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Games Of Strategy

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Raovat

An accessible guide to the essential
issues of corporate finance While

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you can find numerous books focused on the topic of corporate finance, few offer the type of information managers need to help them make important decisions day in and day out. Value explores the core of corporate finance without

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getting bogged down in numbers and is intended to give managers an accessible guide to both the foundations and applications of corporate finance. Filled with in-depth insights from experts at McKinsey & Company, this reliable

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resource takes a much more qualitative approach to what the authors consider a lost art. Discusses the four foundational principles of corporate finance Effectively applies the theory of value creation to our economy Examines ways to maintain

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and grow value through mergers, acquisitions, and portfolio management Addresses how to ensure your company has the right governance, performance measurement, and internal discussions to encourage value-

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creating decisions A perfect companion to the Fifth Edition of Valuation, this book will put the various issues associated with corporate finance in perspective. Why do some teams thrive, while others struggle? In the modern

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workplace, employees collaborate. Managers are expected to be effective team leaders and employees are expected to be valued teammates. But many teams struggle. Being part of a struggling team can be unpleasant, but it can also hurt

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your career and waste company resources. In *Teams That Work*, Scott Tannenbaum and Eduardo Salas present the seven drivers of team effectiveness and the clearest recommendations on what really makes teams great. Applying the

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lessons they've learned from working with high-stakes, high-risk team situations to any kind of organization, they will dispel some of the most enduring myths (e.g., can you be both a star and a great team player?), feature the most useful

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psychological research, and share real-world illustrations of effective teams in action. Readers will find actionable, evidence-based tips for being an effective team leader, a great team member, a supportive senior leader, or an impactful

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consultant.

Managers are continually called on to make strategic decisions based on how someone else will act, and react, and this is exactly what game theory was invented to analyze. With the publication of John McMillan's

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'Games, Strategies, and Managers,' managers can now unlock the power of this bold way of thinking. The book strips away distracting details and provides insights into what is really going on in every negotiation and strategic decision.

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Game theory has become increasingly popular among undergraduate as well as business school students. This text is the first to provide both a complete theoretical treatment of the subject and a variety of real-world

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applications, primarily in economics, but also in business, political science, and the law. Game theory has become increasingly popular among undergraduate as well as business school students. This text is the first to provide both a complete

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theoretical treatment of the subject and a variety of real-world applications, primarily in economics, but also in business, political science, and the law. Strategies and Games grew out of Prajit Dutta's experience teaching a course in game theory

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over the last six years at Columbia University. The book is divided into three parts: Strategic Form Games and Their Applications, Extensive Form Games and Their Applications, and Asymmetric Information Games and Their

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Applications. The theoretical topics include dominance solutions, Nash equilibrium, backward induction, subgame perfect equilibrium, repeated games, dynamic games, Bayes-Nash equilibrium, mechanism design, auction theory, and signaling.

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An appendix presents a thorough discussion of single-agent decision theory, as well as the optimization and probability theory required for the course. Every chapter that introduces a new theoretical concept opens with examples and ends with a

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case study. Case studies include Global Warming and the Internet, Poison Pills, Treasury Bill Auctions, and Final Jeopardy. Each part of the book also contains several chapter-length applications including Bankruptcy Law, the NASDAQ

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market, OPEC, and the Commons problem. This is also the first text to provide a detailed analysis of dynamic strategic interaction.

Strategic Investment

An Introduction

Corporate Communication

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A Guide to Theory and Practice
Economic Fables
Game Theory in Everyday Life
Thinking Strategically: The
Competitive Edge in Business,
Politics, and Everyday Life
A clear, comprehensive

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introduction to the study of game theory. In the fourth edition, new real-world examples and compelling end-of-chapter exercises engage students with game theory.

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Master strategic thinking and gain competitive advantage. Have you ever wondered how to make better decisions and solve problems with more ease? Learn Game Theory shares

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the well-hidden secrets of great decision-makers. Use Logic and Reason to Manage Uncertainty. Life is full of uncertainty. You don't know what lies ahead. But you can learn to control

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the controllable by using logic and reason. With the help of this book, you'll discover new ways to think about - and solve - problems more efficiently than ever before. Discover

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how strategic games model real-life behavior. You would be surprised how many game theory concepts affect your life. Game theory is a management device that helps rational

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decision-making. Game Theory is a branch of mathematics dedicated to the study of rational, strategic decision-making. You can apply it in many different fields, from

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psychology, economics, and politics to military strategy, business, and even retail pricing! It focuses on conflict and cooperation between intelligent, rational

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players, analyzing how to optimize one's decisions, taking into account others' actions. This book won't just give you theoretical knowledge. It will teach you practical

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life skills! The logical deductions used in game theory can help you learn superior decision-making skills based on strategic analysis. Become Confident in Your Decision-Making

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Skills. Albert Rutherford is an internationally bestselling author and a retired corporate executive. His books draw on various sources, from corporate system building,

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strategic analysis,
scientific research, and
his life experience. He
has been building and
improving systems his
whole adult life and
brings his proven advice

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to you. Predict the future with more accuracy. What's the best way to ask for a raise? How to choose a date spot with your partner avoiding friction? How do top athletes choose their

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best moves? How do companies like Nike or Adidas optimize their sales strategy? Extraordinary decisions will lead to outstanding success. Use

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the principles of game theory to have more confidence in your choices. Learn Game Theory is written in a casual, easy-to-follow way, with an abundance of relevant

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examples. It will help you get shrewd by applying strategic thinking and make better decisions based on logic and analysis. Learn Game Theory and make better

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business decisions,
improve your
relationships, understand
people around you, and get
out of sticky situations
more effectively!
Now available in

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paperback, with an all new Reader's guide, The New York Times and Business Week bestseller Co-opetition revolutionized the game of business. With over 40,000 copies sold

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and now in its 9th printing, Co-opetition is a business strategy that goes beyond the old rules of competition and cooperation to combine the advantages of both. Co-

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opetition is a pioneering,
high profit means of
leveraging business
relationships. Intel,
Nintendo, American
Express, NutraSweet,
American Airlines, and

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dozens of other companies have been using the strategies of co-opetition to change the game of business to their benefit. Formulating strategies based on game theory,

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authors Brandenburger and Nalebuff created a book that's insightful and instructive for managers eager to move their companies into a new mind set.

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This book expounds trade theory emphasizing that a trading equilibrium is general rather than partial, and is often best modelled using dual or envelope functions. This

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yields a compact treatment of standard theory, clarifies some errors and confusions, and produces some new departures. In particular, the book (i) gives unified treatments

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of comparative statics and welfare, (ii) sheds new light on the factor-price equalization issue, (iii) treats the modern specific-factor model in parallel with the usual Heckscher-

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Ohlin one, (iv) analyses the balance of payments in general equilibrium with flexible and fixed prices, (v) studies imperfect competition and intra-industry trade.

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A Graphic Guide

Strategy: An Introduction
to Game Theory (Third
Edition)

Introducing Game Theory
Game Theory for Business
The Strategy Book ePub

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eBook

A Primer in Strategic
Gaming

Prisoner's Dilemma

**James Friedman provides a
thorough survey of oligopoly
theory using numerical**

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examples and careful verbal explanations to make the ideas clear and accessible. While the earlier ideas of Cournot, Hotelling, and Chamberlin are presented, the larger part of the book is devoted to the modern work

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on oligopoly that has resulted from the application of dynamic techniques and game theory to this area of economics. The book begins with static oligopoly theory. Cournot's model and its more recent elaborations are

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covered in the first substantive chapter. Then the Chamberlinian analysis of product differentiation, spatial competition, and characteristics space is set out. The subsequent chapters on modern work deal with

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**reaction functions,
advertising, oligopoly with
capital, entry, and oligopoly
using noncooperative game
theory. A large bibliography is
provided.**

**Praised by Entertainment
Weekly as “the man who put**

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the fizz into physics,” Dr. Len Fisher turns his attention to the science of cooperation in his lively and thought-provoking book. Fisher shows how the modern science of game theory has helped biologists to understand the

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evolution of cooperation in nature, and investigates how we might apply those lessons to our own society. In a series of experiments that take him from the polite confines of an English dinner party to crowded supermarkets,

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congested Indian roads, and the wilds of outback Australia, not to mention baseball strategies and the intricacies of quantum mechanics, Fisher sheds light on the problem of global cooperation. The outcomes are sometimes

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**hilarious, sometimes
alarming, but always
revealing. A witty romp
through a serious science,
Rock, Paper, Scissors will
both teach and delight anyone
interested in what it what it
takes to get people to work**

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together.

**Comprehensive, clear, and
approachable, with clever real-
world examples that motivate
students**

**Games of Strategy Fourth
International Student
Edition W. W. Norton &**

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Company
Fourth International Student
Edition
Strategies for Making Ethical
Decisions in Business and Life
Alternative Modes of
Governance
Right Game

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Value

How to Use Game Theory to Outsmart Your Competition Rock, Paper, Scissors

Corporate finance and
corporate strategy have
long been seen as

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different sides of the same coin. Though both focus on the same broad problem, investment decision-making, the gap between the two sides--and between theory and

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practice--remains
embarrassingly large. This
book synthesizes cutting-
edge developments in
corporate finance and
related fields--in
particular, real options

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and game theory--to help bridge this gap. In clear, straightforward exposition and through numerous examples and applications from various industries, Han Smit and Lenos

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Trigeorgis set forth an extended valuation framework for competitive strategies. The book follows a problem-solving approach that synthesizes ideas from game theory,

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real options, and strategy. Thinking in terms of options-games can help managers address questions such as: When is it best to invest early to preempt competitive entry,

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and when to wait? Should a firm compete in R&D or adopt an accommodating stance? How does one value growth options or infrastructure investments? The authors

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provide a wide range of valuation examples, such as acquisition strategies, R&D investment in high-tech sectors, joint research ventures, product introductions in consumer

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electronics,
infrastructure, and oil
exploration investment.
Representing a major step
beyond standard real
options or strategy
analysis, and extending

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the power of real options
and strategic thinking in
a rigorous fashion,
Strategic Investment will
be an indispensable guide
and resource for corporate
managers, MBA students,

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and academics alike.

"I had the good fortune to grow up in a wonderful area of Jerusalem, surrounded by a diverse range of people: Rabbi Meizel, the communist Sala

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Marcel, my widowed Aunt Hannah, and the intellectual Yaacovson. As far as I'm concerned, the opinion of such people is just as authoritative for making social and economic

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decisions as the opinion of an expert using a model." Part memoir, part crash-course in economic theory, this deeply engaging book by one of the world's foremost

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economists looks at economic ideas through a personal lens. Together with an introduction to some of the central concepts in modern economic thought, Ariel

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Rubinstein offers some powerful and entertaining reflections on his childhood, family and career. In doing so, he challenges many of the central tenets of game

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theory, and sheds light on the role economics can play in society at large. Economic Fables is as thought-provoking for seasoned economists as it is enlightening for

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newcomers to the field. Business executives, managers, and negotiators regularly interact in ways that resemble a game of chess. Yet while game theory is the leading tool

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in academia for analyzing such interdependent choices, its use in the business world has been limited by its perceived lack of practicality. Until now, that is. "Game

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Theory for Business: A Primer in Strategic Gaming" outlines a straightforward, practical approach for using game theory. The book demonstrates how Strategic

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Gaming has, can, and should be applied to help savvy strategists and negotiators shape and play the game of business effectively.

Uses game theory to create

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a set of basic strategic
principles for sports,
politics, business, and
personal life

Options and Games

A Dual, General

Equilibrium Approach

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Use Game Theory to Shape
Strategy

The Seven Drivers of Team
Effectiveness

John von Neumann, Game
Theory, and the Puzzle of
the Bomb

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A Game Theorist's Guide to
Success in Business & Life
Investment under
Uncertainty

Business managers make decisions in
an interactive strategic environment
that resembles games. ' Out-Think '

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makes game theoretic concepts usable for strategic decision-makers and functional managers. The book exposes the reader to game theory concepts using examples not only from the domain of business, but also from the fields of professional sports, parlour games like chess, poker etc.,

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and military practices.

The authors of Thinking Strategically demonstrate how to apply the principles in game theory to achieve greater personal and professional successes, drawing on a diverse array of case studies to explain how to develop a win-oriented way of seeing

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the world.

The perfect balance of readability and formalism. Joel Watson has refined his successful text to make it even more student-friendly. A number of sections have been added, and numerous chapters have been substantially revised. Dozens of new

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exercises have been added, along with solutions to selected exercises.

Chapters are short and focused, with just the right amount of mathematical content and end-of-chapter exercises. New passages walk students through tricky topics.

Analyzes the nature of international

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disagreements and conflict resolution in terms of game theory and non-zero-sum games.

The Making of Economic Policy

Oligopoly Theory

Competitive Strategy

Game Theory for the Social Sciences

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The Strategy of Conflict
ART OF STRATEGY.

Uses psychological and philosophical frameworks to teach readers how to make strategic, principled decisions as they lead with

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values.

The Making of Economic Policy begins by observing that most countries' trade policies are so blatantly contrary to all the prescriptions of the

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economist that there is no way to understand this discrepancy except by delving into the politics. The same is true for many other dimensions of economic policy. Avinash

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Dixit looks for an improved understanding of the politics of economic policy-making from a transaction cost perspective. Such costs of planning, implementing, and monitoring an

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exchange have proved critical to explaining many phenomena in industrial organization. Dixit discusses the variety of similar transaction costs encountered in the political

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process of making economic policy and how these costs affect the operation of different institutions and policies. Dixit organizes a burgeoning body of

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research in political economy in this framework. He uses U.S. fiscal policy and the General Agreement on Tariffs and Trade (GATT) as two examples that illustrate the framework,

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and show how policy often deviates from the economist's ideal of efficiency. The approach reveals, however, that some seemingly inefficient practices are quite

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***creditable attempts to cope
with transaction costs such
as opportunism and
asymmetric information.
Copublished with the
Center for Economic
Studies and the Ifo***

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Institute

When should you adopt an aggressive business strategy? How do we make decisions when we don't have all the information? What makes international

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environmental cooperation possible? Game theory is the study of how we make a decision when the outcome of our moves depends on the decisions of someone else. Economists Ivan and

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Tuvana Pastine explain why, in these situations, we sometimes cooperate, sometimes clash, and sometimes act in a way that seems completely random. Stylishly brought to life by

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***award-winning cartoonist
Tom Humberstone, Game
Theory will help readers
understand behaviour in
everything from our social
lives to business, global
politics to evolutionary***

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***biology. It provides a
thrilling new perspective on
the world we live in.
Game Theory and the Law
promises to be the
definitive guide to the field.
It provides a highly***

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***sophisticated yet
exceptionally clear
explanation of game theory,
with a host of applications
to legal issues. The authors
have not only synthesized
the existing scholarship,***

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***but also created the
foundation for the next
generation of research in
law and economics."***

***Lawlessness and Economics
Jane Austen, Game Theorist
Theory of International***

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Trade

Co-Opetition

***A Primer to Strategic
Thinking and Advanced
Decision-Making.***

***With a New Preface by the
Author***

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***A Transaction-Cost Politics
Perspective***

This advanced text introduces the principles of noncooperative game theory in a direct and uncomplicated style that will acquaint students with the broad spectrum of the field while

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highlighting and explaining what they need to know at any given point. This advanced text introduces the principles of noncooperative game theory—including strategic form games, Nash equilibria, subgame perfection, repeated games, and

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games of incomplete information—in a direct and uncomplicated style that will acquaint students with the broad spectrum of the field while highlighting and explaining what they need to know at any given point. The analytic material is accompanied by

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many applications, examples, and exercises. The theory of noncooperative games studies the behavior of agents in any situation where each agent's optimal choice may depend on a forecast of the opponents' choices. "Noncooperative"

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refers to choices that are based on the participant's perceived selfinterest.

Although game theory has been applied to many fields, Fudenberg and Tirole focus on the kinds of game theory that have been most useful in the study of economic problems. They

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also include some applications to political science. The fourteen chapters are grouped in parts that cover static games of complete information, dynamic games of complete information, static games of incomplete information, dynamic

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games of incomplete information, and advanced topics.

This book aims to widen the understanding of stochastic dynamic choice and equilibrium models. It offers a simplified and heuristic exposition of the theory of Brownian

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motion and its control or regulation, rendering such methods more accessible to economists who do not require a detailed, mathematical treatment of the subject. The main mathematical ideas are presented in a context which with which economists

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will be familiar. Using a binomial approach to Brownian motion, the mathematics is reduced to simple algebra, progressing to some equally simple limits. The starting point of the calculus of Brownian motion - 'Ito's Lemma' - emerges by analogy with the

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economics of risk-aversion.

Conditions for the optimal regulation of Brownian motion, including the important, but often mysterious, 'smooth pasting' condition, are derived in a similar way. Each theoretical derivation is illustrated by

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developing a significant economic application, drawn mainly from recent research in macroeconomics and international economics.

Game theory—the study of how people make choices while interacting with others—is one of the most popular

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technical approaches in social science today. But as Michael Chwe reveals in his insightful new book, Jane Austen explored game theory's core ideas in her six novels roughly two hundred years ago—over a century before its mathematical development during the

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Cold War. Jane Austen, Game Theorist shows how this beloved writer theorized choice and preferences, prized strategic thinking, and analyzed why superiors are often strategically clueless about inferiors. Exploring a diverse range of literature

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and folktales, this book illustrates the wide relevance of game theory and how, fundamentally, we are all strategic thinkers.

The Third Edition of this market-leading text has been updated and expanded with contemporary case

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material and more detailed coverage of the main topics and trends in corporate communication. New to the Third Edition: - New chapters on strategic planning and campaign management, research and measurement and CSR and

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community relations - Greatly expanded coverage of key areas: internal communication, leadership and change Communication, issues management, crisis communication and corporate branding - Other topics to receive new coverage include:

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public affairs, social media, internal branding and issues of globalization. - New and up-to-date international case studies, including new full-length case studies and vignettes included throughout the chapters. - Further reading and new questions-for-

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reflection will provide the reader with a means to challenge and further their understanding of each of the topics in the book. - Online teaching material for lecturers and students including: instructors manual, PowerPoint slides and new international case studies of

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varied length, SAGE Online journal readings, videos, online glossary and web links Praise for the Second Edition: "This is a must-have reference book for Chief Executives, Finance Directors, Corporate Communicators and Non-executive

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Directors in this "involve me" era of stakeholder engagement and corporate communications. How I wish I had had this book on my desk as a Chief Reputation Officer!" - Mary Jo Jacobi, Former Chief Reputation Officer of HSBC

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Holdings, Lehman Brothers and Royal Dutch Shell 'This is a comprehensive and scholarly analysis of corporate communications. It will offer students and practitioners alike a considerable aid to study and understanding which will stand the

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*test of time in a fast changing
business' - Ian Wright, Corporate
Relations Director, Diageo*
Real Options and Games
Games of Strategy
The Art of Smooth Pasting
Games, Strategies, and Managers

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*How to Think and Act Strategically to
Deliver Outstanding Results
Game Theory and the Law
Out-think!*

The definitive introduction to game theory This comprehensive textbook introduces readers to the

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principal ideas and applications of game theory, in a style that combines rigor with accessibility. Steven Tadelis begins with a concise description of rational decision making, and goes on to discuss strategic and extensive

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form games with complete information, Bayesian games, and extensive form games with imperfect information. He covers a host of topics, including multistage and repeated games, bargaining theory, auctions, rent-seeking

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games, mechanism design, signaling games, reputation building, and information transmission games. Unlike other books on game theory, this one begins with the idea of rationality and explores its implications for

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multiperson decision problems through concepts like dominated strategies and rationalizability. Only then does it present the subject of Nash equilibrium and its derivatives. Game Theory is the ideal textbook for advanced

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undergraduate and beginning graduate students. Throughout, concepts and methods are explained using real-world examples backed by precise analytic material. The book features many important applications to

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economics and political science, as well as numerous exercises that focus on how to formalize informal situations and then analyze them. Introduces the core ideas and applications of game theory Covers static and dynamic games, with

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complete and incomplete
information Features a variety of
examples, applications, and
exercises Topics include repeated
games, bargaining, auctions,
signaling, reputation, and
information transmission Ideal for

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advanced undergraduate and
beginning graduate students

Complete solutions available to
teachers and selected solutions
available to students

Comprehensive in coverage this
textbook, written by academics

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from leading institutions, discusses current developments and debates in modern health economics from an international perspective.

Economic models are presented in detail, complemented by real-life explanations and analysis, and

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discussions of the influence of such theories on policymaking. Offering sound pedagogy and economic rigor, Health Economics focuses on building intuition alongside appropriate mathematical formality, translating technical language into

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accessible economic narrative. Rather than shying away from intellectual building blocks, students are introduced to technical and theoretical foundations and encouraged to apply these to inform empirical studies and wider

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policymaking. Health Economics provides: - A broad scope, featuring comparative health policy and empirical examples from around the world to help students relate the principles of health economics to everyday life - Coverage of topical

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issues such as the obesity epidemic, economic epidemiology, socioeconomic health disparities, and behavioural economics - A rich learning resource, complete with hundreds of exercises to help solidify and extend understanding.

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This book is designed for advanced undergraduate courses in health economics and policy but may also interest postgraduate students in economics, medicine and health policy.

Should you watch public television

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without pledging?...Exceed the posted speed limit?...Hop a subway turnstile without paying? These questions illustrate the so-called "prisoner's dilemma", a social puzzle that we all face every day. Though the answers may seem

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simple, their profound implications make the prisoner's dilemma one of the great unifying concepts of science. Watching players bluff in a poker game inspired John von Neumann—father of the modern computer and one of the sharpest

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minds of the century—to construct game theory, a mathematical study of conflict and deception. Game theory was readily embraced at the RAND Corporation, the archetypical think tank charged with formulating military strategy for the atomic age,

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and in 1950 two RAND scientists made a momentous discovery. Called the "prisoner's dilemma," it is a disturbing and mind-bending game where two or more people may betray the common good for individual gain. Introduced shortly

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after the Soviet Union acquired the atomic bomb, the prisoner's dilemma quickly became a popular allegory of the nuclear arms race. Intellectuals such as von Neumann and Bertrand Russell joined military and political leaders in rallying to

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the "preventive war" movement, which advocated a nuclear first strike against the Soviet Union. Though the Truman administration rejected preventive war the United States entered into an arms race with the Soviets and game theory

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developed into a controversial tool of public policy—alternately accused of justifying arms races and touted as the only hope of preventing them. A masterful work of science writing, Prisoner's Dilemma weaves together a

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biography of the brilliant and tragic von Neumann, a history of pivotal phases of the cold war, and an investigation of game theory's far-reaching influence on public policy today. Most important, Prisoner's Dilemma is the incisive story of a

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revolutionary idea that has been hailed as a landmark of twentieth-century thought.

How should firms decide whether and when to invest in new capital equipment, additions to their workforce, or the development of

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new products? Why have traditional economic models of investment failed to explain the behavior of investment spending in the United States and other countries? In this book, Avinash Dixit and Robert Pindyck provide the first detailed

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exposition of a new theoretical approach to the capital investment decisions of firms, stressing the irreversibility of most investment decisions, and the ongoing uncertainty of the economic environment in which these

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decisions are made. In so doing, they answer important questions about investment decisions and the behavior of investment spending. This new approach to investment recognizes the option value of waiting for better (but never

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complete) information. It exploits an analogy with the theory of options in financial markets, which permits a much richer dynamic framework than was possible with the traditional theory of investment. The authors present the new theory in a

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clear and systematic way, and consolidate, synthesize, and extend the various strands of research that have come out of the theory. Their book shows the importance of the theory for understanding investment behavior of firms;

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develops the implications of this theory for industry dynamics and for government policy concerning investment; and shows how the theory can be applied to specific industries and to a wide variety of business problems.

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Updated Edition
The Four Cornerstones of
Corporate Finance
Signal Processing First
Teams That Work
Theory and Practice
Learn Game Theory

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Leading With Values

How can property rights be protected and contracts be enforced in countries where the rule of law is ineffective or absent? How can firms from advanced market

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economies do business in such circumstances? In Lawlessness and Economics, Avinash Dixit examines the theory of private institutions that transcend or supplement weak economic

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***governance from the state.
In much of the world and
through much of history,
private mechanisms--such as
long-term relationships,
arbitration, social networks
to disseminate information***

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and norms to impose sanctions, and for-profit enforcement services--have grown up in place of formal, state-governed institutions. Even in countries with strong legal systems, many

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***of these mechanisms
continue under the shadow
of the law. Numerous case
studies and empirical
investigations have
demonstrated the variety,
importance, and merits, and***

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drawbacks of such institutions. This book builds on these studies and constructs a toolkit of theoretical models to analyze them. The models shed new conceptual light

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on the different modes of governance, and deepen our understanding of the interaction of the alternative institutions with each other and with the government's law. For example, one model

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explains the limit on the size of social networks and illuminates problems in the transition to more formal legal systems as economies grow beyond this limit. Other models explain why

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for-profit enforcement is inefficient. The models also help us understand why state law dovetails with some non-state institutions and collides with others. This can help less-developed

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countries and transition economies devise better processes for the introduction or reform of their formal legal systems. Thinking strategically is what separates managers

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and leaders. Learn the fundamentals about how to create winning strategy and lead your team to deliver it. From understanding what strategy can do for you, through to creating a

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strategy and engaging others with strategy, this book offers practical guidance and expert tips. It is peppered with punchy, memorable examples from real leaders winning (and

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losing) with real world strategies. It can be read as a whole or you can dip into the easy-to-read, bite-size sections as and when you need to deal with a particular issue. The

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structure has been specially designed to make sections quick and easy to use - you'll find yourself referring back to them again and again.

A new paradigm for balancing flexibility and

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***commitment in management
strategy through the
amalgamation of real
options and game theory.
Corporate managers who
face both strategic
uncertainty and market***

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***uncertainty confront a
classic trade-off between
commitment and flexibility.
They can stake a claim by
making a large capital
investment today,
influencing their rivals'***

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behavior, or they can take a “wait and see” approach to avoid adverse market consequences tomorrow. In Competitive Strategy, Benoît Chevalier-Roignant and Lenos Trigeorgis describe an

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emerging paradigm that can quantify and balance commitment and flexibility, “option games,” by which the decision-making approaches of real options and game theory can be

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combined. The authors first discuss prerequisite concepts and tools from basic game theory, industrial organization, and real options analysis, and then present the new approach in

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discrete time and later in continuous time. Their presentation of continuous-time option games is the first systematic coverage of the topic and fills a significant gap in the

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***existing literature.
Competitive Strategy
provides a rigorous yet
pragmatic and intuitive
approach to strategy
formulation. It synthesizes
research in the areas of***

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strategy, economics, and finance in a way that is accessible to readers not necessarily expert in the various fields involved. The second edition of Herve Moulin's highly successful

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***book outlines the
fundamental concepts of
game theory—one of the
most provocative and fruitful
applications of mathematics
to the human sciences—and
demonstrates its uses in***

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economic and political discourse. Thoroughly revised, and now published with an accompanying workbook of 89 exercises, this rigorous yet accessible test explains the uses of

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game theory in largely nontechnical terms. Moulin carefully discusses the behavioral scenarios underlying the various equilibrium concepts. He provides a self-contained

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***exposition of basic
equilibrium concepts for
strategic games: perfect
(sophisticated) equilibrium,
Nash's noncooperative
example, Aumann's strong
and correlated example, and***

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***several versions of the core.
The author is concerned less
with mathematical
refinements than with
helping the reader
understand the strategic
stories backing these***

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concepts. His examples therefore give a fair account of the current game models used in economics, politics, and sociology. Addressed here are oligopoly theory, the provision of public

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goods, auctions, voting procedures, and cost allocation problems, as well as the classic prisoner's dilemma, tic-tac-toe, and Marienbad games. Extremely popular in its original

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***French edition and in its
first English version,
Moulin's excellent
introductory text is now,
more than ever, the book to
answer the essential
questions about the***

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***application of game theory
to the social sciences.***

Health Economics

The Art of Strategy

A Game Theorist's Guide to

Success in Business and Life

Strategies and Games

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Game Theory