## Reading List: Mindful Investing & Decision Making

- Arkes, Hal. R. and Blumer, Catherine (1985) The Psychology of Sunk Cost. Organizational Behavior And Human Decision Processes 35, 124-140.
- 2. Bazerman, Max (2014) Becoming a first-class noticer, Harvard Business Review, July-August.
- 3. Bazerman, Max (2013) Judgment in Managerial Decision Making, Danvers, MA: John Wiley & Sons.
- 4. Bazerman, Max and Chugh, Dolly (2006) Decisions without blinders, Harvard Business Review, January.
- 5. Brown, Kirk Warren and Ryan, Richard M. (2003) The Benefits of Being Present: Mindfulness and Its Role in Psychological Well-Being, Journal of Personality and Social Psychology, Vol. 84, No. 4, 822-848.
- 6. Chugh, Dolly and Bazerman, Max (2007) Bounded awareness: What you fail to see can hurt you, Rotman Magazine, Spring.
- 7. Endres, Megan, Chowdry, Sanjib, and Milner, Morgan (2009) Ambiguity tolerance and accurate assessment of self-efficacy in a complex decision task, Journal of Management & Organization (2009) 15: 31–46.
- 8. Fischoff, Baruch, Beyth-Marom, Ruth (1983) Hypothesis evaluation from a Bayesian perspective, Psychological Review, Vol. 90, No. 3, 239-260.
- 9. Goleman, Dan (2013) The Focused Leader, *Harvard Business Review*, December.
- 10. Hafenbrack, Andrew C., Kinias, Zoe, and Barsade, Sigal Debiasing the Mind Through Meditation: Mindfulness and the Sunk-Cost Bias, *Psychological Science*, XX(X) 1–8.
- 11. Kahneman, Daniel (2003) A Perspective on Judgment and Choice: Mapping Bounded Rationality, *American Psychologist*, September, 697-720.
- 12. Kahneman, Daniel and Tversky, Amos (1973) On the psychology of prediction, *Psychological Review*, Vol. 80, No. 4, July.
- 13. Kahneman, Daniel, Lovallo, Dan, and Sibony, Olivier (2011) Before you make that big decision, *Harvard Business Review*, June.
- 14. Karsaros, K. k. (2014) Managers' workplace attitudes, tolerance of ambiguity and firm performance: The case of Greek banking industry, *Management Research Review*, Vol. 37 Iss: 5, pp.442 465.
- 15. Langer, Ellen (2014) Mindfulness. Philadelphia: Da Capo Press Books.

- 16. McCormick, Michael J (2001) Self-efficacy and leadership effectiveness: Applying social cognitive theory to leadership, *The Journal of Leadership Studies*, Vol. 8, No. 1.
- 17. Mitton, Daryl (1989) The complete entrepreneur, *Entrepreneurship Theory* and *Practice*, 13: 9-19.
- 18. Nickerson, Raymond (1998) Confirmation bias: A ubiquitous phenomenon in many guises. *Review of General Psychology*, Vol. 2, No. 2, 175-220.
- 19. Odean, Terrance (1998) Are Investors Reluctant to Realize Their Losses? *The Journal Of Finance* VOL. LIII, NO. 5 October.
- 20. Odean, Terrance (1998) Volume, volatility, price, and profit when all traders are above average, *The Journal of Finance*, Vol. LIII, No. 6 December.
- 21. Postman, Leo, Bruner, Jerome, and McGinnies, Elliott (1948) Personal values as selective factors in perception, *Journal of Abnormal Psychology*, Apr. 43(2) 142-154.
- 22. Shefrin, Hersh and Statman, Meir (1985) The Disposition to Sell Winners Too Early and ride losers too long: theory and evidence, *The Journal of Finance*, Vol. XL, No. 3, July.
- **23.** Soros, George (2003) *The Alchemy of Finance*. Hoboken, N.J.: John Wiley & Sons.
- 24. Staw, Barry M. (1976) Knee-Deep in the Big Muddy: A Study of Escalating Commitment to a Chosen Course of Action, *Organizational Behavior And Human Performance* 16, 27-44.
- 25. Thaler, Richard (1980) Toward a positive theory of consumer choice, Journal of Economic Behavior and Organization, 39-60.
- 26. Watkins, Michael and Bazerman, Max (2003) Predictable surprises: The disasters you should have seen coming, *Harvard Business Review*, March.