

The Smartest Person in the Room is the One with the Powerful Question - Hiring for Quantitative Intuition™ Skills

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What is Quantitative Intuition™?

The ability to make decisions with incomplete information via **precision questioning, contextual analysis** and **synthesis** to see the situation as a whole.

Frank, Magnone, Netzer - February 2022

Precision Questioning

Contextual Analysis

Synthesis

Hiring for Precision Questioning

We need to change the way we do job interviews



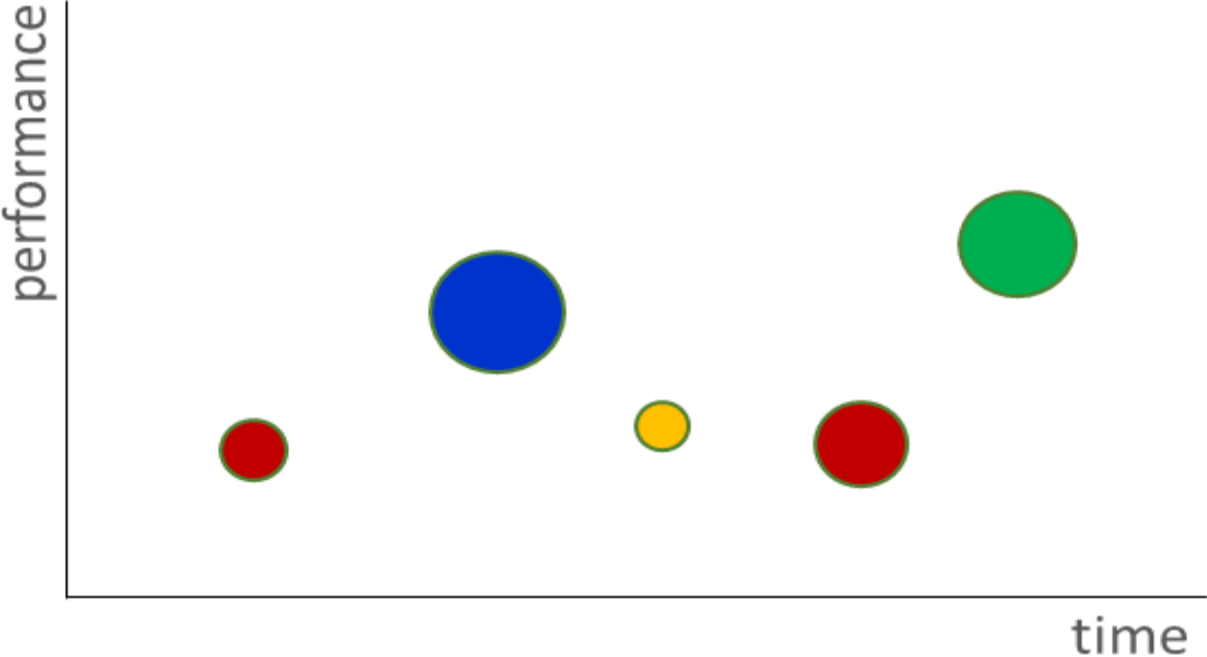
Hiring for Contextual Analysis

Developing an interrogative mindset – What surprised you?



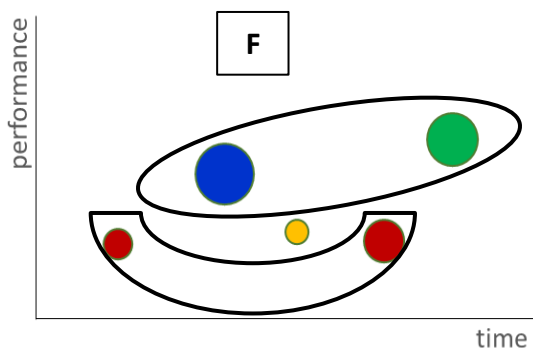
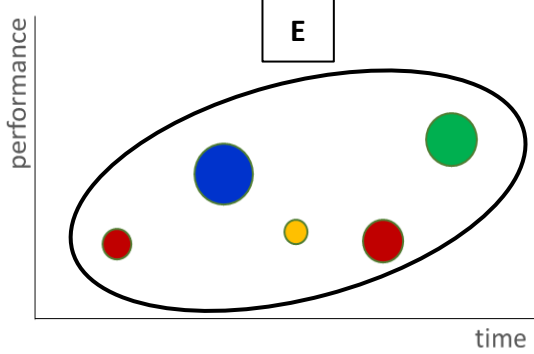
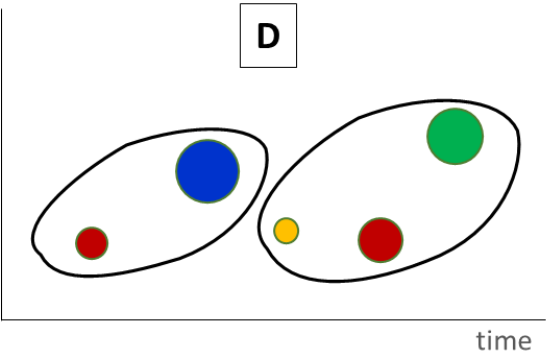
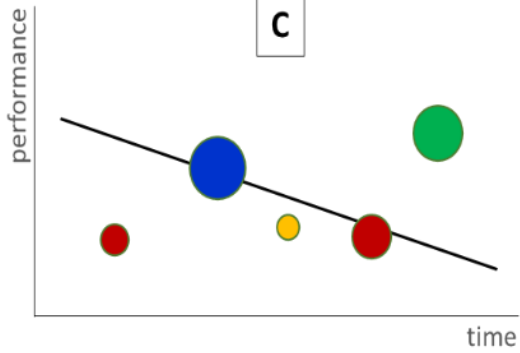
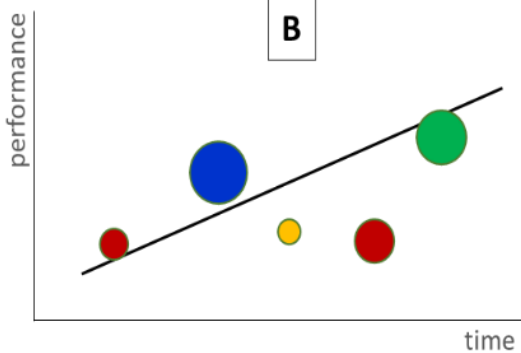
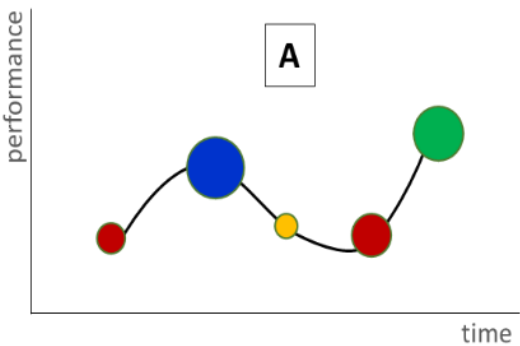
Hiring for Synthesis

What -> So What -> No What



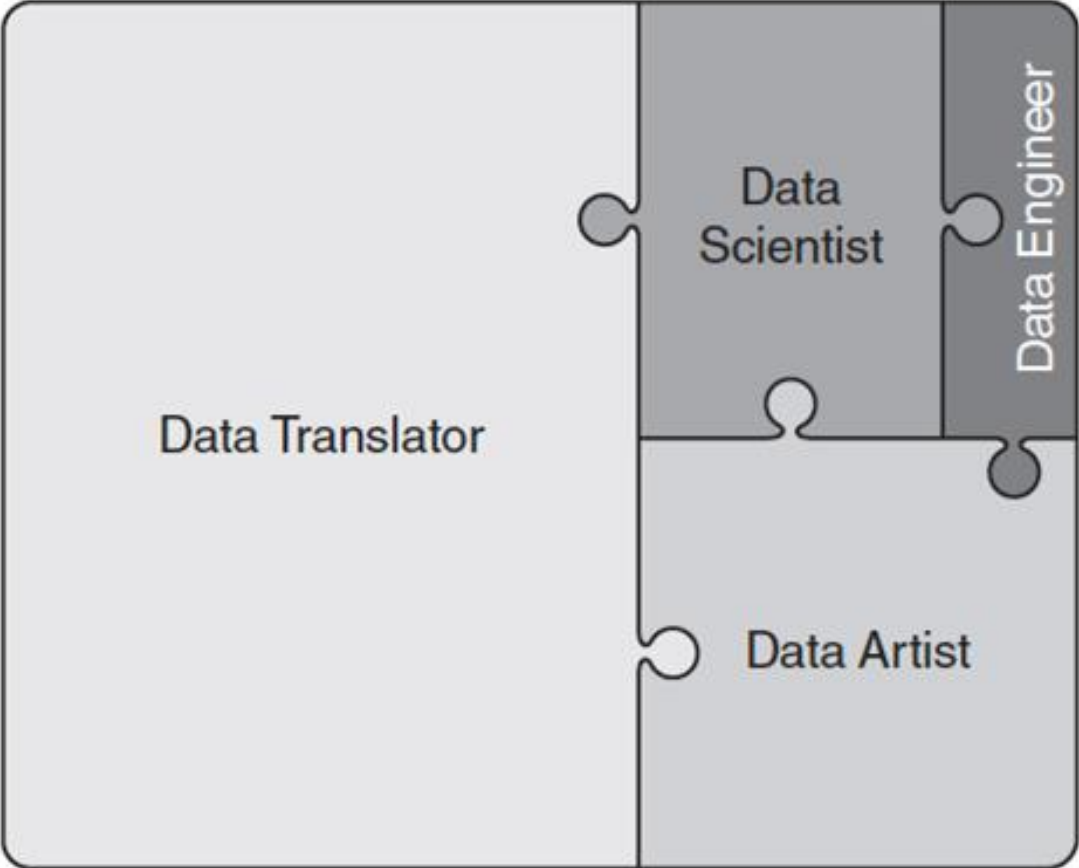
Hiring for Synthesis

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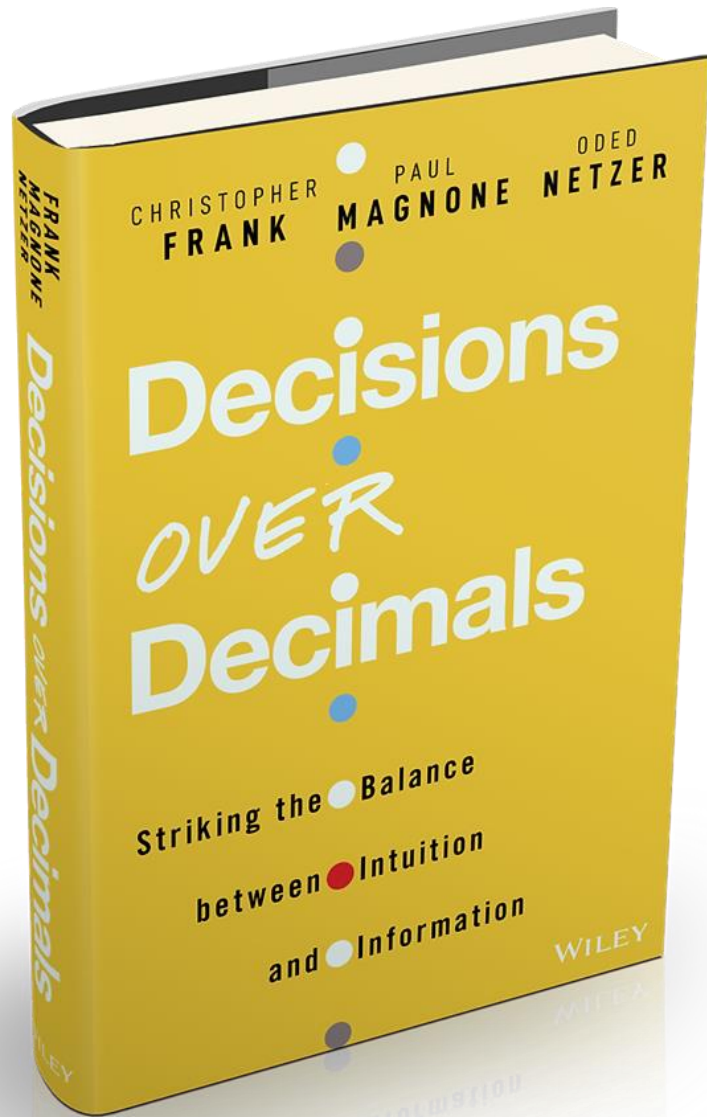


Building A QI Team to Lead in a Data-Driven World

The QI™ Team



source: *Decisions Over Data: Striking the Balance Between Intuition and Information*; Frank, Magnone, Netzer; Wiley 2022



Thank You!

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