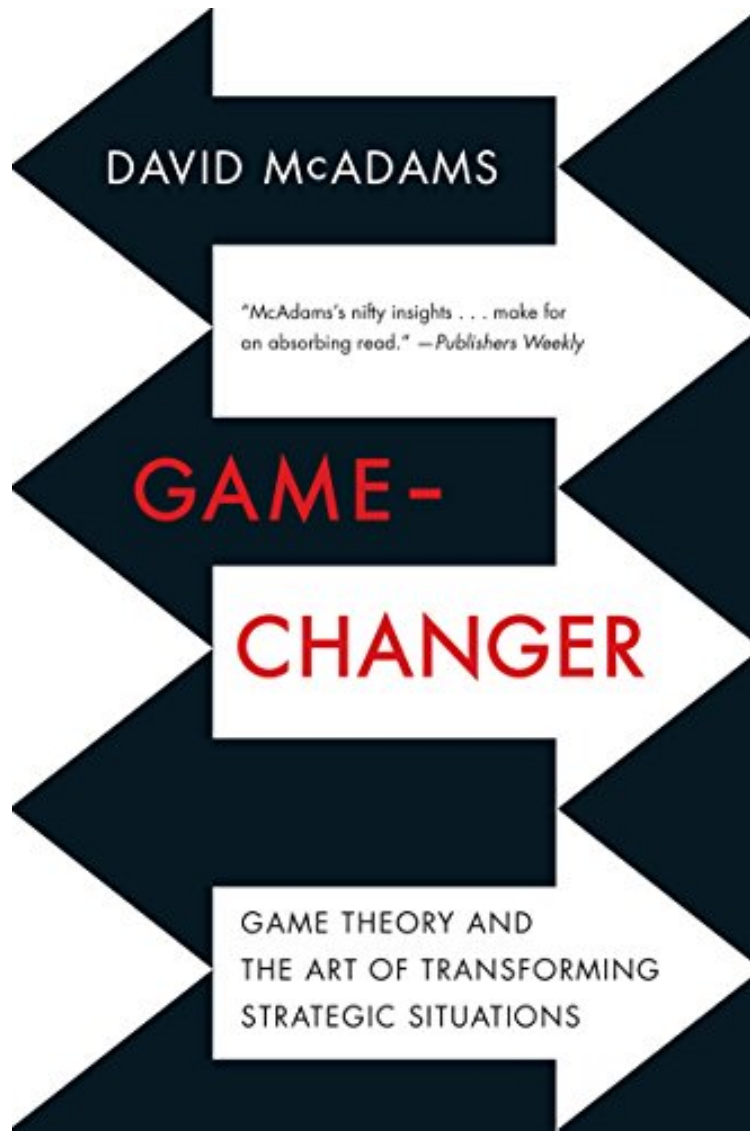


(Read free) Game-Changer: Game Theory and the Art of Transforming Strategic Situations

Game-Changer: Game Theory and the Art of Transforming Strategic Situations

David McAdams

audiobook / *ebooks / Download PDF / ePub / DOC



[Download](#)

[Read Online](#)

#592831 in eBooks 2014-01-27 2014-01-20 File Name: B00DX5X984 | File size: 73.Mb

David McAdams : Game-Changer: Game Theory and the Art of Transforming Strategic Situations before purchasing it in order to gage whether or not it would be worth my time, and all praised Game-Changer: Game Theory and the Art of Transforming Strategic Situations:

0 of 0 people found the following review helpful. An Interesting Book, Needed More Practical StepsBy Matthew Morine"The wise win before they fight, while the ignorant fight to win." It always amazes me the level of political maneuvering that takes place in congregations and the church. Sometimes people will do certain actions for political

gain instead of pure motives. Sometimes people create situations that cause all parties to lose because people cannot learn to get a long. In my desire to read widely, and to learn widely, as I believe wisdom comes from a variety of sources, I wanted to read this book, it is mostly about business relationships, but the idea of game theory, though often hidden, or unexpressed takes place within our congregations. The book has interesting chapters on motivation, like the time Cortez sunk his ship before a battle. There was no going back, so you better win the war. The book is built around the idea of the prisoners dilemma. It is the case about confessing, lying, or selling out the other person. It deals with the Nash equilibrium. The book will open your eyes to some of the games that people play knowingly or unknowingly. There is advice in dealing with the various times that these games are played. There is strategy using the "Tit for Tat" method, and the book will talk about the American mafia. After the book is deal, you might not understand everything, and sometimes the book had so many stories that you get confused in the details. It is interesting, but not a book that is written to provide lasting change. Sometimes it will not really deal with the church world, but it will make you wiser in the area of political games in church work. 9 of 10 people found the following review helpful. An easier read than I expected. By Phil-osopher I enjoyed this book immensely. I will admit that I know a little about game theory, but I have yet to apply it. With my prior knowledge of game theory not taken into consideration, I felt this book was a easy to understand. However the book focuses only on the most common game in game theory, the prisoners dilemma. This appears to be the most common game that people play. The book offers a detailed look into the inner workings of the PD, so no prior game theory knowledge is really even necessary. 0 of 0 people found the following review helpful. Five Stars By Paulo Franca Great book.

A radically new, and easily learned, way to outstrategize your rivals. "The wise win before they fight, while the ignorant fight to win." So wrote Zhuge Liang, the great Chinese military strategist. He was referring to battlefield tactics, but the same can be said about any strategic situation. Even seemingly certain defeat can be turned into victory—whether in battle, business, or life—by those with the strategic vision to recognize how to "change the game" to their own advantage. The aim of David McAdams's *Game-Changer* is nothing less than to empower you with this wisdom—not just to win in every strategic situation (or "game") you face but to change those games and the ecosystems in which they reside to transform your life and our lives together for the better. *Game-Changer* develops six basic ways to change games—commitment, regulation, cartelization, retaliation, trust, and relationships—enlivened by countless colorful characters and unforgettable examples from the worlds of business, medicine, finance, military history, crime, sports, and more. The book then digs into several real-world strategic challenges, such as how to keep prices low on the Internet, how to restore the public's lost trust in for-charity telemarketers, and even how to save mankind from looming and seemingly unstoppable drug-resistant disease. In each case, McAdams uses the game-theory approach developed in the book to identify the strategic crux of the problem and then leverages that "game-awareness" to brainstorm ways to change the game to solve or at least mitigate the underlying problem. So get ready for a fascinating journey. You'll emerge a deeper strategic thinker, poised to change and win all the games you play. In doing so, you can also make the world a better place. "Just one *Game-Changer* [is] enough to seed and transform an entire organization into a more productive, happier, and altogether better place," McAdams writes. Just imagine what we can do together.

From Booklist As a game-theory business consultant, McAdams sees the game in everything, from the Cold War to the aisles of your supermarket. In a classic mind experiment called the prisoners' dilemma, he describes the options and four possible outcomes of the confessions of two separated prisoners using a so-called payoff matrix. Each player has a dominant strategy to confess that will maximize his or her own payoff of reduced jail time regardless of the other's move, yet if they both confess, this advantage is nullified. This dilemma is used throughout the book to illustrate game tactics involved in football, battles of war, the ban on cigarette advertising, competitive pricing strategies, antibiotics resistance, fund-raising, and even the secrecy of the Mafia. McAdams shows how forces such as regulation, trust, and relationships allow marketers to break free of the prisoners' dilemmas to provide products and services at competitive yet profitable prices. This is an eye-opening treatise on how game theory can help you solve problems not only in the business world but in everyday life as well. --David Siegfried David McAdams's *Game-Changer* is a rare book: a nontechnical first introduction to game theory that also offers a fresh perspective, on how the best strategy for playing a game can often be to change the rules. I can see that I'll have lots of opportunities to recommend it. --Alvin E. Roth, winner of the 2012 Nobel Prize in Economics Intriguing.... An absorbing read. Intriguing . An absorbing read. Real-life lessons presented in a readily accessible way for the benefit of non-business readers. "David McAdams's *Game-Changer* is a rare book: a nontechnical first introduction to game theory that also offers a fresh perspective, on how the best strategy for playing a game can often be to change the rules. I can see that I'll have lots of opportunities to recommend it. --Alvin E. Roth, winner of the 2012 Nobel Prize in Economics" Ideally, business strategy books provide both general insights applicable to a broad set of competitive situations and illustrations of the theory that demonstrate the richness of the insight and the practical formulation of

strategy. Game-Changer is chock-full of both insight and applications. --R. Preston McAfee, author of Competitive Solutions: A Strategist's Toolkit "Intriguing . An absorbing read. "About the Author David McAdams is a professor at the Duke University Fuqua School of Business. He is a leading scholar, popular teacher, and game-theory business consultant. He lives with his wife and children in Durham, North Carolina.