# THE

# DECISION

# MAKER'S

# PLAYBOOK

SIMON MUELLER
JULIA DHAR

12 Mental Tactics for Thinking More Clearly, Navigating Uncertainty and Making Smarter Choices

# Praise for *The Decision Maker's Playbook*

'Each day, we make dozens, if not hundreds, of decisions. But every time we decide, we're bedevilled by biases that distort our thinking and direct us down blind alleys. In this timely work, Mueller and Dahr identify the roadblocks to efficient problem-finding and decision-making, and then prescribe solutions to overcome our worst instincts. This book is a must-have for all decision makers. And who isn't a decision maker?'

**Daniel H. Pink, author of *When and Drive***

'Demands on leaders continue to increase. We all need tools to make the ideal choice in less-than-ideal conditions. Mueller and Dhar have the toolkit. Consider this your guide to doing big things well.'

**Hon. Bill English, former Prime Minister of New Zealand**

'Not happy with the quality of your decisions? Read this book. It's a treasure trove of tools for thinking more clearly.'

**Rolf Dobelli, author of the million-copy bestseller**
***The Art of Thinking Clearly***

'This engaging book contains an impressive, sweeping survey of the traps surrounding decision making and practical ways of avoiding them. The authors' playful approach makes it easy to engage in the exploration of a wide range of practical tools.'

**Enrique Rueda-Sabater, former Head of Strategy,**
**The World Bank**

# Decision Maker's Playbook, The

# Table of Contents

# Table of Contents