

How Humans Decide

What you don't know can hurt your client



NORTHERN TERRITORY
BAR ASSOCIATION

2016 Conference
Dili, Timor Leste

Readings

- **Getting to Yes** (1981)
Roger Fisher & William Ury
- **Predictably Irrational** (2008)
Daniel Ariely
- **Thinking Fast, Thinking Slow** (2011)
Daniel Kahnemann
- **The Invisible Gorilla** (2010)
Christopher Chablis & Daniel Simons
- **The Art of Choosing** (2010)
Sheena Iyengar
- **Expert Political Judgment** (2005)
Phillip E. Tetlock
- **Risk** (2nd ed., 2005)
Deborah Lupton