

## Selected Readings on Decision Aiding Techniques

The books I most highly recommend as an introduction to the topic are marked:

- yellow – targeted to a general audience
- blue – a little more technical

Anderson, B. (2002) *The Three Secrets of Wise Decision Making*. Single Reef Press. (pdf available from <http://www.personaldecisions.net>)

Aschenbrenner, K. M., Jaus, D., & Villani, C. (1980). Hierarchical goal structuring and pupils' job choices: Testing a decision aid in the field. *Acta Psychologica*, 45, 35–49.

Eisenführ, F., Weber, M., & Langer, T. (2010). *Rational Decision Making* (1st ed.). Springer.

Gollwitzer, P. M., & Brandstätter, V. (1997). Implementation intentions and effective goal pursuit. *Journal of Personality and Social Psychology*, 73(1), 186–199. doi:10.1037/0022-3514.73.1.186

Hammond, J. S., Keeney, R. L., & Raiffa, H. (1998). *Smart Choices: A Practical Guide to Making Better Decisions* (1st ed.). Harvard Business Press.

Janis, I. L., & Mann, L. (1977). *Decision making: A psychological analysis of conflict, choice, and commitment*. New York: The Free Press.

Janis, I. L., & Mann, L. (1982). A theoretical framework for decision counseling. In I. L. Janis (Ed.), *Counseling on Personal Decisions: Theory and research on short-term helping relationships*. New Haven: Yale U. Pp. 47-72.

Jungermann, H., von Ullardt, I., & Hausmann, L. (1983). The role of the goal for generating actions. In P. Humphres, O. Svenson, & A. Vari (Eds.), *Analyzing and Aiding Decision Processes*. Amsterdam: North-Holland.

Kahneman, Daniel; Tversky, Amos (1979). "Intuitive prediction: biases and corrective procedures". *TIMS Studies in Management Science* 12, 313–327.

Keeney, R. L. (1996). *Value-Focused Thinking: A Path to Creative Decisionmaking*. Harvard University Press.

Kirkwood, C. W. (1996). *Strategic Decision Making: Multiobjective Decision Analysis with Spreadsheets* (1st ed.). Duxbury Press.

Mann, L. (1972). Use of a balance-sheet procedure to improve the quality of personal decision making. *Journal of Vocational Behaviour*, 2, 291–300.

Paul, G. (1984). *Entscheidungshilfen im Studien- und Berufswahlprozess* [Decision support in the process of educational and career choice]. Frankfurt: Peter Lang.

Plous, S. (1993). *The psychology of judgment and decision making*. New York: McGraw-Hill.

Potocnik, R. (1990). *Entscheidungstraining zur Berufs- und Studienwahl* [Decision training for educational and career choice]. Bern: Huber.

Potocnik, R. (1993). Entscheidungstraining zur Laufbahnwahl: Konzeption, Evaluierung, Erfahrungen [Decision training for career choice – development, evaluation, experiences]. *Zeitschrift fuer Arbeits- und Organisationspsychologie*, 37, 95–100.

Selart, M., & Johansen, S. T. (2011). Understanding the Role of Value-Focused Thinking in Idea Management. *Creativity and Innovation Management*, 20(3), 196-206.

Teuscher, U. (2003). Evaluation of a Decision Training Program for Vocational Guidance. *International Journal for Educational and Vocational Guidance*, 3(3), 177-192.

Winterfeldt, D. von, & Edwards, W. (1986). *Decision Analysis and Behavioral Research*. Cambridge University Press.