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Nota di contenuto	Cover; Half-title; Title; Copyright; Contents; Preface; 1 Introduction; 2 Games of skill; 3 Games of chance; 4 Sequential decision making and cooperative games of strategy; 5 Two-person zero-sum games of strategy; 6 Two-person mixed-motive games of strategy; 7 Repeated games; 8 Multi-person games, coalitions and power; 9 A critique of game theory; A Proof of the minimax theorem; B Proof of Bayes's theorem; Bibliography; Index
Sommario/riassunto	Game theory is a key element in most decision-making processes involving two or more people or organisations. Originally published in 2003, this book explains how game theory can predict the outcome of complex decision-making processes, and how it can help you to improve your own negotiation and decision-making skills. It is grounded in well-established theory, yet the wide-ranging international examples used to illustrate its application offer a fresh approach to an

essential weapon in the armoury of the informed manager. The book is accessibly written, explaining in simple terms the underlying mathematics behind games of skill, before moving on to more sophisticated topics such as zero-sum games, mixed-motive games, and multi-person games, coalitions and power. Clear examples and helpful diagrams are used throughout, and the mathematics is kept to a minimum. It is written for managers, students and decision makers in any field.

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