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The Journal also features book, software and decision aiding technique reviews, abstracts of important articles published elsewhere and teaching suggestions. The objective of the Journal is to present and stimulate behavioral research on decision making and to provide a forum for the evaluation of complementary, contrasting and conflicting perspectives.

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(2010). Improving Financial Decision Making With Unconscious Thought: A Transcendent Model. Journal of Behavioral Finance: Vol. 11, No. 2, pp. 92-102.

Decision Analysis for Management Judgment is unique in its breadth of coverage of decision analysis methods. It covers both the psychological problems that are associated with unaided managerial decision making and the decision analysis methods designed to overcome them. It is presented and explained in a clear, straightforward manner without using mathematical notation. This latest edition has been fully revised and updated and includes a number of changes to reflect the latest developments in the field.

There's a simple, straightforward way to cut carbon emissions and prevent the most disastrous effects of climate change-and we're rejecting it because of irrational political fears. That's the central argument of *The Case for a Carbon Tax*, a clear-eyed, sophisticated analysis of climate change policy. Shi-Ling Hsu examines the four major approaches to curbing CO₂: cap-and-trade; command and control regulation; government subsidies of alternative energy; and carbon taxes. Weighing the economic, social, administrative, and political merits of each, he demonstrates why a tax is currently the most effective policy. Hsu does not claim that a tax is the perfect or only solution-but that unlike the alternatives, it can be implemented immediately and paired effectively with other approaches. In fact, the only real barrier is psychological. While politicians can present subsidies and cap-and-trade as "win-win" solutions, the costs of a tax are immediately apparent. Hsu deftly explores the social and political factors that prevent us from embracing this commonsense approach. And he shows why we must get past our hang-ups if we are to avert a global crisis.

From medicine to education, evidence-based approaches aim to evaluate and apply scientific evidence to a problem in order to arrive at the best possible solution. Thus, using scientific knowledge to inform the judgment of managers and the process of decision-making in organizations, Evidence-based Management (EBMgt) is the science-informed practice of management. Written by leading experts in the study and practice of EBMgt, *The Oxford Handbook of Evidence-based Management* provides an overview of key EBMgt ideas and puts them in context of promoting evidence-based practice. Furthermore, it addresses the roles and contributions of practitioners, educators, and scholars -- the primary constituents of EBMgt -- while providing perspectives and resources for each. Divided into three sections (research, practice, and education), this handbook examines the realities of everyday management practice and the role EBMgt can play in improving managerial decision making and employee well being and instructs educators in their roles as designers of curricula and resources. As the first major volume to capture the spirit of this emerging movement, *The Oxford Handbook of Evidence-based Management* shows how

practitioners can use high-quality knowledge gleaned from scientific research in order to make better use of available data and ultimately make more mindful decisions.

An essential framework for wealth management using behavioral finance Behavioral Finance for Private Banking provides a complete framework for wealth management tailored to the unique needs of each client. Merging behavioral finance with private banking, this framework helps you gain a greater understanding of your client ' s wants, needs, and perspectives to streamline the decision making process. Beginning with the theoretical foundations of investment decision making and behavioral biases, the discussion delves into cultural differences in global business and asset allocation over the life cycle of the investment to help you construct a wealth management strategy catered to each individual ' s needs. This new second edition has been updated to include coverage of fintech and neurofinance, an extension of behavioral finance that is beginning to gain traction in the private banking space. Working closely with clients entails deep interpersonal give and take. To be successful, private banking professionals must be as well-versed in behavioral psychology as they are in finance; this intersection is the heart of behavioral finance, and this book provides essential knowledge that can help you better serve your clients ' needs. Understand the internal dialogue at work when investment decisions are made Overcome the most common behavioral biases—and watch for your own Learn how fintech and neurofinance impact all aspects of private banking Set up a structured wealth management process that places the client ' s needs front and center Private banking clients demand more than just financial expertise. They want an advisor who truly understands their needs, and can develop and execute the kind of strategy that will help them achieve their goals. Behavioral Finance for Private Banking provides a complete framework alongside insightful discussion to help you become the solution your clients seek.

This book provides an overview of behavioral decision theory and related research findings. In brief, behavioral decision theory is a general term for descriptive theories to explain the psychological knowledge related to decision-making behavior. It is called a theory, but actually it is a combination of various psychological theories, for which no axiomatic systems, such as the utility theory widely used in economics, have been established; it is often limited to qualitative knowledge. However, as suggested in the studies of H. A. Simon, who won the Nobel Prize for Economics in 1978, and D. Kahneman, who won the prize in 2002, the psychological methodology and knowledge of behavioral decision theory have been applied widely in such fields as economics, business administration, and engineering, and are expected to become more useful in the future. This book explains various behavioral decision theories related to decision-making processes. Numerous models have been proposed to explain the psychological processes related to such a selection of decision strategies, and this book also introduces some new models that are useful to explain decision-making processes. The book concludes with speculation about the future of modern behavioral decision theories while referring to their relation to fields associated with neuroscience, such as neuroeconomics, that have been developed in recent years. In addition, each chapter includes a bibliography that can be referred to when studying more details related to behavioral decision theory. Reading this book requires no advanced expertise; nonetheless, an introductory knowledge of psychology, business administration, and economics, and approximately a high school graduate ' s level of mathematics should facilitate the reader ' s comprehension of the content.

An indispensable survey of new developments and results in experimental economics When The Handbook of Experimental Economics first came out in 1995, the notion of economists conducting lab experiments to generate data was relatively new. Since then, the field has exploded. This second volume of the Handbook covers some of the most exciting new growth areas in experimental economics, presents the latest results and experimental methods, and identifies promising new directions for future research. Featuring contributions by leading practitioners, the Handbook describes experiments in macroeconomics, charitable giving, neuroeconomics, other-regarding preferences, market design, political economy, subject population effects, gender effects, auctions, and learning and the economics of small decisions. Contributors focus on key developments and report on experiments, highlighting the dialogue between experimenters and theorists. While most of the experiments consist of laboratory studies, the book also includes several chapters that report extensively on field experiments related to the subject area studied. Covers exciting new growth areas in experimental economics Features contributions by leading experts Describes experiments in macroeconomics, charitable giving, neuroeconomics, market design, political economy, gender effects, auctions, and more Highlights the dialogue by experimenters with theorists and each other Includes several chapters covering field experiments related to the subject area studied

The chapters in this volume provide tools and evidence useful for deep understanding of tourists ' buying, consumption, and being through examinations of consumers ' self-descriptions of personal markers of their trip configurations.

Children face an overwhelming amount of information and a range of different choices every day, and so there has never been a more important time to understand how children learn to make judgments and decisions in our modern world. Individual Differences in Judgment and Decision-Making presents cutting-edge developmental research to advance our knowledge and understanding of how these competencies emerge. Focusing on the role of individual differences, the text provides a complementary theoretical approach to understanding the development of judgment and decision-making skills, and how and why these competencies vary within and between different periods of development. Sampling a diverse set of developmental paradigms and measures, as well as considering typical and atypically developing samples, this volume provokes thinking about how we can support our children and youth to help them make better choices. Drawing on the expertise of a range of international contributors, this book will be of interest to students and researchers of thinking and reasoning from both cognitive and developmental psychology backgrounds.

Advice, defined as a recommendation for action in response to a problem, is a common form of interpersonal support and influence. Indeed, the advice we give and receive from others can be highly consequential, not only affecting us as recipients and advisors, but shaping outcomes for relationships, groups, and organizations. Some of those consequences are positive, as when advice promotes individual problem-solving, or enhances workgroup productivity. Yet advice can also hide ulterior motives, threaten identity, damage relationships, and promote inappropriate action. The Oxford Handbook of Advice provides a broad perspective on how advice succeeds and fails, systematically reviewing and synthesizing theory and research on advice from multiple disciplines, such as communication, psychology, applied linguistics, business, law, and medicine. Several chapters explore advice at different levels of analysis, focusing on advisor and recipient roles, advising interactions and relationships, and advice as a resource and connection in groups and networks. Other chapters

address advice in particular types of personal relationships (romantic, family) and professional contexts (workplace, health, education, therapy). Contributing authors also consider cultural differences, advice online, and the ethics of advising. For scholars concerned with supportive communication, interpersonal influence, decision-making, social networks, and related communication processes at work, at home, and in society at large, this Handbook offers historical perspective, contemporary theoretical framing, methodological recommendations, and directions for future research. It also emphasizes practical application, offering clear, concise, and relevant "advice for advising" based on theory and research.

This Handbook presents in-depth research conducted on a myriad of issues within the field of financial literacy. Split into six sections, it starts by presenting prevalent conceptions of financial literacy before covering financial literacy in the policy context, the state and development of financial literacy within different countries, issues of assessment and evaluation of financial literacy, approaches to teaching financial literacy, and teacher training and teacher education in financial literacy. In doing so, it provides precise definitions of the construct of financial literacy and elaborates on the state and recent developments of financial literacy around the world, to show ways of measuring and fostering financial literacy and to give hints towards necessary and successful teacher trainings. The book also embraces the diversity in the field by revealing contrasting and conflicting views that cannot be bridged, while at the same time making a contribution by re-joining existing materials in one volume which can be used in academic discourse, in research-workshops, in university lectures and in the definition of program initiatives within the wider field of financial literacy. It allows for a landscape of financial literacy to be depicted which would foster the implementation of learning opportunities for human beings for sake of well-being within financial living-conditions. The Handbook is useful to academics and students of the topic, professionals in the sector of investment and banking, and for every person responsible for managing his or her financial affairs in everyday life.

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