

Simone Janson (ed.)

How we decide in cognitive behavior, how managers & organizations learn to improve a decision making process, concepts, priority setting & problem solving

STRATEGIC DECISION MAKING



Strategic Decision Making

How we decide in cognitive behavior, how managers & organizations learn to improve a decision making process, concepts, priority setting & problem solving

Simone Janson (ed.)

Published by Best of HR - Berufebilder.de®

Table of Contents

Imprint

Introduction: Information, Experiences of Success, Inspiration - you'll find all that in this Book

Achieve Goals Interactively: Awards, Press Reviews, Customer Feedback
Your Benefit in concrete Terms: Content, Organization and Structure of the Book

Information as desired with Membership Discounts, eCourses, Workbooks,
and custom, individual eBooks

Successfully use the AI Extension to the Book for your Goals and to make Money

Experience Success and Inspiration: Discover your Way and support Sustainability

Career planning and strategy for executives: 3 practice tips against operational blindness // By Maike Dietz

Learn how to decide: problem solving in 5 steps // By Nadja Raslan

Making decisions: methods and processes in the brain // By Winfried Neun

Better leading and deciding with intuition: use your potential! // By Monika A. Pohl

Concept creation and strategy development: Quick shot with a sham solution // By Katja Ischebeck

Better Choice - 10 Tips: Properly informing instead of brooding! // By Simone Janson

Handling Errors: 2 X 5 Top and Flop Strategies // By Simone Janson

Productive decision: through structured thinking to success // By Simone Janson

4 Steps to the Optimal Problem Solution: Decide correctly and well // By Prof. Dr. Martin-Niels Däfler

Concept, Strategy and Goals for Success - 7 Tips: What make good companies better? // By Achim Kelbel

Decision-making pleasure vs. Fear: solve problems efficiently // By Simone Janson

Make decisions right - 5 tips: When the impulse helps deceive and hesitate // By Simone Janson

Conclusion: How to expand your Knowledge and Experience with interactive AI and discounted Add-on offers for free.

Authors Overview

Professor Dr. Martin-Niels Däfler

Maike Dietz

Katja Ischebeck

Simone Janson

Achim Kelbel

Winfried Neun

Monika A. Pohl

Nadja Raslan

Profound Expert Knowledge, Quality Assurance and AI: The Concept of Publisher of the Year Best of HR - Berufebilder.de®

[Appendix: Tips and Prompts for using the AI Extensions](#)

Imprint

The German National Library lists this publication in the Deutsche Nationalbibliografie; Detailed bibliographic data are available on the Internet at <https://dnb.dnb.de>.

ISBN of the German eBook edition: 9783965960664

ISBN of the English eBook edition: 9783965960671

German website of the publisher: <https://berufebilder.de>

English website of the publisher: <https://best-of-hr.com>

Strategic Decision Making

4th completely revised and extended edition, 10.01.2024

©2024 by Best of HR - Berufebilder.de®, a brand of Janson Pressgroup Print & Online

Published by Simone Janson

Duesseldorf, Germany

Conception, editing, graphic design & layout: Simone Janson

Cover design with Canva

eMail: publisher@best-of-hr.com

For your [successful, fulfilling life](#), the information you truly need: State-funded publisher, awarded the Global Business Award as [Publisher of the Year: Books, magazines, eCourses, data-driven AI services](#). Print and online publications, along with the latest technology, go hand in hand - with over 20 years of experience, partners such as the [Federal Ministry of Education](#), customers like [Samsung](#), [DELL](#), [Telekom](#), or universities. Behind it all is [Simone Janson](#), a German [Top10 blogger](#), referenced in [ARD](#), [FAZ](#), [ZEIT](#), [WELT](#), [Wikipedia](#).

All books are published in German and English. We take our responsibility to deliver well-researched and reliable information very seriously. Therefore, the publisher follows a dedicated concept for quality assurance and compliance, where the expertise of renowned experts goes hand in hand with the latest AI technology for information analysis and text optimization. If you have any further questions, you can read the corresponding chapter at the end of the book.

All works of the publishing house Best of HR - Berufebilder.de®, including their parts, are protected by copyright. Any use outside the narrow limits of the copyright law is not permitted without the consent of the publisher and the author. This applies in particular to the electronic or other reproduction, translation, distribution and making publicly available.

Introduction: Information, Experiences of Success, Inspiration - you'll find all that in this Book

Dear readers,

glad we could convince you of the 4th, significantly extended edition, like thousands of readers before. Because this book makes your success tangible: In the following pages, you will not only encounter expert knowledge, but also a wealth of practical tools and resources that can help you achieve your goals and realize your full potential.

Achieve Goals Interactively: Awards, Press Reviews, Customer Feedback

For its interactive concept, the publisher was not only awarded the Global Business Award as Publisher of the Year by Corporate Vision Magazine and supported by the Minister of State for Culture and Media of the Federal Republic of Germany, but also repeatedly recognized in renowned media such as **ZEIT**, **Süddeutsche**, **personalmagazin**, or the special magazine **Personalführung**. For example, the **FAZ**, one of the most influential Newspapers in Germany, attests to us "good actionable tips" and customers like the **Press and Information Office of the German Federal Government** are enthusiastic. You can find many more reviews as well as information on free review copies at <https://best-of-hr.com/press/>.

Renowned experts from various fields - overview in the table of contents - have compiled their expertise and experiences to provide you with valuable insights and advice, practical and condensed. As a reader, you will also receive working materials as part of your book purchase, which you can download for free at <https://best-of-hr.com/academy/>. In addition, workbooks are available to help you reflect on the inspirations from this book.

All readers who are looking for individual solutions also have the opportunity to use the AI extensions and consulting tools free of charge within the framework of AI Extended Books, for which we usually charge a monthly subscription fee. Our interactive success advisors and other AI-supported tools are at your disposal to provide you with tailored advice and recommendations that are tailored to your individual needs. Use these tools to drive your success and achieve your personal goals.

In addition to this wealth of inspiration, we want you to experience and enjoy your success: As a reader of this book, you will have access to a variety of exclusive services that will help you live well and successfully according to your wishes: from inspiring reader trips, where you have the opportunity to discover new places and exchange ideas with like-minded people, to lifestyle products that are

specifically tailored to your needs, we want to ensure that you make the most of this reading experience.

Your Benefit in concrete Terms: Content, Organization and Structure of the Book

Briefly and concretely this is your benefit from this book: You support certified climate protection projects, quickly receive compact information and checklists from experts as well as access to AI extensions and the possibility to individually live your inspirations as an experience. Because making good, right decisions, and setting priorities is essential in today's business world for the personal advancement and success of the business. Yet all too often decisions are made rather like guts, rather than gathering important information or understanding how decision-making actually works. This book shows what to look out for when making strategically important decisions and how to intuitively make them right.

You will receive valuable resources through this [unique publishing concept](#) that will enhance your knowledge, stimulate your creativity, and make your personal and professional goals achievable. This allows you to discover new ways, expand your thinking, and improve your skills to experience success. You will receive concrete advice, proven methods, and strategies to overcome challenges and overcome obstacles. By providing specific action steps and practical guidance, you will learn how to define your goals and develop plans to progress step by step. The clear structure and our special, highly detailed table of contents support you in quickly finding the desired information and implementing it directly into practice.

This is not only contributed by the expert articles of renowned experts but also by numerous inspirations from successful managers, entrepreneurs, and other exciting personalities. Their stories and experiences serve as vivid examples of how challenges can be overcome and goals can be achieved. Through their inspiring narratives, you gain insights into proven strategies and practices that you can apply to your own situations. Different, and potentially contradictory, aspects of the topic are deliberately addressed. This allows you to examine, reflect on, and weigh the various pros and cons optimally. This ultimately enables you to gain different perspectives and improve your knowledge to develop a deeper understanding of complex topics and find innovative solutions.

Information as desired with Membership Discounts, eCourses, Workbooks, and custom, individual eBooks

Successfully use the AI Extension to the Book for your Goals and to make Money

For those seeking further individual guidance and services, our concept of *AI Extended Books* offers the potential to analyze information, gain valuable insights, and show paths to achieving your individual goals. By utilizing AI in your work or personal life, you can gain many benefits and work much more efficiently. Through our AI solutions, you will discover new ways to explore your horizons in

innovative ways. And the best part is that this service is free for you as a book buyer. In the appendix of the book, you will find a detailed explanation and numerous application examples to facilitate your successful handling of AI.

Our interactive [AI-assisted consultant](#) is there to assist you with any questions regarding success, career, and personal development. Our [AI-eTutor](#) supports the learning experiences from our academy with individual exercises. And the interactive [travel planner](#) helps you plan individual moments of success.

One of the greatest strengths of AI is its ability to process large amounts of data and recognize patterns. By using machine learning algorithms, AI can learn from this data and make predictions. This enables you to make informed decisions, optimize your strategies, and even solve complex problems. Whether it's your personal career management, optimizing communication processes, or improving work efficiency - AI can help you achieve your goals more effectively.

With the AI tools from Best of HR - Berufebilder.de®, you can even earn money. This is done through an affiliate program, a marketing strategy where companies collaborate with affiliates to promote and sell products or services. Affiliates are individuals or companies that act as partners and receive a commission for every sale or action they generate. To participate in our affiliate program, please register [for our partner program](#).

Experience Success and Inspiration: Discover your Way and support Sustainability

But that's not all! We want to offer you a very special opportunity that will make your journey to personal growth and success even more unforgettable. Because we know that it's not just about reading, but also about experiencing and applying what you've learned. That's why we want to offer you exclusive vouchers for suitable trips and other items that perfectly match your chosen guide. To achieve this, we work with numerous network partners in accordance with our compliance guidelines.

So imagine putting the inspiring wisdom of your book into action while creating unforgettable memories at the same time. Whether it's a relaxing break at a wellness resort, an adventurous trip into nature, or a workshop that further develops your skills - with our specially selected vouchers, you can put what you've learned into practice directly and enjoy unforgettable experiences at the same time.

Let yourself be inspired by our guides and discover the possibilities that await you. Because we believe that true change doesn't just happen in the mind, but also in the heart and in action. So get ready to elevate your life to a new level with individual moments of success and make your dreams come true. By the way, 5 percent of your purchase goes to non-profit organizations that are dedicated to projects such as reforestation and climate protection.

So you see: from cost savings to access to knowledge and education, to the opportunity to experience and live your own successes, to inspiration for entrepreneurial activities, and the possibility to earn money with our publishing house - reading our books can provide you with financial benefits in various ways.

Career planning and strategy for executives: 3 practice tips against operational blindness

// By Maïke Dietz

The longer employees are in the company, the more blind they may become. Even experienced executives do not escape this fate. 3 tips.

Career planning is often done wrong

Even experienced executives lose sight of their opportunities and opportunities for advancement in everyday stress, they are too busy with their daily challenges and the view is often too limited.

As a result, career planning is either completely neglected or focused on reaching the next hierarchical level, alternatives are simply overlooked. They too should realize that the employment contract is no longer an alliance for life.

Practical tip 1: Regular retreat is required!

As for young executives, the following is also true: To withdraw regularly from the hustle and bustle of everyday life and to consider what you really want to achieve, where the path can still go and to set it down in writing!

One way for older executives to feel right in their work environment is to look for other interesting companies and vacancies and, if necessary, to approach them directly.

In case of dissatisfaction with the current activity, however, it is advisable to consider which talents do not currently apply.

- In which activity does time go by quickly?
- Where exactly can this talent be lived and possibly developed further?
- What other competences or experiences do the management need?
- How can they be obtained?

Praxistipp 2: Be open to new things!

Those who had been working exclusively in a company for many years should not exclude external opportunities and go completely new ways. One possibility for older managers is to expand the external network and participate, for example, in specialist, industry congresses and trade fairs.

Or log on to social networks like Xing or LinkedIn and search for contacts in industries or companies that might be interesting. It is also very promising to search the job advertisements on the Internet.

There is also the possibility to deposit his / her CV and to be automatically informed about new suitable job advertisements. Of course senior executives should not neglect the internal alternatives.

Practical tip 3: Proactively looking for new ways!

Anyone who has held a position in a company for a long time is believed to be happy and satisfied there. It is therefore essential, especially for experienced executives, to proactively approach supervisors, present their own goals and discuss together how they can be achieved.

If this exchange has not taken place in the past, top people are well advised to catch up with it as quickly and well prepared as possible. It is also promising to address topics that are of interest to the company in order to attract attention.

- Where are problems right now?
- Which solutions did the management develop?
- What can you do?

But always remember to act with the necessary tact, so as not to snub anyone out of the company.