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The authors indicated that most people TMs experience is afflicted with decision trap number 9 - Not keeping track by:
1) Missing feedback - lack of information on the key question
2) Entwined feedback - evidence is effected by actions taken by the decision maker and associates after making the initial judgment, these factors are called treatment effects
3) Confuse feedback - uncontrollable, unpredictable factors, random noise that affect decision outcomes;
4) Ignore feedback ...

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DECISION TRAPS: Ten Barriers to Brilliant Decision-Making and How to Overcome Them. by J. Edward & Paul J. H. Schoemaker Russo
RELEASE DATE: Nov. 22, 1989. Slickly packaged (if deadly earnest) tips and reminders on staying out of harm's way when making important decisions. Russo (Marketing and Behavioral Sciences/Cornell) and Schoemaker (Decision Sciences and Policy/Univ. of Chicago) are forthright about their hopes that "cognitive perspective" could become the hot management concept ...

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a program that can help you avoid "decision traps" -- the ten common decision-making errors that most people make over and over again.

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