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judgment refers
to the cognitive
aspects of the
decision-making
process. To
fully understand
judgment, we

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must first
identify the
components of
the decision-
making process
that require it.

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requiring
careful

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to make a
decision.

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development is
the application
of judgment and
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research to the
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others. In each
case, these
fields have been
transformed by
applying and
extending
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you do not yet
have management
experience, you
probably have
made decisions

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in a
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professional
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setting. Because
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decision-making
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is not always a
cut-and-dried
process, though,
you might not
have recognized
what you were
doing.

Important

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and why it is

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(1) work on the
right problem
(2) specify your
objectives (3)
create
imaginative
alternatives (4)

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understand the
consequences (5)
grapple with
your tradeoffs
(6) clarify your
uncertainties
(7) think hard
about your risk
tolerance (8)
consider linked
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biases to make
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