



# **Challenge Your Assumptions, Change Your World: Introducing the Assumpt! A break through to faster, smarter business decisions**

*Andy Cohen*

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## **Challenge Your Assumptions, Change Your World: Introducing the Assumpt! A break through to faster, smarter business decisions** Andy Cohen

Andy Cohen, New York Times notable author of *Follow the Other Hand*, introduces the **Assumpt!**, a breakthrough way to make better business decisions, faster and smarter.

Orville Wright, co-founder of modern aviation, dismissed the idea of creating a landing strip. He assumed that if man had to smooth out the airstrip, he didn't deserve to fly. Houdini, master of escapes, didn't know how to exit a new model car. He assumed that all door handles operated in the same way. Even the smartest, most successful and talented people make assumptions.

Yet good decisions are often stymied by assumptions that go unchecked. So why does this book encourage you to make assumptions? It turns out your assumptions are a key component in your daily decision-making process. But how do you identify your assumptions? How do you separate out those that help or hurt? Build or destroy? Solve problems or create new ones?

This book shows you how to utilize your assumptions productively and in ways you haven't imagined. *Challenge Your Assumptions, Change Your World* is full of big ideas--it's a unique book that will change how you make decisions and in turn increase your success in business and life.

### **Reviews**

- "Decisions are only as good as the assumptions they are built on. Cohen shows you which ones to use and which to watch out for." --**John Danner, UC Berkeley and Princeton faculty member, global advisor and keynote speaker.**
- "Andy challenged the thinking and attitudes of my team with some real eye-opening consequences. In my experience, it is rare that such an impactful person can translate these skills into written form. Reading this is like he is in the room with you." --**Irene Dorner, former President and Chief Executive Officer of HSBC USA**
- "The vast majority of security issues we face today stem from misplaced trust assumptions. This is a must-read for the security professional." --**Colonel (Ret.) Greg Conti, Ph.D.**

**About the Author** Andy Cohen is a popular and recognized TEDx speaker, author, and international thought-leader. He has a degree in experimental psychology and a room full of prestigious advertising awards. Andy has taught at the world's most respected universities including New York, Cornell, Duke, UC, Berkeley; ISB (India); and CKGSB (China).

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