

# [PDF] "Yes" Or "No": The Guide To Better Decisions

Spencer Johnson, Edward Herrmann - pdf download free book

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## Books Details:

Title: "Yes" or "No": The Guide to B

Author: Spencer Johnson, Edward Herr

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## Description:

**From Publishers Weekly** This slim self-help guide to decision-making, written in the form of a fable by a coauthor of the bestselling *One Minute Manager*, involves both head and heart. In it, a mythical guide leading an imaginary mountain hike explains (and participants discuss) the touted decision-making system: having chosen an initial, often wrong action, we should ask a pragmatic question of our head and a private question of the heart--"yes" or "no"--to reach and act upon a final course. This simplistic but shrewd little book counsels the decision-maker to learn to distinguish between need and want, illusion and reality, and to trust intuition and personal beliefs

while avoiding half-truths and decisions made out of fear. 275,000 first printing; \$250,000 ad/promo.

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**Review** "Dr. Spencer Johnson has the rare ability to be interesting, provocative and succinct. My admiration is complete." -- --*Dr. Norman Vincent Peale, author of The Power of Positive Thinking*

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"This book is essential reading. You can read it on a plane ride and apply the lessons immediately." -- --*Jack E. Bowsher, former Director of Education, IBM* --This text refers to the edition.

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Better decisions are made when there is truth, which has to be sought. "Yes or No" The Guide to Better Decisions 3 4. What is THE HIKE and what is its purpose? (5 pts) The HIKE is a kind of managerial pilgrimâ€™s progress in which the ultimate target is the secrets of making better decisions. The young man in the story embarks on a hiking trip with his friends. They make use of the hike to reflect on their decisions in life and analyze how they would have come up with better decisions in time. There is certain criterion that must be evaluated to arrive at better decisions. You've How to Make Better Decisions. This decision-making guide is designed to give you a better understanding of what problem-solving, and critical thinking entail.Â Yes or No, from the #1 New York Times bestselling author Spencer Johnson, presents a brilliant and practical system anyone can use to make better decisions read Yes or No: The Guide to Better Decisions ebook download When you see the green expert checkmark on a wikiHow article, you can trust that the article has been co-authored by a qualified expert. Smart Choices: A Practical Guide to Making Better Decisions. John S. Hammond. 4.4 out of 5 stars 138.Â As the author of the "One Minute" series of books, Spencer Johnson has maintained his style of short and mostly conversational story telling with "Yes or No" to convey the art of making decisions. Set as a story of a weekend hike with a number of professionals all looking to improve the same abilities, the main character uncovers a very clear and sensible approach for making any decision. The book is short enough to be read in an hour. The content and dialog is somewhat dry and hokey at times. Yet inside the book contains several nuggets that compensate for any of the negat

"Yes" or "No," from the #1 New York Times bestselling author Spencer Johnson, presents a brilliant and practical system anyone can use to make better decisions, soon and often -- both at work and in personal life. The "Yes" or "No" System lets us: focus on real needs, versus mere wants. create better options. see the likely consequences of choices. and identify and then use our own integrity, intuition, and insight to gain peace of mind, self-confidence, and freedom from fear. The second question in the yes no guide to better decisions is a private question and is heart based . It performs several functions. It checks whether you are operating out of reality or your own personal illusion. It also establishes that you are depending on yourself and not making the decision out of fear or self-defeat, and that you're not settling for too little. The pros and cons. Throughout the book, each term such as intuition, truth, reality, integrity and so on are defined.Â The book, the full title of which is "Yes" or "No": The Guide to Better Decisions, also goes quite a way to combining the rational and intuitive approaches to decision making. However, the rational aspect is proposed first and the intuitive second. This is contrary to how people naturally make decisions . How to Make Better Decisions. This decision-making guide is designed to give you a better understanding of what problem-solving, and critical thinking entail.Â Yes or No, from the #1 New York Times bestselling author Spencer Johnson, presents a brilliant and practical system anyone can use to make better decisions read Yes or No: The Guide to Better Decisions ebook download When you see the green expert checkmark on a wikiHow article, you can trust that the article has been co-authored by a qualified expert. Week 26 Book: Yes or No: The Guide To Better Decisions By: Spencer Johnson M.D. Six Week 26: <https://www.youtube.com/watch?v=5pGZZ> About This Playlist: This is the sixth annual book challenge, below are the symbolisms and meanings with respect to the number six: Six is regarded as a perfect number as it is the sum of its divisors. As a perfect number six is associated with harmony and balance.