

1. Record Nr.	UNINA9910827160703321
Autore	Sarkar Sumit (Economist)
Titolo	Out-think! : how to use game theory to outsmart your competition // Sumit Sarkar
Pubbl/distr/stampa	New Delhi, India : , : Sage, , 2016 ©2016
ISBN	93-5150-562-6 93-5150-564-2
Descrizione fisica	1 online resource (235 p.)
Disciplina	658.4/033
Soggetti	Game theory Decision making Strategic planning
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover ; Contents; List of Case Studies; Preface; Acknowledgements; 1. What Managers Can Learn from Game Theory?; 2. Business and Chess: Looking Forward, Reasoning Backward; 3. Prisoner's Dilemma; 4. Coordination and Anti-coordination Games; 5. Strategic Moves: Threats, Promises and Commitment; 6. Trust, Credibility and Collusion in Repeated Games; 7. Business Poker: Playing Games with Limited Information; 8. Smart Negotiations; Epilogue; Bibliography; Index; About the Author
Sommario/riassunto	Outsmart your competition and win virtually every business battle!