

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

M.D. Johnson, Spencer - pdf download free book



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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 simplisitic 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. Copyright 1992 Reed Business Information, Inc. --This text refers to an out of print or unavailable edition of this title.

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*

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