



Think Smarter: Critical Thinking to Improve Problem-Solving and Decision-Making Skills

By Michael Kallet

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Learn Critical Thinking techniques for better decisions, problem solving, and innovation

Think Smarter: Critical Thinking to Improve Problem-Solving and Decision-Making Skills is the comprehensive guide to training your brain to do more for you. Written by a critical thinking trainer and coach, the book presents a pragmatic framework and set of tools to apply critical thinking techniques to everyday business issues. *Think Smarter* is filled with real world examples that demonstrate how the tools work in action, in addition to dozens of practice exercises applicable across industries and functions, *Think Smarter* is a versatile resource for individuals, managers, students, and corporate training programs.

Thinking is the foundation of everything you do, but we rely largely on automatic thinking to process information, often resulting in misunderstandings and errors. Shifting over to critical thinking means thinking purposefully using a framework and toolset, enabling thought processes that lead to better decisions, faster problem solving, and creative innovation. *Think Smarter* provides clear, actionable steps toward improving your critical thinking skills, plus exercises that clarify complex concepts by putting theory into practice. Features include:

- A comprehensive critical thinking framework
- Over twenty-five "tools" to help you think more critically
- Critical thinking implementation for functions and activities
- Examples of the real-world use of each tool

Learn what questions to ask, how to uncover the real problem to solve, and mistakes to avoid. Recognize assumptions you can rely on versus those without merit, and train your brain to tick through your mental toolbox to arrive at more innovative solutions. Critical thinking is the top skill on the wish list in the business world, and sharpening your ability can have profound affects throughout all facets of life. *Think Smarter: Critical Thinking to Improve Problem-Solving and Decision-Making Skills* provides a roadmap to more effective and productive thought.

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Editorial Review

From the Inside Flap

“I don’t have time to think!”. This cliché is at the core of troubled and underperforming workplaces around the globe. In reality, thinking is the most important driver in problem-solving, decision-making, and creativity, and no business can do without it. In daily life and at all levels of an organization, the ability to think critically sets us apart from those who struggle to problem solve. As seasoned critical thinking consultant Michael Kallet explains, solving difficult problems isn’t magic—it’s a skill we can all learn by using the simple techniques in *Think Smarter*.

For the past decade, Kallet has been training people to think critically. In *Think Smarter*, he reveals the techniques that lead to higher quality and outside the box results. Contrary to popular belief, critical thinking does not take a lifetime to master. You can quickly learn how to get better results from your thought processes. The problems that really matter are the ones with no obvious solution. To move forward in life and in business, you need to meet these challenges with stronger decisions and more creative solutions. Thanks to the exercises and examples in *Think Smarter*, this is a goal you can achieve starting today.

No one has time for neuroscience when there are important goals that need to be achieved. The world won’t stop turning while we wade through theory, so innovations and improvements need to happen fast. *Think Smarter* is not a book of theory. It’s a clear, easy to read set of over 25 concrete tools that you can put to use right away. Solving technical problems, allocating resources, managing teams, working with customers, optimizing risk—critical thinking can revolutionize all of these areas. No matter who you are or what you do, your decisions make a difference. The quality and magnitude of that difference depends on one thing—critical thinking.

Thinking drives absolutely everything we do. It’s the first step toward critical decisions that determine the winners and losers in every industry, and it even influences what we get out of life. In *Think Smarter*, you’ll learn that if you aren’t thinking critically, you might as well be letting someone else live life for you. The bottom line is, if you want to maximize your chances for success in the areas that matter, and take control of the results, you need to learn to *Think Smarter*.

From the Back Cover

From the mind behind *HeadScratchers*, a guide to getting more out of thinking

We often hear about the importance of thinking critically and acting strategically. And yet, there are few resources that provide a business-focused, non-academic, practical approach to doing just that. Thankfully, Mike Kallet has come to our rescue. Mike has a very conversational tone in his writing on this critical subject, thereby making what can potentially be a very dry subject an interesting read. More importantly, the examples of how to use the process of critical thinking and the key “takeaways” help the reader apply the content appropriately. In our business, we rely on rapid and accurate decision making, with little margin for error. The concepts in *Think Smarter* are easy to implement quickly, realizing great results.

—**Jacqui Bellini-Murray**, Senior Training Manager at Genentech

Intelligence can be found, knowledge can be acquired, but critical thinking can only be developed. Finally,

Mike Kallet delivers a guide for honing this much-needed skill in decision making. Practical and simple, yet profound. Every leader, every decision maker, needs this guide!

—**Tess Reynolds**, CEO at New Door Ventures

Bringing critical thinking and innovation into a company is a worthy goal, but a very difficult and elusive task. Mike Kallet's *Think Smarter* is a stimulating, practical guide that expands the thinking processes to embrace new concepts while keeping a focus on what is success. This is a book developed through years of working with leaders and teams to move them to new levels of problem solving and performance. I have both participated and overseen teams who have been coached by Mike's critical thinking. The improvements in the subsequent product developments and intra-team dynamics were impressive, breaking historical patterns of thinking processes. The exercises in *Think Smarter* are especially helpful in bringing clarity to the use of the tools and techniques introduced. *Think Smarter* is a must read for leaders who are challenged with solving the everyday problems of a business while finding approaches that step up the innovative capabilities of their teams.

—**Dan Yost**, Managing Partner at Dankat and former EVP at Qwest Communications

About the Author

MICHAEL KALLET founded HeadScratchers in 2004 to train business professionals and leaders in critical thinking, problem solving, decision making, and creativity. Through workshops, webinars, and keynote speeches, he teaches people to apply critical thinking techniques to real world business challenges. Mike has held leadership positions in business environments ranging from ten-person startups to a \$500 million public company.

www.headscratchers.com

Users Review

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Jose Gould:

What do you with regards to book? It is not important together with you? Or just adding material when you need something to explain what the ones you have problem? How about your extra time? Or are you busy man or woman? If you don't have spare time to complete others business, it is make one feel bored faster. And you have free time? What did you do? All people has many questions above. They must answer that question simply because just their can do this. It said that about book. Book is familiar on every person. Yes, it is proper. Because start from on guardería until university need this specific Think Smarter: Critical Thinking to Improve Problem-Solving and Decision-Making Skills to read.

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