STRATEGIC GAME THEORY FOR MANAGERS

Contents of Subject Package:

Week 1

- 1. R. CHISHOLM and M. LINDGREN, Beautiful game theory, Australian Financial Review, 19 June 2006.
- 2. I. WYLIE, Mars wins the shipping game, FastCompany, No. 69, April 2003, p. 38.
- 3. S. SINGH, The greatest game theorist of all, New Statesman, 25th March, 2002.
- 4. K. BASU, The Traveller's Dilemma. Scientific American, May 2007.

Weeks 2-3

- 5. C. OSTER, Can the risk of terrorism be calculated by insurers? Game theory might do it. *Wall Street Journal Online*, 8 April 2002.
- 6. S. BEGLEY, A beautiful science: getting the math right can thwart terrorism, *Wall Street Journal*, May 16, 2003.
- 7. The Economist, Preying on theory, The lemon dilemma, Secrets and the prize, War games, 10 July 1999, 13 Oct. 2001, 12 Oct. 1996, 13 Oct. 2005.
- 8. L. GARICANO, Game theory: how to make it pay, *Financial Times: Mastering Strategy*, London: FT, 2000, pp. 32–39.
- 9. H.G. COURTNEY, Games managers should play, *The McKinsey Quarterly*, 2000, No. 3 Strategy, pp. 91–96.
- 10. R. ROTHSCHILD, Ten simple lessons in strategy from the games firms play, *Management Decision*, **33**(9): 24–29, 1995.
- 11. T.C. SCHELLING, Hockey helmets, daylight saving, and other binary choices, in *Micromotives and Macrobehavior*, NY: Norton, 1978.
- 12. B. O'NEILL, International escalation and the dollar auction, *Journal of Conflict Resolution*, **30**(1): 33–50, 1986.
- 13. J. GUTHRIE, The dismal scientists studying dismal television, *Financial Times*, 19 April 2007.

Weeks 4-5

- 14. *The Economist*, Apocalpse maybe, An insurer's worst nightmare, and Getting the goat, March 30, 1996, p.86; July 29, 1995, p.66; and Feb. 20, 1999.
- 15. TREEAGE SOFTWARE, Decision analysis primer, Chapter 2 of DATA 3.5 User's Manual, Williamstown, Mass.: TreeAge Software, Inc., 1999.
- 16. THE AYRES, Seeing Significance: Is the 95% Probability Range Easier To Perceive? *Chance*, 10(1), 2007.
- 17. R.T. CLEMEN, Structuring decisions, Chapter 3 of his Making Hard Decisions: An Introduction to Decision Analysis, Belmont, Calif.: PWS-Kent Publishing, 1990.
- 18. R. CLEMEN, Sensitivity analysis, Chapter 5 in his Making Hard Decisions: An Introduction to Decision Analysis, 2nd. edition, South-Western College Pub., 1996.
- 19. P. McNAMEE and J. CELONA, Influence diagram theory. Decisions under uncertainty, Chapter 3 of their *Decision Analysis with Supertree*, S.F.: Scientific Press, 1990.
- 20. D.C. SKINNER, A thirty-minute guide to better decisions, Chapter 13 of his Introduction to Decision Analysis: A Practitioner's Guide to Improving Decision Quality, Gainesville: Probabilistic Press, 2nd. ed., 1999.
- 21. J.S. HAMMOND, R.L. KEENEY, and H. RAIFFA Hidden traps in decision making, *Harvard Business Rev.*, Sept.–Oct., 1998.
- 22. D. & J. MATHESON The six dimensions of decision quality, Chapter 3 of their *The Smart Organization*, Boston: Harvard Business School Press, 1998.

Week 6

23. T. HARTFORD, World Cup Game Theory, Slate, June, 2006.

Week 7

- 24. H.-W. SINN, "Lemon" banking and the subprime crisis, Project Syndicate, April, 2008.
- 25. T. HARTFORD, Bailouts Are Inevitable, Even Desirable, Slate, October, 2008.
- 26. J. SUROWIECKI, Hazardous Materials? The New Yorker, February 2009.
- 27. J. GANS et al., Gifts as signals, Principles of Economics, Thomson, 2004.
- 28. *The Economist*, Reverse snobbery Signal failure? The economics of understatement, May 3, 2003, p.65.

Weeks 8-9

- 29. L. BARBER, Cinema rivalry, Australian, July 11–12, 1998, Rev. p.20.
- 30. A. FELS and F. BRENCHLEY, Wholesale change a way to sharpen grocery rivalries, *The Age*, August 9, 2008.
- 31. D. BESANKO, DRANOVE D., SHANLEY M., and SCHAEFER S., The Dynamics of Pricing Rivalry, Ch. 8 of *Economics of Strategy*, 3rd ed., NY: Wiley, 2003.
- 32. A.R. RAO, M.E. BERGEN, and S. DAVIS, How to fight a price war, *Harvard Business Review*, March–April 2000.
- 33. J.K. MURNIGHAN, Game's End, Chapter 15 in his: Bargaining Games: A New Approach to Strategic Thinking in Negotiations, NY: William Morrow, 1992.

Week 10

- 34. The Economist, Auction fever, It's only a game, Learning to play the game, What am I bid? Bidding adieu, Intelligent design, 3 Dec. 1994, 15 June 1996, 17 May 1997, 6 May 2000, 27 June 2002, 20 October 2007.
- 35. M. ABRAMS, The mathematics of ... auctions: going once, going twice, *Discovery*, **23** (8), August, 2002.
- 36. Scientific American, Making honesty pay, Jan. 1997, p.13.
- 37. S.E. LANDSBURG, Cursed winners and glum losers, Ch. 18 of his: *The Armchair Economist: Economics and Everyday Life*, N.Y.: The Free Press, 1993.
- 38. E. KLARREICH, The bidding game, Beyond Discovery: The Path from Research to Human Benefit, U.S. National Academy of Science, March 2003.
- 39. O.E. WILLIAMSON, Strategizing, economizing, and economic organization, Strategic Management Journal, 12(Special Issue): 75–94, 1991.

Week 11

- 40. R. KOSELKA, Businessman's dilemma, and Evolutionary economics: nice guys don't finish last, *Forbes*, Oct. 11, 1993.
- 41. A.M. BRANDENBURGER and B.J. NALEBUFF, The right game: using Game Theory to shape strategy, *Harvard Business Review*, July–Aug., 1995, pp. 57–71.