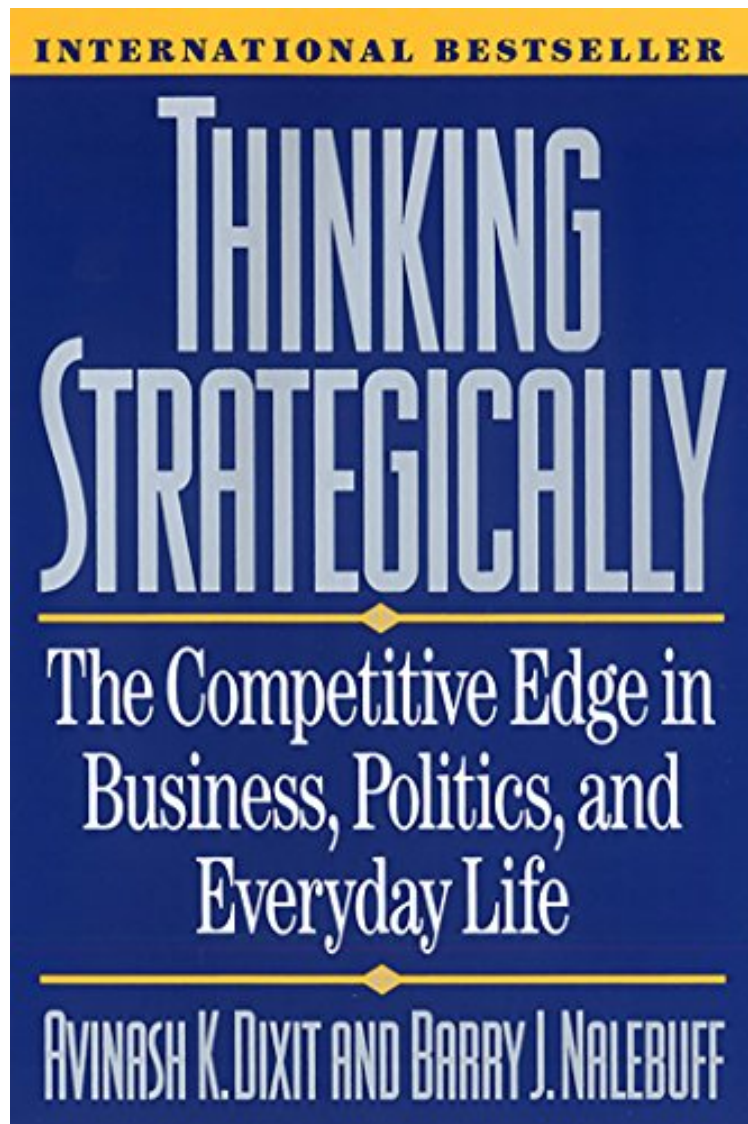


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Thinking Strategically: The Competitive Edge in Business, Politics, and Everyday Life (Norton Paperback)

Avinash K. Dixit, Barry J. Nalebuff
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9 of 9 people found the following review helpful. Fun Read - Good BookBy SomeGuyGalSo 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.2 of 2 people found the following review helpful. Game Theory at It's Best!By O. HalabiehThis 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.1 of 1 people found the following review helpful. more art than scienceBy Carl KirsteinI 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.

The international bestsellermdash;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.

From Publishers WeeklyMost 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. 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 wellmdash;and the Japanese rights were sold months ago.About the AuthorAvinash Dixit is Emeritus John J.F. Sherrerd University Professor of Economics at Princeton University, where he offered his popular freshman course in game theory. He is among the world's leading economists, having made fundamental contributions in several major fields as well as in game theory. He is the author of many books, including Dixit/Nalebuff: Thinking Strategically (Norton, 1991), Dixit/Pindyck: Investment Under Uncertainty (Princeton University Press, 1994), and Dixit/Nalebuff: The Art of Strategy (Norton, 2009).Barry J. Nalebuff is the Milton Steinbach Professor at the Yale School of Management. Nalebuff applies game theory to business strategy and is the co-founder of one of America's fastest-growing companies, Honest Tea.