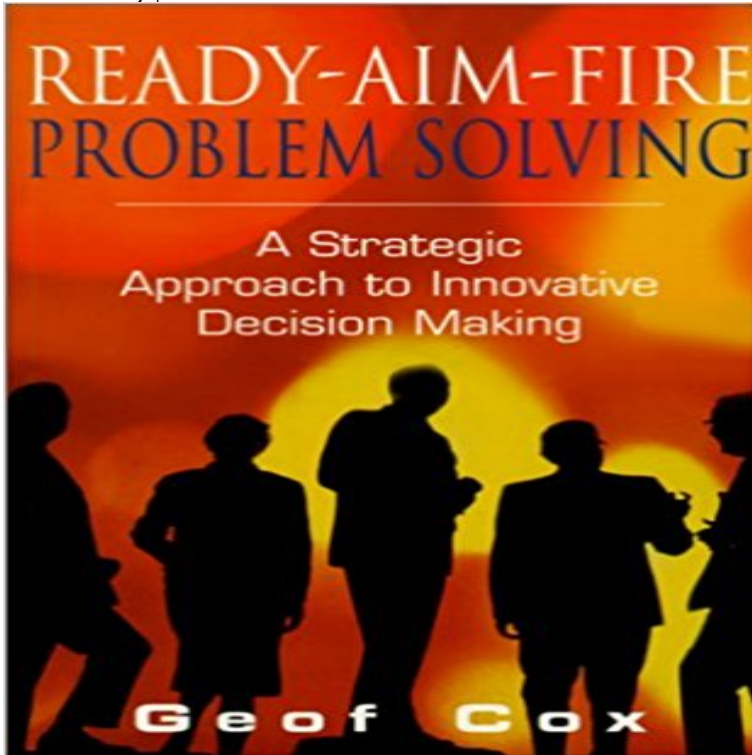


## Ready-Aim-Fire Problem Solving: A Strategic Approach to Decision Making



Geof Cox discusses his approach to problem solving, beginning by giving the reader an insight into their own personal and preferred style in approaching and solving problems. He then provides advice and practical methods for working with people whose preferred styles and approaches are quite different. With exercises, case studies, checklists and examples drawn from real work situations - including customer service, quality improvement, innovation and change management - Ready-Aim-Fire Problem Solving hopes to offer a practical approach to a fundamental skill in today's workplace. As Geof Cox explains: The major book retailers did not set up Amazon.com; the major stockbroking firms did not establish the leadership on the internet market now dominated by Charles Schwab; the major travel firms are not at the forefront of Internet travel - they used their old routines for problem solving in an environment that had changed, and was changing too rapidly for their processes to adapt. So that we do not fall into the same trap as the losers to e-business, both as organizations and individuals, we need to be aware of the routines that we have developed. We need to understand the preferences that we have for solving problems and making decisions and for how we approach situations. We need to use a problem solving approach that values routines and past experiences whilst scanning the current and future environment for opportunities and alternatives. We need to develop our skills and abilities to utilize the processes and people that we interact with to the best advantage.

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