

Thinking and decision making paper

[Business](#), [Management](#)



Critical Thinking Creative thinking can successfully be applied in car sales. The seller should be creative enough to ensure he persuades the customer to buy his product (Starko, 2012). The seller has to focus rationally, in his attempt to convince his customers. If his rival is selling his products at a lower price, then the seller can use his creativity to convince his client that his higher priced product is worth the extra cost.

For example if she is dealing with a buyer who is a mother, the seller can creatively persuade the lady that the vehicle he is selling to her is safe and convenient for her children and heirs at large (Starko, 2012). As a result, the mother will use her critical thinking to decide whether the information presented to her are enough for her to get the vehicle.

Logical reasoning can be applied in different work places. For example, if a company is near a given prison and the government declares that on a given public holiday, they are releasing most of the prisoners who have been serving in that prison, then the administrator of the company can decide, by means of inductive reasoning that, the company's security need to use extreme safety measures by making regular patrols and ensuring that the alarm is on throughout the day (Starko, 2012).

Close ended questions can effectively be used by teachers in school. In case of a strike, the principal may choose to prepare a list of closed ended questions in an attempt to interrogate the students on the possible causes of strike (Starko, 2012). The principal will then have a critical look at the answers the students have given. Through this, he may end up with amicable solution to the problem that caused the strike.

References

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Starko, A. J. (2012). *Creativity in the Classroom: Schools of Curious Delight*.
Routledge.