

20TH ANNIVERSARY EDITION

Sources of Power

How People Make Decisions

GARY KLEIN

with a new preface by the author

"Sources of Power opened my eyes to an entirely new way of looking at the world. It is as relevant now as it was twenty years ago."—Malcolm Gladwell



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Robin R. Murphy



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Sources of Power Gary A. Klein, 1999-02-18 Anyone who watches the television news has seen images of firefighters rescuing people from burning buildings and paramedics treating bombing victims How do these individuals make the split second decisions that save lives Most studies of decision making based on artificial tasks assigned in laboratory settings view people as biased and unskilled Gary Klein is one of the developers of the naturalistic decision making approach which views people as inherently skilled and experienced It documents human strengths and capabilities that so far have been downplayed or ignored Since 1985 Klein has conducted fieldwork to find out how people tackle challenges in difficult nonroutine situations Sources of Power is based on observations of humans acting under such real life constraints as time pressure high stakes personal responsibility and shifting conditions The professionals studied include firefighters critical care nurses pilots nuclear power plant operators battle planners and chess masters Each chapter builds on key incidents and examples to make the description of the methodology and phenomena more vivid In addition to providing information that can be used by professionals in management psychology engineering and other fields the book presents an overview of the research approach of naturalistic decision making and expands our knowledge of the strengths people bring to difficult tasks

Handbook of Experiential Learning and Management Education Michael Reynolds, Russ Vince, 2007-11-15 While Experiential Learning EL has been an influential method in the education and development of managers and management students it has also been one of the most misunderstood This Handbook explores current thinking on EL ideas and examples of EL in practice and the importance of EL to the future of management education

Fire Department Incident Safety Officer Dodson, 2015-08-21 The third edition of Fire Department Incident Safety Officer has been thoroughly updated to cover the latest trends information and best practices needed by current and aspiring Incident Safety Officers ISO s Developed in partnership with the Fire Department Safety Officer s Association and based on the 2015 Edition of NFPA 1521 Standard for Fire Department Safety Officer Professional Qualifications this authoritative resource focuses uniquely on the roles responsibilities and duties for fire service officers assigned to the incident command staff position of safety officer From smoke reading to alternative energy sources to green construction buildings Fire Department Incident Safety Officer Third Edition is loaded with up to date information needed to keep fire department members safe including A new chapter dedicated to the Incident Safety Officer at Training Drills and Special Events Entire chapters devoted to important topics like reading smoke reading buildings

Science of Sport: Rugby Kevin Till, 2015-11-23 Over the last 20 years the professionalization of both codes of rugby league and union has led to increasing demands on players The Science of Sport Rugby provides a comprehensive and accessible overview of the science behind preparing for performance in rugby Using key scientific research and practical applications the book offers an insight into how science can inform practice to improve player performance The authors contributing to this book are world leading in their respective fields ranging from academics

researching rugby performance to practitioners delivering this information within the professional game This new book covers movement and physiological demands fitness testing fatigue and recovery nutrition strength and conditioning injury rehabilitation decision making skill assessments young rugby players talent identification and development referees and finally coaching planning and practice This book bridges the gap between theory and practical application and includes forewords by Sir Ian McGeechan OBE Kevin Sinfield MBE and Jamie Peacock MBE Illustrated with 38 colour images and diagrams

Lean Software Development Mary Poppendieck, Thomas David Poppendieck, Tom Poppendieck, 2003 Providing a set of helpful thinking tools this text aims to assist in translating each lean principle to agile software development practices that match the needs of your domain

Introduction to AI Robotics, second edition Robin R. Murphy, 2019-10-01 A comprehensive survey of artificial intelligence algorithms and programming organization for robot systems combining theoretical rigor and practical applications This textbook offers a comprehensive survey of artificial intelligence AI algorithms and programming organization for robot systems Readers who master the topics covered will be able to design and evaluate an artificially intelligent robot for applications involving sensing acting planning and learning A background in AI is not required the book introduces key AI topics from all AI subdisciplines throughout the book and explains how they contribute to autonomous capabilities This second edition is a major expansion and reorganization of the first edition reflecting the dramatic advances made in AI over the past fifteen years An introductory overview provides a framework for thinking about AI for robotics distinguishing between the fundamentally different design paradigms of automation and autonomy The book then discusses the reactive functionality of sensing and acting in AI robotics introduces the deliberative functions most often associated with intelligence and the capability of autonomous initiative surveys multi robot systems and in a new chapter human robot interaction and offers a metaview of how to design and evaluate autonomous systems and the ethical considerations in doing so New material covers locomotion simultaneous localization and mapping human robot interaction machine learning and ethics Each chapter includes exercises and many chapters provide case studies Endnotes point to additional reading highlight advanced topics and offer robot trivia

Flow Experience László Harmat, Frans Ørsted Andersen, Fredrik Ullén, Jon Wright, Gaynor Sadlo, 2016-05-15 This volume provides updates and informs the reader about the development of the current empirical research on the flow experience It opens up some new research questions at the frontiers of the field The book offers an overview on the latest findings in flow research in several fields such as social psychology neuropsychology performing arts and sport education work and everyday experiences It integrates the latest knowledge on experimental studies of optimal experience with the theoretical foundation of psychological flow that was laid down in the last decades

The Marketing Power of Emotion John O'Shaughnessy, Nicholas J. O'Shaughnessy, 2003 How does one choose between a brand name and a generic named product Why does one choose an item with a slightly lower price than the other The answer is emotion The Marketing Power of

Emotion provides a complete original and anecdote rich account of the marketing power of emotion This book is written by two of the leading practitioners in the field and is complete with thorough references and real life examples to follow Emotions whether it is realized or not is one of the central factors in our buying behavior Emotions energizes the motivation to buy and certain persuasive techniques are more effective than others are when marketers are trying to resonate emotionally with consumers This book covers all the essential topics including the scope of emotion in marketing and how in response to these emotions customers make product appraisals Finally this volume covers branding and how emotions play a role in how consumers become loyal to brands Publisher s description Communication of Complex Information Michael J. Albers, 2004-12-13 Offers analysis and design considerations for the presentation of complex and technical information on Web sites using a theory that deals with highly complex issues and user goals For scholars researchers and students in technical communication inf **Intuition in Business** Eugene Sadler-Smith, 2022-12-19 This book explores the science behind intuitive decision making in business and shows how people s innate capacity for intuition can be nurtured and strengthened to maximize performance We are all familiar with those perplexing situations when we think we just know without knowing how or why we know In professional life it might be the job candidate s CV that checks all the boxes but somehow doesn t stack up should we perform some due diligence and dig a little deeper In personal life it could be the apartment that we re looking to rent that just felt right the minute we walked through the front door should we trust our hunch and grab it while we can What if time is of the essence What if there isn t any more data to be had in the time available In this volume Eugene Sadler Smith examines why situations like these often leave us in a quandary and why these decisions so often leave us in two minds He reveals that metaphorically speaking we have two minds in one brain an analytical mind and an intuitive mind which sometimes come to quite different conclusions about what we ought to do in those consequential decisions that permeate our professional and personal lives Rather than thinking of our intuitive and analytical minds in constant battle with each other we might instead think of them as two information processing systems that have evolved to complement each other The main idea of this book is that our analytical mind evolved to solve whilst our intuitive mind evolved to sense Neither is infallible and our intuitions can be both flawed and marvellous at the same time The author s clear and detailed explanation of the science behind intuition reveals how we can make intelligent use of our intuition to sense and solve our way through a world that is fast moving complex and uncertain

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