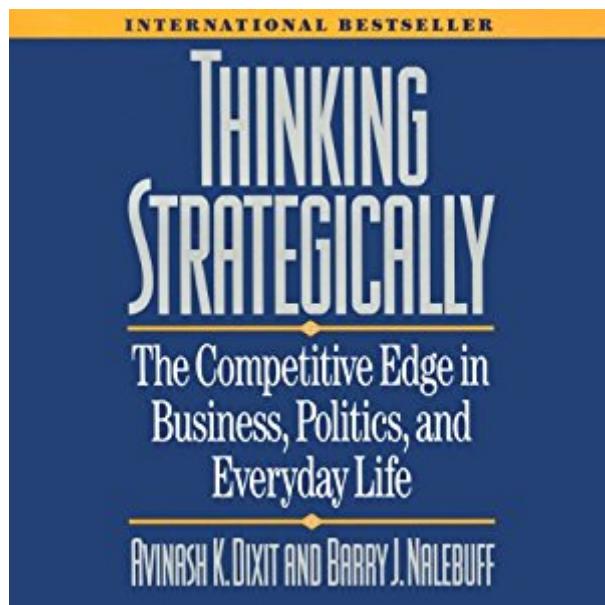


The book was found

# Thinking Strategically: The Competitive Edge In Business, Politics, And Everyday Life



## Synopsis

The international best seller - don't compete without it! A major best seller in Japan, Financial Times top-ten book of the year, Book-of-the-Month Club best seller, 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

Audible Audio Edition

Listening Length: 10 hours and 24 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Audible Studios

Audible.com Release Date: May 7, 2013

Whispersync for Voice: Ready

Language: English

ASIN: B00COF2AL6

Best Sellers Rank: #52 in Books > Audible Audiobooks > Business & Investing > Economics #102 in Books > Business & Money > Economics > Theory #227 in Books > Business & Money > Processes & Infrastructure > Strategic Planning

## Customer Reviews

CONTENTS: Professors Avinash Dixit and Barry Nalebuff begin the book with explanation of sequential-move games governed by the principle 'look ahead and reason back'. Then simultaneous-move games are introduced by means of prisoners' dilemma, the situation when by playing their dominant strategies (thus theoretically maximizing their payoff) both sides get the outcome that is jointly worse than if they followed the strategies of minimizing their payoff. The paradox lies in interdependency of sides' outcomes. To resolve the problem the competitors have to cooperate i.e. follow their less desired strategies. Temptation to break rules unilaterally is very strong, to make it worse you cannot control your opponent's move in the game. The rule 'look ahead and reason back' does not work either. But one can manage this. To tackle the problem strategists transform simultaneous-move games into sequential-move games. That is where the notion of strategic move comes into play. Strategic move is an action designed to alter beliefs and

actions of others in a direction favorable to yourself. Strategic move will purposely limit your freedom but in return it will limit your opponent's freedom. Threats and promises are examples of strategic moves that are widely used. Another example of strategic move explained in the book, brinkmanship, consists in creating and maintaining risk of mutually bad outcome. Unlike the compelling threat, brinkmanship does not secure bad outcome, it does not even tell when it may occur. It is left to your opponent to guess at any point in the game if you are on the brink of disaster. By defying yourself an opportunity to influence the situation and making your opponent understand that he is the only capable to resolve the conflict you induce him to compromise.

[Download to continue reading...](#)

Thinking Strategically: The Competitive Edge in Business, Politics, and Everyday Life (Norton Paperback) Thinking Strategically: The Competitive Edge in Business, Politics, and Everyday Life Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1) HSA Owner's Manual - Second Edition: What Every Accountholder, Employer, and Benefits Consultant Needs to Know about Health Savings Accounts---and How to Use Them Strategically Design of Business: Why Design Thinking is the Next Competitive Advantage The Design of Business: Why Design Thinking is the Next Competitive Advantage The Performance Paleo Cookbook: Recipes for Training Harder, Getting Stronger and Gaining the Competitive Edge Ballet Secrets for Skaters: How to Hone Your Artistic Competitive Edge Renaissance: Everyday Life (Everyday Life (Good Year Books)) Galaxy S7: The Ultimate User Guide - Learn How To Master Galaxy S7 And Galaxy S7 Edge, Plus Advanced Tips And Secrets! (S7 Edge, Android, Smartphone) Photography Business Box Set: Master the Art of Wedding Photography and Start Your Own Business (business photography, business photography, starting photography business) BUSINESS PLAN: Business Plan Writing Guide, Learn The Secrets Of Writing A Profitable, Sustainable And Successful Business Plan ! -business plan template, business plan guide - Nightmare's Edge (Echoes from the Edge) The Edge of the Light (The Edge of Nowhere) Atlas of Percutaneous Edge-to-Edge Mitral Valve Repair Law of Attraction Directly from Source: Leading Edge Thought, Leading Edge Music The Everyday Life Bible: The Power of God's Word for Everyday Living The Cornell School of Hotel Administration on Hospitality: Cutting Edge Thinking and Practice The Subversion of Politics: European Autonomous Social Movements and the Decolonization of Everyday Life Breakthrough Thinking: A Guide to Creative Thinking and Idea Generation

[Dmca](#)