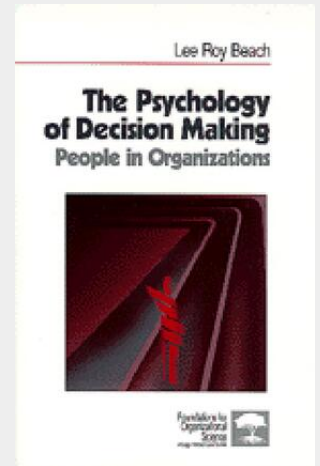


Beach / Connolly

# The Psychology of Decision Making

People in Organizations

The Psychology of Decision Making provides an overview of decision making as it relates to management, organizational behavior issues, and research. This engaging book examines the way individuals make decisions as well as how they form judgments privately and in the context of the organization. It also discusses the interplay of group and institutional dynamics and their effects upon the decisions made within and on the behalf of organizations. Researchers and advanced students in the field of organization science, social, and industrial psychology who want a better understanding of how the field has developed as a scholarly discipline and of the processes involved in decision making will find this an excellent resource. The Second Edition has been entirely revised and updated to reflect recent research and changing perspectives with the help of new co-author Terry Connolly, Finova Professor of Management and Policy at the University of Arizona. New to the Second Edition are: Latest developments in the field building on Prospect Theory Current research on Behavioral Theory Innovative suggestions by research scholars on subjects for new theoretical models



**217,10 €**  
202,90 € (zzgl. MwSt.)

Lieferfrist: bis zu 10 Tage

**Artikelnummer:** 9781412904391  
**Medium:** Buch  
**ISBN:** 978-1-4129-0439-1  
**Verlag:** Sage Publications  
**Erscheinungstermin:** 01.01.2005  
**Sprache(n):** Englisch  
**Auflage:** 2. Auflage 2005  
**Serie:** Foundations for Organizational Science  
**Produktform:** Gebunden  
**Gewicht:** 548 g  
**Seiten:** 240  
**Format (B x H):** 157 x 235 mm

