The Art Of Strategy: A Game Theorist's Guide To Success In Business And Life

“A model of popular economics.”
—Tim Harford, Financial Times

A Game Theorist’s Guide to Success in Business and Life

The Art of Strategy

Avinash K. Dixit
Barry J. Nalebuff

authors of the best-selling Thinking Strategically

DOWNLOAD EBOOK
Synopsis

I am hard pressed to think of another book that can match the combination of practical insights and reading enjoyment. - Steven Levitt

Game theory means rigorous strategic thinking. It’s the art of anticipating your opponent’s next moves, knowing full well that your rival is trying to do the same thing to you. Though parts of game theory involve simple common sense, much is counterintuitive, and it can only be mastered by developing a new way of seeing the world. Using a diverse array of rich case studies—from pop culture, TV, movies, sports, politics, and history—the authors show how nearly every business and personal interaction has a game-theory component to it. Mastering game theory will make you more successful in business and life, and this lively book is the key to that mastery.

Book Information

Paperback: 512 pages
Publisher: W. W. Norton & Company; 59521st edition (January 4, 2010)
Language: English
ISBN-10: 0393337170
Product Dimensions: 5.5 x 1.3 x 8.3 inches
Shipping Weight: 13.4 ounces (View shipping rates and policies)
Average Customer Review: 4.4 out of 5 stars — See all reviews (55 customer reviews)
Best Sellers Rank: #15,031 in Books (See Top 100 in Books) #1 in Books > Science & Math > Evolution > Game Theory #57 in Books > Business & Money > Processes & Infrastructure > Strategic Planning #68 in Books > Business & Money > Management & Leadership > Systems & Planning

Customer Reviews

This is simply one of the best books I had read on either game theory or strategy. It’s so well written and organized in layman terms with so many great stories/examples that all who care to read only 50+ pages will learn much from it. In short, highly recommended (at least for those who had not read the authors’ previous work before per warning of other reviewers)! p.s. Below please find some of my favorite passages for your reference.

What makes something a game: you have to take into account the objectives and strategies of the other players. When guessing a number picked at random, the number isn’t trying to hide. You can take the engineer’s mindset and divide the interval in two and do the best possible. But if you are playing a game, then you have to consider how the
other player will be acting and how those decisions will influence your strategy. Sailboat racing offers the chance to observe an interesting reversal of a "follow the leader" strategy. The leading sailboat usually copies the strategy of the trailing boat. When the follower racks, so does the leader. The imitates the follower even when the follower is clearly pursuing a poor strategy. Why? Because in sailboat racing close doesn't count: only winning matters. If you have the lead. The surest way to stay ahead is to play monkey see, monkey do. Stock market analysts and economic forecasters are not immune to this copycat strategy. The leader forecasters have an incentive to follow the pack and produce predictions similar to everyone else's. This way people are unlikely to change their perception of these forecasters' abilities. On the other hand, new comers take the risky strategies; they tend to predict boom or doom.

Download to continue reading...

The Art of Strategy: A Game Theorist’s Guide to Success in Business and Life

Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1)

Money: Saving Money: Success: Get More Money & Success In Your Life Now!: 3 in 1 Box Set: Money Making Strategies, Saving Money Strategies & World’s Best ... Tips for Personal Finance & Life Success)

Photography Business Box Set: Master the Art of Wedding Photography and Start Your Own Business (business photography, business photography, starting photography business)

BUSINESS PLAN: Business Plan Writing Guide, Learn The Secrets Of Writing A Profitable, Sustainable And Successful Business Plan! -business plan template, business plan guide -

Strategy Game Programming with DirectX 9 (Wordware Game and Graphics Library)

Victory: Applying the Proven Principles of Military Strategy to Achieve Greater Success in Your Business and Personal Life

Real-Time Strategy Game Programming Using MS DIRECTX 6.0 (Wordware Game Developer’s Library)

Game Feel: A Game Designer’s Guide to Virtual Sensation (Morgan Kaufmann Game Design Books)

One Hour Trading: Make Money With a Simple Strategy, One Hour Daily (Simple Setups Forex Price Action Stock Forex Trading Strategy) (Finance Business & Money Investing Decision Making)

Thinkers 50 Strategy: The Art and Science of Strategy Creation and Execution

Cross-Platform Game Programming (Game Development) (Charles River Media Game Development)

Dressing & Cooking Wild Game: From Field to Table: Big Game, Small Game, Upland Birds & Waterfowl (The Complete Hunter)

Video Game Addiction: The Cure to The Game Addiction (Addiction Recovery, Addictions, Video Game Addiction, Online Gaming Addiction)

Drawing Basics and Video Game Art: Classic to Cutting-Edge Art Techniques for Winning Video Game Design

Manhattan Prep GRE Set of 8 Strategy Guides, 3rd Edition (Instructional


(Management & Marketing Book 16) Reengineering Business for Success in the Internet Age : Business-to-Business E-commerce Strategies

Dmca