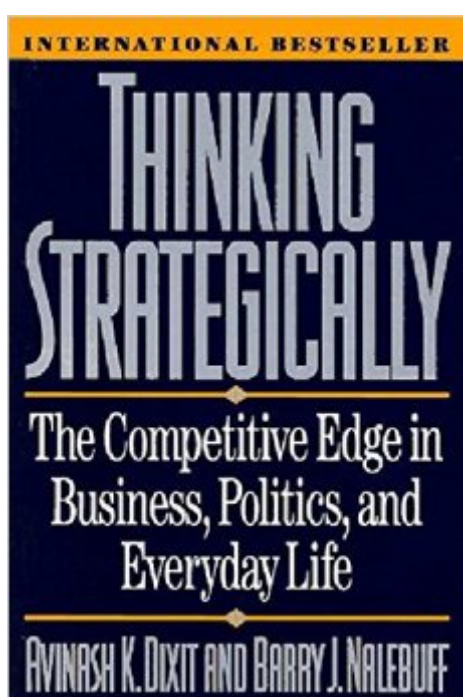


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# Thinking Strategically: The Competitive Edge In Business, Politics, And Everyday Life (Norton Paperback)



## Synopsis

The international bestseller •don't compete without it! A major bestseller in Japan, Financial Times Top Ten book of the year, Book-of-the-Month Club bestseller, and required reading at the best business schools, *Thinking Strategically* is a crash course in outmaneuvering any rival. This entertaining guide builds on scores of case studies taken from business, sports, the movies, politics, and gambling. It outlines the basics of good strategy making and then shows how you can apply them in any area of your life.

## Book Information

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## Customer Reviews

Most books on game theory either focus on specialized applications (cardplaying, business, nuclear war) or bore with mathematics and jargon. Free of formulas and argot, this refreshing exception distills the principles, concepts, tools and techniques--brinkmanship, bargaining, unconditional moves, vicious circles, etc.--with an astonishing diversity of illustrative examples drawn from political campaigns, baseball, neighborhood dynamics of segregation, the military draft, speed limits, childrearing and so forth. In helping strategists anticipate rivals' responses and win the game, economics professors Dixit and Nalebuff (who teach game theory at Princeton and Yale, respectively) provide managers, negotiators, athletes, parents and other game-players with a formidable weapon. Drawings. BOMC, Fortune Book Club and QPB selections. Copyright 1990 Reed Business Information, Inc. --This text refers to an out of print or unavailable edition of this title.

A fascinating new book that can be read with real pleasure.... The problem is, of course, that if Dixit and Nalebuff can improve your strategic IQ, they can improve your competitor's as well and the Japanese rights were sold months ago. --David Warsh

Machiavelli is brought up-to-date in this book by Dixit and Nalebuff. They make strategic tools humorous, human, and effective. --Elizabeth Bailey, former dean, Graduate School of Industrial Administration, Carnegie Mellon University

I confess that I have never thought of monetary policy or government as a game, but Professors Dixit and Nalebuff succeed brilliantly in clarifying questions we all face in decision-making, elevated or mundane. --Paul A. Volcker

Thinking Strategically gives you the vital components for good and effective negotiating. --Bob Woolf, author of Friendly Persuasion

To be literate in the modern age, you need to have a general understanding of game theory. Dixit and Nalebuff provide the skeleton key. You'll benefit from Thinking Strategically and enjoy the book. --Paul Samuelson

A fascinating new book that can be read with real pleasure.... The problem is, of course, that if Dixit and Nalebuff can improve your strategic IQ, they can improve your competitor's as well. --David Warsh

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A gem of a book. It makes some important insights on the frontiers of economics and game theory easily accessible, tremendously enjoyable, and practically useful. --Burton G. Malkiel, author of A Random Walk Down Wall Street

"Dixit and Nalebuff set out sure-fire rules for thinking about strategy. --David Henderson"

"Machiavelli is brought up-to-date in this book by Dixit and Nalebuff. They make strategic tools humorous, human, and effective. --Elizabeth Bailey, former dean, Graduate School of Industrial Administration, Carnegie Mellon University"

"I confess that I have never thought of monetary policy or government as a game, but Professors Dixit and Nalebuff succeed brilliantly in clarifying questions we all face in decision-making, elevated or mundane. --Paul A. Volcker"

So I recently moved from Banking industry into consulting. I keep hearing strategy this, Strategy consulting and it just confused me as to how is it different from plan. So I went online and looked this book up, an man is it interesting. It is a good book. So let me make few key points here:- It is fun to read from page one (This is important to note as I am not a reader, i am a watcher, i love to watch movies)- It is laid out well, I was infact so impressed that i started making notes as a I read it, and i suggest to get most out of this book make notes.- Will this help you think strategically, umm I am not so sure, however, it will help you analyze what you read in the newspapers on a daily basis.

Be it Budget talks in the white house and how one side is pushing the other over, how they strategize, you can actually guess and understand more than what you read at the surface in the news papers. And trust me it is a cool nerdy feeling. So in a way it helps you look into how people respond and build your best response. So over time it will help train you to become a strong strategist, but don't expect to be running Bain and company by the end of this book.- Finally Price - you cant beat it, so much knowledge for so little, its like the arm chair economist, you should buy that too, if you like fun reads like this.

This book was recommended to me by my manager as one of his favorite business/leadership books. Thinking Strategically is a book that talks about the different decision requiring situations that involve multiple parties within a variety of settings - politics, corporate etc and the underlying game theory fundamentals. Namely some situations are where the parties involved act simultaneously and ones where they move in a sequential manner. For each backward reasoning is used to determine the different strategies and outcomes for each of the parties. The authors not only present the strategies, but also the reasoning on how one arrives to them and their superiority in different settings and more importantly their weakness in some of the scenarios. Not all problems, after all, have an equilibrium solution. While there are a number of other books that discuss the topic of thinking and making decisions, this book set itself apart by the plethora of applied examples. My only criticism is that there is quite a bit of overlap amongst other sections. While that serves the reader who is reading one section at a time well, if you are reading the book cover to cover, you will find some repetition. I will conclude with one of my top learnings from this book is and I quote: "...it suggests that in the case of making offers, "Tis better to give than to receive." This was in reference to tactics on bargaining.

I thought that strategy would have more substantial science behind it. Dixit introduces gaming theory and numerous interesting examples of how strategies were executed, but it is not easy to find the fundamental principles of strategy that one can apply everywhere. After reading the book I do not feel much more enlightened and enabled with strategy development and execution... except for the chapter on brinkmanship. That one was enlightening.

I liked the book. The authors examples and explanations helped out a lot on Game Theory and how it is used in some cases. I was able to follow along and keep up on most of it. I like math just as much as the next person, but the examples in the book were simplified enough for almost anyone to

follow along. I would recommend this book for anyone that would like a different point of view when negotiating life's challenges, rather than be in personal life, business, or for fun.

I am still in the process of reading the book, so I will keep it short.-It is easy to understand-Examples are clear and engagingSome examples actually require you to have knowledge of knowledge of US Government structure and Financial Markets. I am not American and never actually needed to know about the government structure, therefore I had to look it up. The information is easy to obtain however.Kindle version is easy to read and graphs are no way distorted like some of the other books are.

So far so great, I get more from it by reading it slower than I normally would read a business book. Great information.

Most of what you read in here is common sense if you've had any undergrad business. After completing my MBA I constantly look for ways to think more strategically so I purchased this book. It's pretty typical writing for a business book, that is fairly dry but right to the point. The author does try to spice it up a bit and make it interesting so I'll definitely give him credit for that. All in all this is a solid book about strategy. It would very likely be a 4 to 5 if you're just getting into management and do not yet have an advanced business degree.

A very enjoyable introduction to game theory with a lot of real life examples and case discussions. Maybe one of the best books I have ever read.

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