



Summary: Intuition at Work - Gary Klein: Why Developing Your Gut Instincts Will Make You Better At What You Do

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Complete summary of Gary Klein's book: "Intuition at Work: Why Developing Your Gut Instincts Will Make You Better At What You Do".

This summary of the ideas from Gary Klein's book "Intuition at Work" shows that about 90% of the critical decisions a person actually makes will generally be based more on their "gut feelings" about the right thing to do than hard data. Yet, intuition is an undervalued facet of business decisions. This summary suggests that a better strategy would be to acknowledge the importance of intuition and become better at using it. It defines intuition as "the way we translate our past experiences into decisions about our present actions". Excellent intuition is not ESP or magic, it's making quick, good decisions on experience. Firefighters, for example, are able to make life-and-death decisions rapidly because they pick up on the clues of what is happening and know intuitively how they should react without requiring detailed analysis. This summary recommends analyzing past decisions for their effectiveness and your thought processes; it suggests specific decision making exercises to practice your skills. It also demonstrates that sometimes waiting to make a decision is still an intuitive process.

Added-value of this summary:

- Save time
- Understand key concepts
- Expand your business knowledge

To learn more, read "Intuition At Work" and discover an excellent guidebook for good decisions and long-term strategy.

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