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Decision Making and Leadership The Practical Decision Maker Decision Making and Problem Solving Strategies Decision Making and Business Performance A Primer on Decision Making Decision Making for Leaders Managerial Decision Making Leadership Decision Making For Dummies Decision-Making and Problem-Solving in Management Group Decision Making Problem Solving, Decision Making, and Professional Judgment Decision Management Decision Making by the Book The Managerial Decision-making Process Effective Decision Making The Truth About Better Decision-Making (Collection) Decision Making and Problem Solving Decision Making and Problem Solving Harvard Business Essentials, Decision Making Making Tough Decisions Decision Making and Goal Setting Decisions, Decisions Successful Decision-Making The Psychology of Thinking The Decision Maker Judgment in Managerial Decision Making Straight Choices Decision-Making Training The Consequences of Decision-Making Decision Traps The Art of Decision Making, Affect, and Learning Creative Problem Solving for Managers The Wiley Blackwell Handbook of Judgment and Decision Making, 2 Volume Set Judgment and Decision Making The Art of Decision Making Good Decision Bad Decision Straight Choices

Decision Making and Leadership 1992-06-25

lacking confidence in your decision making abilities this book will help you achieve a high level of confidence to make faster and more effective practical decisions for your school

The Practical Decision Maker 1997

managers and leaders of all levels need to ensure that the best decisions are taken problems are solved in the optimum way and the creative ideas and innovations so necessary for tomorrow s business flow freely decision making and problem solving strategies will help you to master the processes of practical thinking which lie behind effective decision making problem solving and creative thinking using checklists exercises and case studies it explains key concepts such as how the mind works the principles of effective thinking how to develop a framework for decision making how to use a simple model for making decisions and solving problems how to sharpen up creative thinking skills and how to develop their thinking skills in the future

Decision Making and Problem Solving Strategies 2010-01-03

this breakthrough study examines how business decisions explain successful and unsuccessful performance real world and academic research is evaluated including interviews and cases studies to create a model of how decisions and performance are connected for businesses of all sizes recommendations are made to optimize decision making and projections about the future of decision making and performance are provided

Decision Making and Business Performance 2018

building on lecture notes from his acclaimed course at stanford university james march provides a brilliant introduction to decision making a central human activity fundamental to individual group organizational and societal life march draws on research from all the disciplines of social and behavioral science to show decision making in its broadest context by emphasizing how decisions are actually made as opposed to how they should be made he enables those involved in the process to understand it both as observers and as participants march sheds new light on the decision making process by delineating four deep issues that persistently divide students of decision making are decisions based on rational choices involving preferences and expected consequences or on rules that are appropriate to the identity of the decision maker and the situation is decision making a consistent clear process or one characterized by ambiguity and inconsistency is decision making significant primarily for its outcomes or for the individual and social meanings it creates and sustains and finally are the outcomes of decision processes attributable solely to the actions of individuals or to the combined influence of interacting individuals organizations and societies march s observations on how intelligence is or is not achieved through decision making and possibilities for enhancing decision intelligence are also provided march explains key concepts of vital importance to students of decision making and decision makers such as limited rationality history dependent rules and ambiguity and weaves these ideas into a full depiction of decision making he includes a discussion of the modern aspects of several classic issues underlying these concepts such as the relation between reason and ignorance intentionality and fate and meaning and interpretation this valuable textbook by one of the seminal figures in the history of organizational decision making will be required reading for a new generation of scholars managers and other decision makers

A Primer on Decision Making 1994-05-23

this book is about how to make decisions using the analytic hierarchy process the basics of the theory are described in a clear non technical manner with many examples it is suitable for business leaders and also is probably the best book for introducing the ahp to students at the college and graduate level in this fifth printing of the book the reader will find a new appendix containing real life applications that validate the use of the fundamental scale of the ahp

Decision Making for Leaders 1990

the modern manager faces a bewildering range of challenges every single day their ability to make critical decisions often under pressure can directly determine the future success of the company and their career it is therefore surprising that so few managers take the time to learn the art of decision making in this groundbreaking book from caroline wang readers will learn that quality decision making is a competence that can be acquired according to a simple framework the framework is practical and easy to remember consisting of two acronyms gpa and ipo gpa for

decision content quality goal priority alternatives and ipo for decision process quality information people objective reasoning the book places emphasis on leading a team to make decisions even though the framework can be used for personal and individual decisions by using this common decision making framework managers and leaders will gain credibility and team support for the decision will confidently articulate promote and defend the decision and will have made the necessary preparations for successful implementation when the decision making process is complete this proven framework from one of asia s most dynamic leadership experts will improve the quality of your decisions and change the way you do business

Managerial Decision Making Leadership 2011-03-23

discover the best approaches for making business decisions today s business leaders have to face the facts you can t separate leadership from decision making the importance of making decisions no matter how big or small cannot be overstated decision making for dummies is a candid resource that helps leaders understand the impact of their choices not only on business but also on their credibility and reputation designed for managers business owners and anyone else who makes tough decisions on a daily basis this guide helps you figure out if the decisions you re making are the right ones in addition to helping you explore how to evaluate your choices decision making for dummies covers ways to receive support for decision making delves into various decision making styles reviews the importance of sifting through data and information and includes information on ways to engage others and make decisions collectively being in charge can be challenging but with this guide you don t have to go it alone discusses the effects of decision making and outlines the considerations that must be made to gain trust and confidence demonstrates ways to communicate particularly sensitive decisions and offers approaches for making bold decisions that challenge the status quo delves into the risks and benefits of certain decisions and shows readers the best ways to evaluate choices outlines smart strategies for engaging others and drawing them into the decision making process crucial decisions need to be made every day in the business world so there s no time to waste make decision making for dummies your primary resource for learning to choose your actions wisely and confidently

Decision Making For Dummies 2014-10-06

when a group makes a decision that decision carries a lot more weight than when just one person does it think of the founding fathers of the american constitution and how much power and influence their ideas have had in the entire world for more than two hundred years also think of gravity a universal force brought about by an enormous number of minute particles that band together to make a universal law together they create a massive force a law of nature alone they can barely be noticed that is how our minds work by deciding together to create a power that transcends our individuality group decision making is a gift and an opportunity to create greater influence through the working together of many minds this book shows how to use the analytic hierarchy process for hierarchical decision making and the analytic network process for decision making in networks with dependence and feedback in group decision making part i discusses the group and the decision and shows the importance of using a structured process particularly for those high value decisions involving many powerful parties with different interests it discusses how to facilitate a group decision combine individual judgments and smooth differences to arrive at a decision that everyone can live with and get behind part ii discusses the group in planning and how to draw out differences part iii is about conflict resolution and part iv is about how to address significant issues that come up in group decision making and shows that it is possible to construct an overall group preference

Decision-Making and Problem-Solving in Management 2000-06

in problem solving decision making and professional judgment paul brest and linda hamilton krieger have written a systematic guide to creative problem solving that prepares students to exercise effective judgment and decision making skills in the complex social environments in which they will work the book represents a major milestone in the education of lawyers and policymakers developed by two leaders in the field this first book of its type includes material drawn from statistics decision science social and cognitive psychology the judgment and decision making jdm literature and behavioral economics it combines quantitative approaches to empirical analysis and decision making statistics and decision science with the psychological literature illustrating the systematic errors of the intuitive decision maker the book can stand alone as a text or serve as a supplement to a core law or public policy curriculum problem solving decision making and professional judgment a guide for lawyers and policymakers prepares students and professionals to be creative problem solvers wise counselors and effective decision makers the authors ultimate goals are to help readers get it right in their roles as professionals and citizens and to arm them against common sources of judgment error

Group Decision Making 2013-11-15

why do the people in some companies continually dazzle us with their brilliant decisions while those in others make one blunder after another do they understand their businesses better are they just plain smarter or is it all a matter of luck the answer says j frank yates is none of the above the real key rarely recognized is how the leaders manage the company s decision processes the leaders decision management practices drawing on his thirty years of research and experience as well as scholarship from psychology economics statistics strategy medicine and other fields to explain the fundamental nature of business decision problems yates highlights the ten cardinal decision issues crucial to managing the decision making process and ultimately better company decisions he covers problems ranging from recognizing whether a decision is actually called for to assuring that a preferred course of action will be implemented he shows how solid decisions result when managers ensure that deciders resolve every cardinal issue effectively for every decision problem facing the company he also reveals how conversely chronically poor decisions are traceable to managers allowing or even creating conditions that encourage deciders to fall short in how they address at least one of those critical issues

Problem Solving, Decision Making, and Professional Judgment 2010-05-26

it s said that decisions are made in the details and yet we make hundreds even thousands of decisions daily so how do christians process all those details and come up with answers that please god in decision making by the book author lecturer and radio personality haddon w robinson takes his usual clear eyed not a word wasted approach to help you make decisions according to biblical principles every time

Decision Management 2003-02-03

rather than present decision making strictly as a quantitative science this text views it as a multidimensional process involving values psychology sociology social psychology and politics using a process modela focus on the process of a decision rather than the outcomethe book presents a variety of perspectives useful for making and evaluating decisions in all kinds of organizations

Decision Making by the Book 2010-10-01

decisions and problems can often leave people with a dilemma knowing that a decision is required but uncertain how to ensure that it is the best one and that it will be successfully executed the paradox is that the very pressure for a decision often breeds indecisiveness think on your feet addresses this fundamental problem enablingyou to find the best solutions and options avoid pitfalls managerisk work with people to ensure that decisions succeed andunderstand how you can improve the way you typically operate when making decisions

The Managerial Decision-making Process 1995

a brand new collection of state of the art tools for making better business decisions 4 authoritative books bring together hundreds of bite size easy to use techniques for optimizing every business decision choice interaction and negotiation your decisions drive your business performance and determine your career success whether you re collaborating leading negotiating or persuading those decisions must be consistently sharp and this 4 book collection will help you sharpen every decision you make start with robert gunther s the truth about making smart decisions 50 powerful bite size truths about making better real world decisions when it matters most gunther shows how to systematically prepare to make better decisions get the right information without getting buried in useless data minimize risks and then act decisively handle emotions make better group decisions profit from mistakes and much more next william s kane focuses on the decision to change and to lead change in the truth about thriving in change kane shares 49 powerful decision making truths about change leadership which skills you need most and how to develop them how to lead change without eroding commitment or productivity why you must start fast and run before you walk when to persuade when to educate and when to use force how to create the right cultural framework for successful change and more next leigh thompson s the truth about negotiations helps you optimize every decision associated with successful negotiations thompson provides realistic game plans that work in any scenario showing how to create win win deals by leveraging carefully collected information learn how to prepare quickly and efficiently handle imperfect negotiating situations establish trust with someone you don t yet trust recognize when to walk away thompson guides through planning strategy identifying your

best alternative to a negotiated agreement making the right first offer to control the process resolving difficult disputes and achieving the goals that matter most finally in the truth about getting the best from people second edition martha finney turns to day to day management decision making offering 60 powerful techniques including new ways to persuade manage virtual teams overcome unconscious decision making biases and identify cultivate high performers these four books offer definitive evidence based principles for optimizing your decision making throughout your entire management career from world renowned decision making experts robert e gunther william s kane leigh thompson and martha i finney

Effective Decision Making 2011

ensuring innovation and a creative approach to new challenges is crucial in leadership success being able to communicate and share your ideas takes no less skill decision making and problem solving strategies will help you to learn key techniques and models to confidently make the right decisions using checklists exercises and case studies adair provides a clear framework to find solutions generate ideas and inspire confidence in your team so you can spot the solution in every problem and create ideas to rival even the best strategists

The Truth About Better Decision-Making (Collection) 2013-06-25

decision making is a critical part of management and bad choices can damage careers and the bottom line this book offers the tools and advice managers need to avoid common biases and arrive at and implement decisions that are both sound and ethical the harvard business essentials series provides comprehensive advice personal coaching background information and guidance on the most relevant topics in business whether you are a new manager seeking to expand your skills or a seasoned professional looking to broaden your knowledge base these solution oriented books put reliable answers at your fingertips

Decision Making and Problem Solving 2013-03-03

management expert paul c nutt provides in depth guidance for making tough decisions that is high stake decisions surrounded by conflict and uncertainty nutt details methods that help managers avoid the bias and habitual behavior that lead to poor decision making and presents examples from public private and nonprofit organizations that show how to tailor these methods to different situations he offers tools for managers to objectively evaluate their own decision making enabling them to identify areas for improvement

Decision Making and Problem Solving 1997

the strategies listed in this book are based on the ideas of jose silva creator of the silva mind control method strategies are listed for goal setting and desicion making

Harvard Business Essentials, Decision Making 2005-12-01

you re tempted to accept a promising job offer in another city but moving would entail considerable sacrifice on the part of your family what should you do your elderly mother can no longer take care of herself but she doesn t get along with your husband and dreads the prospect of moving into a nursing home what is the solution whether you are faced with decisions momentous or trivial how you go about resolving everyday dilemmas will definitely affect your level of satisfaction in life in this engrossing and entertaining guide david welch who has studied the decision making process at the highest levels shows how both the science and the art of decision making are essential to us all welch lays out nine steps to effective decision making and then demonstrates how to apply these steps to real world situations he gives readers the intellectual tools to assess their strengths and weaknesses and stresses that self knowledge is critical for making the right decisions this enjoyable clearly written guide will enable decision makers at every level to find the best possible solution for dilemmas both big and small

Making Tough Decisions 1989-05-12

making decisions is certainly the most important task of a manager and it is often a very difficult one this book offers a decision making procedure for solving complex problems step by step unlike other texts the book focuses on problem analysis on developing solution options and on establishing the decision making matrix the book is intended for decision makers in companies in non profit organisations and in public administration it is an approach to helping them to solve complex problems successfully the book is also addressed to students and to participants in

executive courses

Decision Making and Goal Setting 1983

an engaging interesting and easy to follow guide into the essential concepts behind our reasoning decision making and problem solving

Decisions, Decisions 2009-12-02

argues that leaving decision making entirely to company leaders is a mistake and that giving decision making power to people at all levels will energize a company and tap into its full potential

Successful Decision-Making 2015-06-16

behavioral decision research provides many important insights into managerial behavior from negotiation to investment decisions the authors weave behavioral decision research into the organizational realm by examining judgment in a variety of managerial contexts embedded with the latest research and theories managerial decision making 8th edition gives students the opportunity to understand their own decision making tendencies learn strategies for overcoming cognitive biases and become better decision makers

The Psychology of Thinking 2020-10-05

should i have this medical treatment or that one is this computer a better buy than that one should i invest in shares or keep my money under the bed we all face a perplexing array of decisions every day thoroughly revised and updated throughout the new edition of straight choices provides an integrative account of the psychology of decision making and shows how psychological research can help us understand our uncertain world straight choices emphasises the relationship between learning and decision making arguing that the best way to understand how and why decisions are made is in the context of the learning and knowledge acquisition which precedes them and the feedback which follows the mechanisms of learning and the structure of environments in which decisions are made are carefully examined to explore their impact on our choices the authors then consider whether we are all constrained to fall prey to cognitive biases or whether with sufficient exposure we can find optimal decision strategies and improve our decision making featuring three completely new chapters this edition also contains student friendly overviews and recommended readings in each chapter it will be of interest to students and researchers in cognitive psychology behavioral economics and the decision sciences as well as anyone interested in the nature of decision making

The Decision Maker 2013-03-05

everyone is required to make decisions and solve problems in their business and personal lives many are handled quickly and without much thought but most of us procrastinate or over analyze the more important decisions decision making training contains all the materials needed to train others to make effective and appropriate decisions the book offers practical ready to use content that enables trainers and facilitators to quickly create half day full day and multi day workshops this book focuses on helping individuals define the elements of effective decision making techniques and provides the skills needed for success it provides an easily understandable structured process and is designed to train people interactively as they develop and use the strategies presented to improve the efficiency and effectiveness of their decisions users will find advice for choosing training session content sample training agendas and step by step preparation and training delivery instructions exercises handouts assessments and practice tools will help users develop training for both individual and organizational needs become a more effective and efficient facilitator and ensure training is on target and gets results and build their own skills in effective decision making as part of the astd trainer s workshop series readers have access to copies of all assessments training instruments handouts and powerpoint presentations used in the book

Judgment in Managerial Decision Making 2012-10-16

this book collects a wide range of the most important writing on decision making by one of europe s leading organization theorists brought together in one volume for the first time with an introduction from the author

Straight Choices 2015-06-12

two experts in business management show how to avoid the ten common pitfalls that ensanre decision makers the very latest research in the fields of business and psychology has been distilled into practical training methods that will save readers from ever making a bad decision again

Decision-Making Training 2010-03-01

drawing insights from philosophy psychology literature and theology a longtime executive business coach explores how and why we make the decisions we do what is it that makes some of us better or worse than others at committing to a choice what are the forces that hold us back and how can we successfully overcome them every facet of our lives depends on the decisions we make yet how often do we pause to reflect on our ability to make the best and smartest choices the key is how we confront and refine the decision making process here joseph bikart explores the intricacies of decision making challenging us to understand why we make the choices we do he explores how the true power of decisions especially the toughest among them help us to face our fears and may in turn change how we think about ourselves breaking his study into four clear parts and short practical essays bikart presents a lively and compelling exploration of the process of decision making he covers indecision indecision what makes us indecisive what holds us back and why where art thou how and where we get stuck and the importance of relaxing one s grip the momentum of decisiveness keeping our focus and proactivity the deciding mind making our smartest choices drawing from such different fields as philosophy psychology neurology literature art history and theology the art of decision making takes us on a journey from the depths of procrastination to the elation of decision making presenting a fresh perspective on what to do at the proverbial fork in the road bikart s unique philosophy is insightful thought provoking and potentially life changing

The Consequences of Decision-Making 2007-01-18

this book discusses critical thinking as a tool for more compassionate leadership presenting tried and tested methods for managing disagreement for anticipating and solving problems and for enhancing empathy employing a lighter tone of voice than most management books it also shows how and when less than rational mechanisms such as intuition and heuristics may be efficient decision making tools in any manager s toolbox critical thinking is useful for analyzing incoming information in the context of decision making and is crucial for structuring outgoing information in the context of persuasion when trying to convince a client to buy a service an executive board to fund a project or a colleague to change a procedure managers can use the simple step by step guides provided here to prepare for successful meetings and effective pitches managerial thinking can be steadily improved using a structured process especially if we learn to think about our thinking this book guides current and would be managers through this process of improving and metathinking in connection with decision making and persuasion using examples from business together with research insights from behavioral economics and from management and organizational cognition the author illustrates common pitfalls like hidden assumptions and cognitive biases and provides easy to use solutions for testing hypotheses and resolving dilemmas

Decision Traps 1990

although everyone has goals only some people successfully attain their respective goals on a regular basis with this in mind the author attempts to answer the question of why some people are more successful than others he begins with the assumption that the key to personal success is effective decision making and then utilizes his own theory the self regulation model to explain the origin and nature of individual differences in decision making competence the author also summarizes a number of existing models of decision making and risk taking this book has two primary goals to provide a comprehensive review of the developmental literature on the decision making skills of children adolescents and adults and to propose a theoretical model of decision making skill that offers a better description of this skill than prior accounts taken together the literature review and theoretical model help the reader acquire a clear sense of the development of decision making skills as well as reasons for the developmental differences that seem to emerge

The Art of Decision Making 2019-07-09

papers originally presented at a workshop conference convened in stowe vermont on july $13\ 17\ 2008$ as part of the attention and peformance series

Critical Thinking for Managers 2021-05-10

stimulating and developing the creative potential of all members of an organisation is widely seen as contributing to performance and results this prestigious textbook provides a complete overview of the creative problem solving process and its relevance to modern managers in the private and public sectors it introduces ideas skills and models to help students understand how creative thinking can aid problem solving and how different techniques may help people who have different thinking and learning styles this updated fifth edition includes fresh case studies exercises and suggested reading alongside extensive diagrams and thought provoking questions a new chapter considers the use of heuristics in decision making situations faced by managers and examines how aspects of creative problem solving can relate to such situations it also introduces a complex in tray exercise which demonstrates how the conflicting demands on an individual manager can be considered in practice supporting powerpoint slides for lecturers are available for each chapter creative problem solving for managers will continue to be an ideal resource for undergraduate and postgraduate students studying problem solving strategic management creativity and innovation management as well as managers looking to develop their decision making abilities

The Nature and Development of Decision-making 2013-04-15

a comprehensive up to date examination of the most important theory concepts methodological approaches and applications in the burgeoning field of judgment and decision making jdm emphasizes the growth of jdm applications with chapters devoted to medical decision making decision making and the law consumer behavior and more addresses controversial topics from multiple perspectives such as choice from description versus choice from experience and contrasts between empirical methodologies employed in behavioral economics and psychology brings together a multi disciplinary group of contributors from across the social sciences including psychology economics marketing finance public policy sociology and philosophy 2 volumes

Decision Making, Affect, and Learning 2011-03-24

this is a revision of arkes and hammond s 1986 collection of papers on judment and decision making updated and extended the focus of this volume is interdisciplinary and applied in contrast to the companion collection goldstein and hogarth s research in judgment and decision making 1997 the papers are selected from scientific literature but chosen specifically to appeal to the scholar student and layperson alike

Creative Problem Solving for Managers 2018-10-25

science reassures art disturbs proverb this intriguing exploration of underlying forces in decision making takes as its starting point a wealth of high profile decision disasters in brilliantly readable analyses helga drummond shows how better awareness of the inherent uncertainties of the decision making process could have made the outcomes very different examples showcased include the hatfield rail crash the kursk submarine disaster the challenger disaster the year 2000 fuel crisis the wwii dardanelles expedition the barings bank collapse the taurus stock exchange project the hillsborough tragedy the king s cross underground fire the millennium dome this entertaining yet instructive book offers new insight into the realities of decision making and shows how you can confront them to improve your prospects of success

The Wiley Blackwell Handbook of Judgment and Decision Making, 2 Volume Set 2016-02-16

decision making appears to be a simple activity but the process leading to a decision is quite complex unique aspect of decision making is that it is always done in advance but people weigh it in hindsight therefore predicting a decision to be right or wrong at the time of decision making is always as good a guess as is the decision itself what is required at this stage is to understand the factors that may be impacting the decision maker and then accept or reject the decision being taken then and there on the contrary people tend to judge a decision as good or bad after the outcome is known which in author s view is not fair to the decision maker success of a decision is not in it being good or bad right or wrong but being accepted when it is taken and not after knowing the outcome author believes that acceptance of a decision is of far greater significance than the decision itself as unless accepted a decision has no relevance people not only accept or reject decision made by others but also by self if you thought accepting other s decision is more difficult then think again you would be surprised that many times accepting own decision is far more difficult actually when others make a decision we can debate it criticize it pass on judgment but in almost all cases we forget it after sometime however when we make a

decision we consciously or unconsciously keep deliberating and judging it for a long time accepting or rejecting our own decision impacts our behaviour more than when we accept or reject decision made by others and this influences our future actions towards every new situation an important aspect in the process is segregating decision maker and decision acceptor the acceptor of the decision has to have faith in the decision maker and be aware of the factors that the decision maker has taken into consideration while arriving at the decision when others are taking decision this is much easier but when one takes decision where he is also a significantly impacted stakeholder of the decision this becomes really difficult in fact people tend to swing between the role of a decision maker and decision acceptor throughout the process as a decision maker you should only worry about coming out with the most appropriate decision to meet the expected outcome using your knowledge available information and other such factors as a decision acceptor you should be focused on knowing the decision maker and various factors that he has used to arrive at the decision if you are convinced with that you should accept the decision without really worrying about the outcome this book is an attempt to bring in awareness about some key factors that influences decision making so that the stakeholders become better acceptors of a decision while it is being taken irrespective of the outcome let us always remember decision is just a decision at the time it is made it is neither good nor bad

Judgment and Decision Making 2000-01-13

straight choices provides a fascinating introduction to the psychology of decision making enhanced by discussion of relevant examples of decision problems faced in everyday life thoroughly revised and updated throughout this edition provides an integrative account of the psychology of decision making and shows how psychological research can help us understand our uncertain world the book emphasizes the relationship between learning and decision making arguing that the best way to understand how and why decisions are made is in the context of the learning and knowledge acquisition which precedes them and the feedback which follows the mechanisms of learning and the structure of environments in which decisions are made are carefully examined to explore their impact on our choices the authors then consider whether we are all constrained to fall prey to cognitive biases or whether with sufficient exposure we can find optimal decision strategies and improve our decision making this edition highlights advances made in judgment and decision making research with additional coverage of behavioral insights nudging artificial intelligence and explanation based decision making written in a non technical manner this book is an essential read for all students and researchers in cognitive psychology behavioral economics and the decision sciences as well as anyone interested in the nature of decision making

The Art of Decision Making 2002-02-15

Good Decision Bad Decision 2013-02

Straight Choices 2022

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