and their tools help us get to the root of our motivation. They’ve trained Olympians, C-Suite executives, and elite forces in the military to hack their autopilot systems and break records in their respective fields. *The Choice Point* is the roadmap they’ve built along the way, leading us from passengers to drivers of our own minds.

The Cognitive Control of Motivation Philip G. Zimbardo,1969

Moral Judgment and Decision Making Linda J. Skitka,2009-01 This volume presents a variety of perspectives from within and outside moral psychology. Recently there has been an explosion of research in moral psychology, but it is one of the subfields most in need of bridge-building, both within and across areas. Interests in moral phenomena have spawned several separate lines of research that appear to address similar concerns from a variety of perspectives. The contributions to this volume examine key theoretical and empirical issues these perspectives share that connect these issues with the broader base of theory and research in social and cognitive psychology. The first two chapters discuss the role of mental representation in moral judgment and reasoning. Sloman, Fernbach, and Ewing argue that causal models are the canonical representational medium underlying moral reasoning, and Mikhail offers an account that makes use of linguistic structures and implicates legal concepts. Bilz and Nadler follow with a discussion of the ways in which laws, which are typically construed in terms of affecting behavior, exert an influence on moral attitudes, cognition, and emotions. Baron and Ritov follow with a discussion of how people's moral cognition is often driven by law-like rules that forbid actions and suggest that value-driven judgment is relatively less concerned by the consequences of those actions than some normative standards would prescribe. Iliev et al. argue that moral cognition makes use of both rules and consequences, and review a number of laboratory studies that suggest that values influence what captures our attention, and that attention is a powerful determinant of judgment and preference. Ginges follows with a discussion of how these value-related processes influence cognition and behavior outside the laboratory, in high-stakes, real-world conflicts. Two subsequent chapters discuss further building blocks of moral cognition. Lapsley and Narvaez discuss the development of moral characters in children, and Reyna and Casillas offer a memory-based account of moral reasoning, backed up by developmental evidence. Their theoretical framework is also very relevant to the phenomena discussed in the Sloman et al., Baron and Ritov, and Iliev et al. chapters. The final three chapters are centrally focused on the interplay of hot and cold cognition. They examine the relationship between recent empirical findings in moral psychology and accounts that rely on concepts and distinctions borrowed from normative ethics and decision theory. Connolly and Hardman focus on bridge-building between contemporary discussions in the judgment and decision making and moral judgment literatures, offering several useful methodological and theoretical critiques. Ditto, Pizarro, and Tannenbaum argue that some forms of moral judgment that appear objective and absolute on the surface are, at bottom, more about motivated reasoning in service of some desired conclusion. Finally, Bauman and Skitka argue that moral relevance is in the eye of the perceiver and emphasize an empirical approach to identifying whether people perceive a given judgment as moral or non-moral. They describe a number of behavioral implications of people's reported perception that a judgment or choice is a moral one, and in doing so, they suggest that the way in which researchers carve out the moral domain a priori might be dubious.

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