



Individual Decision-Making in a Controlled State of Mind

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<http://dx.doi.org/10.18415/ijmmu.v7i11.2258>

Abstract

Humans generally have individual, or personal desires, which can usually have a driving value, in organizational activities, decision-making made by individuals often experiences difficulties or obstacles, if it occurs spontaneously, it is different if the decision is taken in a calm state of mind or still under the control of that individual. This article generally discusses decision-making taken individually in a controlled state of mind, the results will be different, when compared with individuals who make decisions in a chaotic state of mind, the goal is that each individual when he wants to make a decision, should pay attention to their state of mind at that time because the mind is a very important part and can have an overall impact in making a decision. Thus, the individual's thoughts when making a decision, must be considered in the context of the decision-making, whether it is specific or general in joint managerial decision-making in the organization. To achieve this goal well, this paper describes the role of the mind that must be in a controlled state in any decision-making, whether individual or group.

Keywords: *Decision-Making; Individual Decisions; Mind Controlled*

Introduction

Each individual will make a decision when he is confronted on two or more alternative options. Therefore, individual decision-making is an important part of organizational behavior. However, the way individuals make decisions, and the quality of their choices are strongly influenced by their thoughts and physical conditions when making decisions. Decision-making occurs as a reaction to a problem at hand. That is the difference between the present situation and the desired situation which requires humans to consider alternative actions that must be taken to overcome or resolve the problem. Sometimes the problems you experience can be an advantage for others. So the awareness there is a problem which makes it is possible to make a decision is depending on people's thoughts at that time. Each decision requires an individual to interpret and evaluate the information it receives. In general, individuals receive data from various sources that need to be filtered, processed and interpreted. Which data is relevant for decisions and which one is not? The individual's state of mind will answer that question. Individuals also need to develop alternatives and evaluate their strengths and weaknesses. Again, individual thought processes will influence the final result. During decision-making, mistakes of thought often arise that can bias analysis and conclusions.

In recent years, one's mind when making decisions has become an interesting topic in decision-making research. According to a number of theories from Greek philosophers such as Descartes Kant and Plato, it is stated that everything can be interpreted in mind is before it is made a decision in personal and group life, and it usually happens in human life both when living alone and in an organizational life. This is not much difference from the experiments carried out by the theory of Darwinism (1872) that life will be adapted to the traditions of life that exist in the animal realm for human life in a general, thoughts are needed by everyone when making decisions, both personal and personal decisions. Group. Based on his theory of somatic markers or secondary thought perceptions of the consequences that can be predicted, in the process of making decisions taken by everyone, in dealing with the problems faced in his life, depending on the way, attitude and ability of the individual to fully understand the problem, so that for individuals with a better level of intelligence, their mindset is more rational, of course the problems they face will be faster. Resolved properly, when compared with people who are indeed in their daily lives full of deficiencies, both regarding calm when facing problems, this will have an impact on the way their decisions are made in everyday life. Decisions that are taken in an unfocused state of mind, are deemed bad and are automatically linked to a feeling of discomfort in the body, or to the perceived body that the person is in an unhealthy state, and Then, immediately rejected to make to room for a few alternatives. When the thoughts a person perceives are positive, the alternative is held up as a foothold in memory. Sometimes a person is confused in making a decision because it is sudden, temporary problems faced not only that, so, it requires more careful consideration to get the best decision, the more so if the problem is related to the interests of many people, if that person is the leader of a group in his social life, in this situation, humans are very important to calm their mind in facing life's problems, because the if their mind is not calm, it will have a huge influence on the decisions they make at that time. Moreover, if rationality is not prioritized, it is highly recommended conducting an evaluation of decisions that have already been taken, because that is the most beneficial. For the lives of many people.

To understand the different roles that the mind plays in decision-making, humans must distinguish two types of action. First, thought makes it is possible to predict the consequences of decisions and construct projective scenarios. For example, in acting out the mind of a person who wants to catch his prey, it means that he must be able to guess in his mind the action that the animal he wants to capture will take. Escaping or dodging a predator's distance from its prey is evidence that its mind functions well at guessing the attacker's intentions. Then, the mind will be directly involved when making decisions, confirms the validity of the choice. Therefore, Loewenstein and Lerner (2003) describe if a person is faced with a number of problems in organizational life, while he must immediately take an action that will have a number of the consequences for organizational life, which will automatically have an impact on the members,' rice and employees who are members of the organization, Likewise, it also does not rule out the organization to be dissolved, with a decision that if it is not correcting in considering a number of risks that are in sight.

The mind relies on a motivation-interest-environment combination, encouraging the individualization of decisions. Everyone has their personal interests and values, which leads to an increase in individual decisions and choices, especially in an organizational framework (Zulfakar, 2020), which complicates effective and successful management. How to harmonize and incorporate the individuality of this decision maker? The first step is to consider that the mind is an integral part of decision-making, at both the executive and managerial levels. In this sense, despite conflicting beliefs, organizations (Zulfakar, 2019) and members of their decision makers do not make strategic decisions solely on cognitive grounds. Thus, forcing employees to use pure rational logic, based on prescribed decisions, seems a waste of time. To provoke thoughts that are common to the majority and to communicate calmly and in a controlled state of mind are essential.

Decision-Making

According to the philosopher Plato (427, BC) in the life of this world, humans are full of life risks, with trials and obstacles that come and go faced by mankind with various problems. In his writings Kant (1944: 36) argues that human instincts always bring very strong side effects to the decisions he makes so that humans in living their lives cannot rely solely on their pure thoughts, while Descartes relies more on human reason in living their lives. With the illustration that: a person will not be said to be a complete human if he does not have reason to live his life. Berthoz (2003) places more emphasis on human cognitive which makes him a respected living being among his community, without his cognitive role humans cannot be said to be perfect humans. With proper cognitive functioning, Then, humans will be able to make decisions well.

Cognitive function, the decision-making taken by each individual in his life is very dependent on his cognitive condition because that cognitive function is what functions in assessing and analyzing a problem, before the problem is understood and gets a solution to solve the problem. Likewise, if someone conducts research activities which is related to science, cognitive function will determine the result because it can be imagined that if a person's cognitive function is not normal. Then the human being can be said to be abnormal or crazy. Trends that exist in decision-making taken by humans individually there are three, namely; a) utility-directed function is conveyed by Bernoulli (1713), concurs with von Neumann and Morgenstern (1944), Hyo Y. K. et al. (2020) that a strong desire within that individual, can give a presentation of the results which will be obtained later, on a decision which he took, Savage (1954) emphasized that man holds a principle of truth that must be upheld in his life, the mind can function mathematically as judgments and pure subjectivity in the existing concept of probability science; b) limited human ratios, which proves that theory cannot always suppress the cognitive function of humans in making decisions in life, as well as in finding ways of human thought related to income in the economic ratio of life that humans are still determined by their cognitive function in making decisions that have risks to their work (Simon, 1959); c) there is a process that must be passed in studying algebra, assessment in algebra is a balance between the average value and the equation, and this is what Berthoz (2003) adopted in the role of assessment to be able to conduct evaluations in an activity that is less profitable in the results of thoughts held by humans.

Judgment of Mind, observations made by Darwin In 1872, when the actions carried out by the humans were embarrassed or did not confirm its truth, causing a frown mark on the forehead as a sign of its main expression, recently there were a number of opinions that wanted to emphasize the assessment of the prediction of the development of the field of human thought. The first opinion was conveyed by Ribot (1930), in the journey of A human mind in the form of an idea if the idea is not fulfilled, not so traceable to the afterlife, while Sartre (1938) in his commentary stated: so that if the mind is good, the person's behavior will be good, and so if the opposite happens, and that is what will have an influence on the surrounding environment, then Schachter (1971) states that the nature of A human mind is related to the realm of cognition which will have an affect on activities physiologically. When developed in the real world in a predictive manner, regarding all the characteristics of the mind possessed by the humans can be a basis for judgment. In conducting experiments related to A human mind which is used as an effective evaluation tool, Scherer (1989) found there are differences between the actions carried out by the humans and their environmental situations, as well as contrary to the cognitive evaluation held. According to him, the limitation of a person in responding quickly to any stimulation that comes from outside himself is his mind, so that it is mind that makes a person able to adjust his needs reflexively and flexibly if needed, for the good of his life. A number of functions of the mind possessed by the humans, including: as an initial cue about the life experience they are living at that time, so, it will also have something to do with the social interaction relationships they live in, in social life with others wherever they are, which will make a person have a lot of images and choices in living the next life because of that previous experience, which can be used as a reference in his life. Opinion circulating among neuroscientist in the hypothesis that thought that exist in a person's instincts play an important role in his decision-making. In a number of

experiments he conducted in the field of biology, it was stated: it is strange if there is no relationship between the thought patterns, and reasonings that a person does in his activities, with the image that if a person's mind functions properly then his reasoning will also function properly, and thus, things will happen otherwise. When compared to a few years ago, he was shocked by the crowbar case in the US which involved a citizen who had severe brain disease due to the incident, a person named Phineas Gage, who cannot make decisions about himself due to the incident and mental disorders he experienced, the wisdom of the incident that allows neuroscientist to understand how the human brain can operate and function normally, the common thread that can be drawn from this review is the existence of a fairly close relationship between mind and reason that someone has, in the course of his life Gage always tries to maintain the function of reason, but still has limitations after the tragedy that befell him. As a comparison, Damasio studied tumor disease in patients who had been removed separately from their meninges. If a patient is able to speak, think, remember with a number of limitations, especially in making choices he does not have the ability, of course it is understandable. During the trial period, it proved that the photo media were of various forms and it seems that what has been shown to the sufferer does not have a significant effect on changing the consciousness in his mind. Basically, Damasio stated that the ability to function reasoning by a person is very much influenced by his state of mind, if his mind is less fit, then consciously or not, it will automatically affect his ability to reason, this opinion proves that: if A human mind or reason is less fit, can cause their actions and behavior to be outside logic or irrational, so that people around them are confused about their actions, so for friends who are still given health, the function of reason and mind in this life, take care and function, it as well as possible, because thought and reason make a person more valuable than animals, if reason and mind are not functioning properly, then it can be said that someone is like or more despicable from animals, may we avoid such things, Besides that, he mentioned that the human brain exerts an effect that can be said to have no limits because of its sophistication, the quality of the brain becomes a barometer of harmonization between a person's influence and the level of intellectually he has. Meanwhile, Bechara et al., (1999) argue that in the process of decision-making taken by a person is strongly influenced by his thoughts, the disruption of one's mind will result in making decisions that are born of him less profitable, both for himself personally and for the benefit of many people. With an overview of the results of the analysis in the field of anatomy that the 10 vital components in the brain are damaged while there are 16 other components that are still guaranteed to be normal, while the parts that can damage the brain in decision-making is part of the locus of thought that is in it. The mind of a person who is still in control when making decisions will be safe with results that are likely to be beneficial to the public even though some do not agree with the arguments presented here, a neurological process that is articulated quite transparently can be an offer in research related to decision-making taken by a person in a controlled state of mind.

Thinking Process, Vincent (1986), Laborit (1994) argues that: in carrying out one's thinking function, a person cannot run properly without being supported by a number of cell functions, the nervous system and anatomy which are incorporated in the brain because the one's brain is the central source of control. Of all the activities carried out by the body, the control center in question includes: a) the central system which is the ventro-median area covered by the corpus colosum which contains parts of the right and left brain with its functions; b) the system of the central nervous system called the diencephalon (the part of the fore brain located between the midbrains and telecephalon), the hypothalamus and thalamus which are located below and in the middle of the human brain, as for the brain stem, cerebellum, midbrain, and the spinal cord is another cell part which supports brain function in thinking.

Decision Mechanism, a person when carrying out his brain function in making a decision related to the needs of his life. More precisely, it is the ventro-median region, in particular, the prefrontal and amygdala that come into play, thus the ventro-median zone located in the prefrontal cortex represents a repository of representations that individuals have about a situation. This is where the data classification is carried out in accordance with individual experiences and scenarios that describe all the possibilities that may result from the decisions that have been taken. There are a number of other brain functions such

as a) signal something that is recorded from outside can be sent directly to the motor system that is in a person's brain which will result in a number of expressions caused by parts of the body such as eyeballs, facial testicles and others, the result of the signal it receives, if the signal is positive, it will have an impact on an exciting expression, and if it is negative it will give rise to an unpleasant expression; b) the nerves in a person's brain can be active or not, as well as the hormones in it, so that the movement of the nerves that can change will affect changes in the brain, and physical condition. In carrying out It's thinking function, a person's brain will always depend on the cognitive function they have. If the cognitive function runs perfectly, then the brain function in carrying out It's thinking when decision-making will run well which usually impacts on the decisions it takes will have more positive impacts on life lived through. Positive information gathered from the surrounding environment provides indicative side effects that when decisions are made, which are called secondary thoughts because they are generated from representations and images which relates to the scenario the number of possible impacts that will result from the decision to be taken. One of the results of their recent study (Béchara et al., 1999) showed worse decision-making in patients with cortical damage. Compared with patients with damage sustained on the inside of the human brain which is commonly called the hypothalamus in neuroscience terms. People with this type of brain disease will often repeat decisions that are bad for themselves and their environment, even if they repeat the experience, because actions that are based on desire alone can no longer be inhibited by the prefrontal cortex (which is part of the basic structure of the brain that is very decisive for the quality of one's behavior), (Berthoz, 2003).

Mind control, over time in the course of human life, many things can affect the course of A human mind, as well as when the mind wants to be used for the benefit of managerial or strategic decision-making, an example that happened several years ago in mainland America, a CIA director. The name Stansfield Turner forbids destroying aircraft belonging to an outside state in the event that the aircraft is suspected of carrying a nuclear-shaped missile, which is thought to have occurred in 1978 and 1980, which after carrying out thorough infestations involving the entire team in the shortest possible time, it turned out that his decision to refrain from destroying the plane was a wonderful decision because the plane was completely safe, only making emergency landing for the safety and security of passengers. And the crew on board, and the one who informed him that the outside plane that had just entered the American air was carrying missiles was wrong. So why did he make such an immediate decision in an emergency and full of risks regarding the safety and security of the lives of many people around the airport ...? If the information stating that the plane was carrying nuclear weapons was true, there would certainly be a lot of lives that would have been lost, this is where it is important for the person in control as a leader to have peace. And the ability to cultivate hearts and minds under any circumstances, so that the decisions they give birth are also correct and save for all. On another occasion, the director of Virgin, Richard Branson, made a decision which is contrary to desire and the decisions of the multitude that were around him at that time. The decisions a person makes are in a state of mind which he could still control would be different with people who make decisions in a less calm or uncontrolled state of mind. Whereas Berthoz (2003) asserts that a person's mind usually operates in his subconscious so that making decisions related to personal and group needs be less conscious because thoughts are fundamental in nature, precisely these decisions are more influenced by cognitive functions that are influenced by stimuli. From the outside. In the planning program based on computer devices in decision-making designed by Grath (2000) regarding decisions in the military field, it is emphasized that: information to the troops in the field in a different style, so that if it is not understood by the troops who are present In the field of practice, of course it will disturb his mind and personality, due to the inaccuracy of the information conveyed to be immediately understood perfectly, because of the limitations of the aforementioned things. Not a few company managers at the level of managers make decisions based on the thoughts that come to them, as do engineers at Chernobyl in making decisions at that time based on his personal interests. Sometimes decisions made by someone based on their anger, decisions made in a state of anger result in decisions that tend to be reckless and arbitrary (Goleman, 1999) without considering other social factors that will result from decisions they make in a state of mind that is less controlled or moderate. Anger, thoughts can

also interfere with decision-making taken by a person, so that the decisions that they produce become less rational and not objective, Lerner et al., (2004). Wouldn't we advise the manager to take the time to determine the best decision and, thus, rationalize it? The purpose of each of these descriptions are to demonstrate that thought interventions in decision-making (Antonie C & Jean-B. V (2019) are not only effective but general for every human, or animal. This is the problem, whatever the context (personal, professional life), status and hierarchical levels of individuals who are faced with the decision-making process. If small differences are found in someone's decision-making, usually, it happens because of a number of other supporting aspects that sometimes arise from within the decision maker, and could be under influence from outside himself. So that for colleagues who serve as leaders in an organization that is related to the affairs of many people, before making a decision, be done calmly in an uncomplicated state of mind, and a stable hearts condition, if necessary, invite a number of important people around the neighborhood where you dwell. To consult, regarding an organizational problem before it is decided, in the hope that a decision agreed upon by a competent crowd in stable conditions, is expected to bring more benefits, than one that does not involve a number of competent people in making decisions relating to public affairs, in daily life.

Decision

Human decision-making, as was known before, depends on thought processes. However, this thought has a primordial character, which is influencing decision making. Since in a context such as an organization, having decisions that are accepted by all stakeholders is so important, the mind-controlled aspect of those decisions can be a valuable tool. In fact, thoughts can be synchronized or imitated and become influential. Synchronization occurs when two individuals express the same behavior or when one person responds to another's behavior change by adopting the same behavior change (Andersen & Guerrero, 1998).

Imitation is one step in the learning and socialization process. One explanation for this process is the influence of thought, although it remains inexplicable by research. Hatfield et al. (1994), Matthew et al. (2020) explained in his understanding that the thought automatically has a tendency that sometimes seems to be accidental, Whether we realize it or not, that will affect one's expression, which sometimes makes someone feel uncomfortable when dealing with other people. The expression of a person like that is often felt by other people who are interlocutors with in formal and informal meetings, in daily life, as well as the thoughts that exist in the brain of each individual sometimes can influence each other, because of closeness. personally or instinctively.

The influence of thoughts is a change in behavior that occurs in a person's mindset (Hatfield et al., 1994). The views among a number of researchers sometimes differ in terms of cognitive thought patterns in understanding a problem in social life, some are related to other theories in reciprocal social interaction. in social life as part of social interaction.

According to this mechanism, 1) individuals tend to be automatic and unconsciously imitate and harmonize their movements with the facial expressions, sounds, postures, muscles, rhythms and behaviors of others; 2) this imitation depends on any reaction from the other. In this order, individuals tend to capture the thoughts of others in order to achieve several goals:a) not to be marginalized; b) identify one another through contemplation; c) try to feel what the other party is feeling in a situation; d) to escape from others.

Starting from the postulate that decision making depends on the mind, part of the mind can be the basis for the explanation for the acceptance of managerial or organizational decisions by all its members. It can act as a means of reconciling decisions and reasons. Everyone has their own personal interests and values, which lead to the development of individual decisions and choices, especially within an

organizational framework, which complicates effective and successful management. In this context, imitation becomes the solution for decision making. According to La Baudonnière (1997), mimicry or imitation is an individual's instinctive adaptive behavior resulting from observations of his environment.

However, imitation is more of a cognitive nature than mimicry or the influence of thought, which comes from a subconscious mechanism, associated with a kind of attraction for a leader but also with an instinctive need for socialization and normalization (Paicheler and Moscovici, 1984). According to La Baudonnière (1997), mimicry is a means, for an individual, selection and adaptation to their environment, in the form of a biological necessity (passive mimicry), but also in the form of behavior (active mimicry).

In this principle, (Loukas et al., 2019) individuals tend to adopt the behavior of the people around them, especially because the burden of the mind (Barsade, 2002) caused by an event is quite strong. The consumer behavior research panel shows that the decision to buy and adopt a new product follows an influence process. Rogers (1983) Quinn A. W. K (2019) assimilates the diffusion concept with this influence process, which speeds up or slows down early buyer enthusiasm or increases or decreases later buyer's purchasing decisions. Regardless of this positive influence process, acquire collective spirit, as Weick put it and Roberts (1993), can cause the crowd effect and mass hysteria described by Le Bon (1896). His theory describes the mental influences among individuals who guide them to experience mental oneness, a unique thought for groups of individuals. Hallucinations collectively sometimes influenced by the mentality of humans, agreeing with Belle Poule is Le Bon on this matter. The state of a ship that has been separated by ocean waves which is quite large during the day is still troublesome to find its corvettes, while another ship has reportedly sunk, while the crew is busy tidying up its raft and ship goods that are still in shambles. As a result, the raft was just a pile of tree branches. It is because of this effect that Hatfield et al. (1994) argued that the power of the mind's influence provides a realistic perception (Natalia V. C. F. Fuerstac, 2017) of expectations being able to influence social situations. However, the social situation does not only preserve society. At a less aggregate level, business is home to many very frequents social interactions. Hence, the influence of thought within the framework of a collective and group decision-making processes certainly has its place and, therefore, proves to be a management tool. Valuable.

As a theoretical investigation, this article seeks to clarify the mechanism of decision-making, by showing how the mind is involved in the decision-making process, the cognitive process. If any (Maffesoli, 1996). However, cognitive does not mean: disconnected from perceived thoughts. Decision-making carried out by the leadership of the organization is usually universal for all its members, so that when making decisions related to organizational affairs, it is best to involve structural elements of the organization for the sake of saving decisions. Later in the day, if something less desirable happens, because with the agreement and knowledge of a number of figures recorded in the management of the organization. Decisions in an organizational context is considered as a normal matter with a rational process because they are basically anchored in the economic domain. But the rationality of managers,' decision-making also depends on the mind, as that of every member of the organization. This is the reason companies should promote calm-minded communication with individuals who have a particular talent for problems (Hatfield et al., 1994), relevant decision-making messages are in line with existing thoughts. Through their minds, individuals imitate one another through the influence of thought, to avoid marginalization. Therefore, messages sent must be convincing (Berthoz, 2003) the majority of the assemblies has overall supported for the decisions outlined. Using this tool may seem simple at first. But their timely use cannot be achieved without an organizational code of conduct, evidence of real belief formation between managers and employees.

Conclusion

This article is the link, demonstrated by research in psychology and neuropsychology, between rational, emotional, and biological, leading to the notion that individuals cannot behave differently in personal life. And at work so that aspect of the mind is important. Moreover, history shows humans how individuals can gather in crowds to challenge or join. These thought-influence mechanisms can prove to be fundamental assets for organizations, which will know how to capitalize on these spontaneous commitments, such as group social cohesion. It is clear that this investigation needs to be deepened and monitored, and that the concept of emotional contagion, and its use as a managerial tool must be tested and experienced. In this case, this article is a prerequisite for ongoing studies, with laboratory experiments, such as experimental economics. Nonetheless, this approach has the nature of trying to complement, research on decision-making, if any, and lead to the study of new concepts, the effects of mind-controlled decision-making. This concept does not aim to deny the rational pole of decisions, but to authorize other poles to pay attention to the sensitive, to the behavior of others, in contemporary society, under understanding of the demands of persistence and timeliness, can no longer accommodate the separation between reason and passion, even though the structure is at a mechanical order.

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