

Shipping: 'Game Change'

Do Shipping People Influence Decisions ?

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How Experts Make decisions?

1. Experts come armed with facts, and they attempt to use logic to sway the other party.
2. They figure that by piling on the data and using reason to explain their side of the situation, they can construct a solution that is simply irrefutable—and get the other party to say yes.

Latest Findings in Neuroscience suggests that :

Decision-making isn't logical, it's emotional

If Neuroscience is right! shipping people do not influence decisions because they believe they can build a case for their side using reason and they are poor negotiators also they don't understand the real factors that are driving the other party to come to a decision.

Is this True or False ?

Certainly, every recent conversation I've had about shipping's future progress has been based on the understanding that politicians and regulators have marked out the pitch, erected the goal posts, appointed the referee, and provided the ball.

Source: IHS - Maritime

Shipping people, the players in this scenario, are expected to stick to the Rules and if they fail to score it's because they don't try hard enough, and not because of the fact that the rules are not the right ones or are not precise and achievable.

Is this what happens when Emotion prevails Logic?

Is this the right way to take decisions in shipping?

And if yes why the near past shows the opposite?

Examples?

Ballast water Management

Ship Recycling

Climate Change

And especially any environmental decision taken in relation to shipping the last 15 Years.