



# Intuition at Work: Why Developing Your Gut Instincts Will Make You Better at What You Do

*Gary Klein Ph.D.*

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At times in our careers, we've all been aware of a "gut feeling" guiding our decisions. Too often, we dismiss these feelings as "hunches" and therefore untrustworthy. But renowned researcher Gary Klein reveals that, in fact, 90 percent of the critical decisions we make is based on our intuition. In his new book, **INTUITION AT WORK**, Klein shows that intuition, far from being an innate "sixth sense," is a learnable--and essential--skill.

Based on interviews with senior executives who make important judgments swiftly, as well as firefighters, emergency medical staff, soldiers, and others who often face decisions with immediate life-and-death implications, Klein demonstrates that the expertise to recognize patterns and other cues that enable us--intuitively--to make the right decisions--is a natural extension of experience.

Through a three-tiered process called the "Exceleration Program," Klein provides readers with the tools they need to build the intuitive skills that will help them make tough choices, spot potential problems, manage uncertainty, and size up situations quickly. Klein also shows how to communicate such decisions more effectively, coach others in the art of intuition, and recognize and defend against an overdependence on information technology.

The first book to demystify the role of intuition in decision making, **INTUITION AT WORK** is essential reading for those who wish to develop their intuition skills, wherever they are in the organizational hierarchy.



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