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GAME THEORY

AN INTRODUCTION

Princeton University Press **The definitive introduction to game theory This comprehensive textbook introduces readers to the principal ideas and applications of game theory, in a style that combines rigor with accessibility. Steven Tadelis begins with a concise description of rational decision making, and goes on to discuss strategic and extensive form games with complete information, Bayesian games, and extensive form games with imperfect information. He covers a host of topics, including multistage and repeated games, bargaining theory, auctions, rent-seeking games, mechanism design, signaling games, reputation building, and information transmission games. Unlike other books on game theory, this one begins with the idea of rationality and explores its implications for multiperson decision problems through concepts like dominated strategies and rationalizability. Only then does it present the subject of Nash equilibrium and its derivatives. Game Theory is the ideal textbook for advanced undergraduate and beginning graduate students. Throughout, concepts and methods are explained using real-world examples backed by precise analytic material. The book features many important applications to economics and political science, as well as numerous exercises that focus on how to formalize informal situations and then analyze them.**

Introduces the core ideas and applications of game theory Covers static and dynamic games, with complete and incomplete information Features a variety of examples, applications, and exercises Topics include repeated games, bargaining, auctions, signaling, reputation, and information transmission Ideal for advanced undergraduate and beginning graduate students Complete solutions available to teachers and selected solutions available to students

GAME THEORY

AN INTRODUCTION

Princeton University Press **This comprehensive textbook introduces readers to the principal ideas and applications of game theory, in a style that combines rigor with accessibility. Steven Tadelis begins with a concise description of rational decision making, and goes on to discuss strategic and extensive form games with complete information, Bayesian games, and extensive form games with imperfect information. He covers a host of topics, including multistage and repeated games, bargaining theory, auctions, rent-seeking games, mechanism design, signaling games, reputation building, and information transmission games. Unlike other books on game theory, this one begins with the idea of rationality and explores its implications for multiperson decision problems through concepts like dominated strategies and rationalizability. Only then does it present the subject of Nash equilibrium and its derivatives. Game Theory is the ideal textbook for advanced undergraduate and beginning graduate students. Throughout, concepts and methods are explained using real-world examples backed by precise analytic material. The book features many important applications to economics and political science, as well as numerous exercises that focus on how to formalize informal situations and then analyze them. Introduces the core ideas and applications of game theory Covers static and dynamic games, with complete and incomplete information Features a variety of examples, applications, and exercises Topics include repeated games, bargaining, auctions, signaling, reputation, and information transmission Ideal for advanced undergraduate and beginning graduate students Complete solutions available to teachers and selected solutions available to students**

SOLUTIONS MANUAL TO ACCOMPANY GAME THEORY

AN INTRODUCTION

John Wiley & Sons **This book provides detailed solutions and explanations to the problems presented in Game Theory: An Introduction, Second Edition. It is a trusted guide and an excellent resource for professors of mathematics and economics and researchers in economics, finance, engineering, operations research, statistics, and computer science.**

GAME THEORY FOR APPLIED ECONOMISTS

Princeton University Press **This book introduces one of the most powerful tools of modern economics to a wide audience: those who will later construct or consume game-theoretic models. Robert Gibbons addresses scholars in applied fields within economics who want a serious and thorough discussion of game theory but who may have found other works overly abstract. Gibbons emphasizes the economic applications of the theory at least as much as the pure theory itself; formal arguments about abstract games play a minor role. The applications illustrate the process of model building--of translating an informal description of a multi-person decision situation into a formal game-theoretic problem to be analyzed. Also, the variety of applications shows that similar issues arise in different areas of economics, and that the same game-theoretic tools can be applied in each setting. In order to emphasize the broad potential scope of the theory, conventional applications from industrial organization have been largely replaced by applications from labor, macro, and other applied fields in economics. The book covers four classes of games, and four corresponding notions of equilibrium: static games of complete information and Nash equilibrium, dynamic games of complete information and subgame-perfect Nash equilibrium, static games of incomplete information and Bayesian Nash equilibrium, and dynamic games of incomplete information and perfect Bayesian equilibrium.**

ESSENTIALS OF GAME THEORY

A CONCISE MULTIDISCIPLINARY INTRODUCTION

Morgan & Claypool Publishers **Game theory is the mathematical study of interaction among independent, self-interested agents. The audience for game theory has grown dramatically in recent years, and now spans disciplines as diverse as political science, biology, psychology, economics, linguistics, sociology, and computer science, among others. What has been missing is a relatively short introduction to the field covering the common basis that anyone with a professional interest in game theory is likely to require. Such a text would minimize notation, ruthlessly focus on essentials, and yet not sacrifice rigor. This Synthesis Lecture aims to fill this gap by providing a concise and accessible introduction to the field. It covers the main classes of games, their representations, and the main concepts used to analyze them.**

GAME THEORY

DECISIONS, INTERACTION AND EVOLUTION

Springer Science & Business Media **The outstanding feature of this book is that it provides a unified account of three types of decision problem. It covers the basic ideas of decision theory, classical game theory, and evolutionary**

game theory in one volume. No background knowledge of economics or biology is required as examples have been carefully selected for their accessibility. Detailed solutions to the numerous exercises are provided at the back of the book, making it ideal for self-study. This introduction to game theory is intended as a first course for undergraduate students of mathematics, but it will also interest advanced students or researchers in biology and economics.

BEHAVIORAL GAME THEORY

EXPERIMENTS IN STRATEGIC INTERACTION

Princeton University Press **Game theory, the formalized study of strategy, began in the 1940s by asking how emotionless geniuses should play games, but ignored until recently how average people with emotions and limited foresight actually play games. This book marks the first substantial and authoritative effort to close this gap. Colin Camerer, one of the field's leading figures, uses psychological principles and hundreds of experiments to develop mathematical theories of reciprocity, limited strategizing, and learning, which help predict what real people and companies do in strategic situations. Unifying a wealth of information from ongoing studies in strategic behavior, he takes the experimental science of behavioral economics a major step forward. He does so in lucid, friendly prose. Behavioral game theory has three ingredients that come clearly into focus in this book: mathematical theories of how moral obligation and vengeance affect the way people bargain and trust each other; a theory of how limits in the brain constrain the number of steps of "I think he thinks . . ." reasoning people naturally do; and a theory of how people learn from experience to make better strategic decisions. Strategic interactions that can be explained by behavioral game theory include bargaining, games of bluffing as in sports and poker, strikes, how conventions help coordinate a joint activity, price competition and patent races, and building up reputations for trustworthiness or ruthlessness in business or life. While there are many books on standard game theory that address the way ideally rational actors operate, Behavioral Game Theory stands alone in blending experimental evidence and psychology in a mathematical theory of normal strategic behavior. It is must reading for anyone who seeks a more complete understanding of strategic thinking, from professional economists to scholars and students of economics, management studies, psychology, political science, anthropology, and biology.**

STRATEGY: AN INTRODUCTION TO GAME THEORY (THIRD EDITION)

W. W. Norton **The perfect balance of readability and formalism. Joel Watson has refined his successful text to make it even more student-friendly. A number of sections have been added, and numerous chapters have been substantially revised. Dozens of new exercises have been added, along**

with solutions to selected exercises. Chapters are short and focused, with just the right amount of mathematical content and end-of-chapter exercises. New passages walk students through tricky topics.

PUTTING AUCTION THEORY TO WORK

Cambridge University Press **This book provides a comprehensive introduction to modern auction theory and its important new applications. It is written by a leading economic theorist whose suggestions guided the creation of the new spectrum auction designs. Aimed at graduate students and professionals in economics, the book gives the most up-to-date treatments of both traditional theories of 'optimal auctions' and newer theories of multi-unit auctions and package auctions, and shows by example how these theories are used. The analysis explores the limitations of prominent older designs, such as the Vickrey auction design, and evaluates the practical responses to those limitations. It explores the tension between the traditional theory of auctions with a fixed set of bidders, in which the seller seeks to squeeze as much revenue as possible from the fixed set, and the theory of auctions with endogenous entry, in which bidder profits must be respected to encourage participation.**

FORMAL MODELS OF DOMESTIC POLITICS

Cambridge University Press **Formal Models of Domestic Politics offers a unified and accessible approach to canonical and important new models of politics. Intended for political science and economics students who have already taken a course in game theory, this new edition retains the widely appreciated pedagogic approach of the first edition. Coverage has been expanded to include a new chapter on nondemocracy; new material on valance and issue ownership, dynamic veto and legislative bargaining, delegation to leaders by imperfectly informed politicians, and voter competence; and numerous additional exercises. Political economists, comparativists, and Americanists will all find models in the text central to their research interests. This leading graduate textbook assumes no mathematical knowledge beyond basic calculus, with an emphasis placed on clarity of presentation. Political scientists will appreciate the simplification of economic environments to focus on the political logic of models; economists will discover many important models published outside of their discipline; and both instructors and students will value the classroom-tested exercises. This is a vital update to a classic text.**

A COURSE IN MICROECONOMIC THEORY

Princeton University Press **David M. Kreps has developed a text in microeconomics that is both challenging and "user-friendly." The work is designed for the first-year graduate microeconomic theory course and is accessible to advanced undergraduates as well. Placing unusual emphasis on modern noncooperative game theory, it provides the student and**

instructor with a unified treatment of modern microeconomic theory--one that stresses the behavior of the individual actor (consumer or firm) in various institutional settings. The author has taken special pains to explore the fundamental assumptions of the theories and techniques studied, pointing out both strengths and weaknesses. The book begins with an exposition of the standard models of choice and the market, with extra attention paid to choice under uncertainty and dynamic choice. General and partial equilibrium approaches are blended, so that the student sees these approaches as points along a continuum. The work then turns to more modern developments. Readers are introduced to noncooperative game theory and shown how to model games and determine solution concepts. Models with incomplete information, the folk theorem and reputation, and bilateral bargaining are covered in depth. Information economics is explored next. A closing discussion concerns firms as organizations and gives readers a taste of transaction-cost economics.

GAME THEORY

Cambridge University Press **Now in its second edition, this popular textbook on game theory is unrivalled in the breadth of its coverage, the thoroughness of technical explanations and the number of worked examples included. Covering non-cooperative and cooperative games, this introduction to game theory includes advanced chapters on auctions, games with incomplete information, games with vector payoffs, stable matchings and the bargaining set. This edition contains new material on stochastic games, rationalizability, and the continuity of the set of equilibrium points with respect to the data of the game. The material is presented clearly and every concept is illustrated with concrete examples from a range of disciplines. With numerous exercises, and the addition of a solution manual with this edition, the book is an extensive guide to game theory for undergraduate through graduate courses in economics, mathematics, computer science, engineering and life sciences, and will also serve as useful reference for researchers.**

PROBABILITY THROUGH PROBLEMS

Springer Science & Business Media **This book of problems is designed to challenge students learning probability. Each chapter is divided into three parts: Problems, Hints, and Solutions. All Problems sections include expository material, making the book self-contained. Definitions and statements of important results are interlaced with relevant problems. The only prerequisite is basic algebra and calculus.**

MATHEMATICAL STATISTICS FOR ECONOMICS AND BUSINESS

Springer Science & Business Media **Mathematical Statistics for Economics and Business, Second Edition, provides a comprehensive introduction to the principles of mathematical statistics which underpin statistical analyses in**

the fields of economics, business, and econometrics. The selection of topics in this textbook is designed to provide students with a conceptual foundation that will facilitate a substantial understanding of statistical applications in these subjects. This new edition has been updated throughout and now also includes a downloadable Student Answer Manual containing detailed solutions to half of the over 300 end-of-chapter problems. After introducing the concepts of probability, random variables, and probability density functions, the author develops the key concepts of mathematical statistics, most notably: expectation, sampling, asymptotics, and the main families of distributions. The latter half of the book is then devoted to the theories of estimation and hypothesis testing with associated examples and problems that indicate their wide applicability in economics and business. Features of the new edition include: a reorganization of topic flow and presentation to facilitate reading and understanding; inclusion of additional topics of relevance to statistics and econometric applications; a more streamlined and simple-to-understand notation for multiple integration and multiple summation over general sets or vector arguments; updated examples; new end-of-chapter problems; a solution manual for students; a comprehensive answer manual for instructors; and a theorem and definition map. This book has evolved from numerous graduate courses in mathematical statistics and econometrics taught by the author, and will be ideal for students beginning graduate study as well as for advanced undergraduates.

BARGAINING THEORY WITH APPLICATIONS

Cambridge University Press **Graduate textbook presenting abstract models of bargaining in a unified framework with detailed applications involving economic, political and social situations.**

STRATEGY AND GAME THEORY

PRACTICE EXERCISES WITH ANSWERS

Springer **This textbook presents worked-out exercises on game theory with detailed step-by-step explanations. While most textbooks on game theory focus on theoretical results, this book focuses on providing practical examples in which students can learn to systematically apply theoretical solution concepts to different fields of economics and business. The text initially presents games that are required in most courses at the undergraduate level and gradually advances to more challenging games appropriate for masters level courses. The first six chapters cover complete-information games, separately analyzing simultaneous-move and sequential-move games, with applications in industrial economics, law, and regulation. Subsequent chapters dedicate special attention to incomplete information games, such as signaling games, cheap talk games, and equilibrium refinements, emphasizing common steps and including**

graphical illustrations to focus students' attention on the most relevant payoff comparisons at each point of the analysis. In addition, exercises are ranked according to their difficulty, with a letter (A-C) next to the exercise number. This allows students to pace their studies and instructors to structure their classes accordingly. By providing detailed worked-out examples, this text gives students at various levels the tools they need to apply the tenets of game theory in many fields of business and economics. This text is appropriate for introductory-to-intermediate courses in game theory at the upper undergraduate and master's level.

GAMES AND INFORMATION

AN INTRODUCTION TO GAME THEORY

Wiley-Blackwell **What may be the most successful introductory game theory textbook ever written is now available in its fourth edition. Since it first published in 1989, successive editions have made its presentation ever more elegant, with incisive problem sets and applications.**

SOLUTIONS MANUAL FOR MICROECONOMIC THEORY

MAS-COLELL, WHINSTON AND GREEN

Oxford University Press, USA **A Solutions Manual, containing solutions to all end-of chapter questions for MICROECONOMIC THEORY by Mas-Colell, Whinston and Green. It is supplied only to those who are adopting the text, and is free.**

MATT DEVOS AND DEBORAH A. KENT

American Mathematical Soc. **This book offers a gentle introduction to the mathematics of both sides of game theory: combinatorial and classical. The combination allows for a dynamic and rich tour of the subject united by a common theme of strategic reasoning. Designed as a textbook for an undergraduate mathematics class and with ample material and limited dependencies between the chapters, the book is adaptable to a variety of situations and a range of audiences. Instructors, students, and independent readers alike will appreciate the flexibility in content choices as well as the generous sets of exercises at various levels.**

SELLER REPUTATION

Now Publishers Inc **Seller Reputation introduces a unifying framework that embeds a number of different approaches to seller reputation, incorporating both hidden information and hidden action. This framework is used to stress that the way in which consumers learn affects both behavior and outcomes. In particular, the extent to which information is generated and socially aggregated determines the efficiency of markets. After reviewing these theoretical building blocks, Seller Reputation**

examines several applications and empirical concerns. It highlights that the environment in which a transaction is embedded helps determine whether the transaction will occur and how parties will behave. Institutions, ranging from the design of online markets to norms in a community, can be understood as ensuring that concerns for reputation lead to more efficient outcomes. Similarly, the desire to affect consumer beliefs regarding the firm's incentives can help us understand strategic firm decisions that seem unrelated to the particular transactions they wish to promote. Seller Reputation concludes by considering slightly different models of reputation that lie beyond the scope of this framework, briefly reviewing the somewhat sparse empirical literature and suggesting future directions for research.

GAME THEORY

A NONTECHNICAL INTRODUCTION

Courier Corporation **This fascinating, newly revised edition offers an overview of game theory, plus lucid coverage of two-person zero-sum game with equilibrium points; general, two-person zero-sum game; utility theory; and other topics.**

RADICAL MARKETS

UPROOTING CAPITALISM AND DEMOCRACY FOR A JUST SOCIETY

Princeton University Press **Revolutionary ideas on how to use markets to achieve fairness and prosperity for all Many blame today's economic inequality, stagnation, and political instability on the free market. The solution is to rein in the market, right? Radical Markets turns this thinking on its head. With a new foreword by Ethereum creator Vitalik Buterin and virtual reality pioneer Jaron Lanier as well as a new afterword by Eric Posner and Glen Weyl, this provocative book reveals bold new ways to organize markets for the good of everyone. It shows how the emancipatory force of genuinely open, free, and competitive markets can reawaken the dormant nineteenth-century spirit of liberal reform and lead to greater equality, prosperity, and cooperation. Only by radically expanding the scope of markets can we reduce inequality, restore robust economic growth, and resolve political conflicts. But to do that, we must replace our most sacred institutions with truly free and open competition—Radical Markets shows how.**

FIRMS, CONTRACTS, AND FINANCIAL STRUCTURE

Clarendon Press **This book provides a framework for thinking about economic instiutions such as firms. The basic idea is that institutions arise in situations where people write incomplete contracts and where the allocation of power or control is therefore important. Power and control are not standard concepts in economic theory. The book begins by pointing out**

that traditional approaches cannot explain on the one hand why all transactions do not take place in one huge firm and on the other hand why firms matter at all. An incomplete contracting or property rights approach is then developed. It is argued that this approach can throw light on the boundaries of firms and on the meaning of asset ownership. In the remainder of the book, incomplete contacting ideas are applied to understand firms' financial decisions, in particular, the nature of debt and equity (why equity has votes and creditors have foreclosure rights); the capital structure decisions of public companies; optimal bankruptcy procedure; and the allocation of voting rights across a company's shares. The book is written in a fairly non-technical style and includes many examples. It is aimed at advanced undergraduate and graduate students, academic and business economists, and lawyers as well as those with an interest in corporate finance, privatization and regulation, and transitional issues in Eastern Europe, the former Soviet Union, and China. Little background knowledge is required, since the concepts are developed as the book progresses and the existing literature is fully reviewed.

AN INTRODUCTION TO THE THEORY OF MECHANISM DESIGN

Oxford University Press **What is the best way to auction an asset? How should a group of people organize themselves to ensure the best provision of public goods? How should exchanges be organized? In An Introduction to the Theory of Mechanism Design, Tilman Börgers addresses these questions and more through an exploration of the economic theory of mechanism design. Mechanism design is reverse game theory. Whereas game theory takes the rules of the game as a given and makes predictions about the behavior of strategic players, the theory of mechanism design goes a step further and selects the optimal rules of the game. A relatively new economic theory, mechanism design studies the instrument itself as well as the results of the instrument. An Introduction to the Theory of Mechanism Design provides rigorous but accessible explanations of classic results in the theory of mechanism design, such as Myerson's theorem on expected revenue maximizing auctions, Myerson and Satterthwaite's theorem on the impossibility of ex post efficient bilateral trade with asymmetric information, and Gibbard and Satterthwaite's theorem on the non-existence of dominant strategy voting mechanisms. Börgers also provides an examination of the frontiers of current research in the area with an original and unified perspective that will appeal to advanced students of economics.**

POLITICAL GAME THEORY

AN INTRODUCTION

Cambridge University Press **Political Game Theory is a self-contained introduction to game theory and its applications to political science. The**

book presents choice theory, social choice theory, static and dynamic games of complete information, static and dynamic games of incomplete information, repeated games, bargaining theory, mechanism design and a mathematical appendix covering, logic, real analysis, calculus and probability theory. The methods employed have many applications in various disciplines including comparative politics, international relations and American politics. Political Game Theory is tailored to students without extensive backgrounds in mathematics, and traditional economics, however there are also many special sections that present technical material that will appeal to more advanced students. A large number of exercises are also provided to practice the skills and techniques discussed.

THE THEORY OF CORPORATE FINANCE

Princeton University Press **The past twenty years have seen great theoretical and empirical advances in the field of corporate finance. Whereas once the subject addressed mainly the financing of corporations--equity, debt, and valuation--today it also embraces crucial issues of governance, liquidity, risk management, relationships between banks and corporations, and the macroeconomic impact of corporations. However, this progress has left in its wake a jumbled array of concepts and models that students are often hard put to make sense of. Here, one of the world's leading economists offers a lucid, unified, and comprehensive introduction to modern corporate finance theory. Jean Tirole builds his landmark book around a single model, using an incentive or contract theory approach. Filling a major gap in the field, The Theory of Corporate Finance is an indispensable resource for graduate and advanced undergraduate students as well as researchers of corporate finance, industrial organization, political economy, development, and macroeconomics. Tirole conveys the organizing principles that structure the analysis of today's key management and public policy issues, such as the reform of corporate governance and auditing; the role of private equity, financial markets, and takeovers; the efficient determination of leverage, dividends, liquidity, and risk management; and the design of managerial incentive packages. He weaves empirical studies into the book's theoretical analysis. And he places the corporation in its broader environment, both microeconomic and macroeconomic, and examines the two-way interaction between the corporate environment and institutions. Setting a new milestone in the field, The Theory of Corporate Finance will be the authoritative text for years to come.**

GAME THEORY

AN INTRODUCTION

John Wiley & Sons **An exciting new edition of the popular introduction to game theory and its applications The thoroughly expanded Second Edition**

presents a unique, hands-on approach to game theory. While most books on the subject are too abstract or too basic for mathematicians, Game Theory: An Introduction, Second Edition offers a blend of theory and applications, allowing readers to use theory and software to create and analyze real-world decision-making models. With a rigorous, yet accessible, treatment of mathematics, the book focuses on results that can be used to determine optimal game strategies. Game Theory: An Introduction, Second Edition demonstrates how to use modern software, such as MapleTM, Mathematica®, and Gambit, to create, analyze, and implement effective decision-making models. Coverage includes the main aspects of game theory including the fundamentals of two-person zero-sum games, cooperative games, and population games as well as a large number of examples from various fields, such as economics, transportation, warfare, asset distribution, political science, and biology. The Second Edition features: • A new chapter on extensive games, which greatly expands the implementation of available models • New sections on correlated equilibria and exact formulas for three-player cooperative games • Many updated topics including threats in bargaining games and evolutionary stable strategies • Solutions and methods used to solve all odd-numbered problems • A companion website containing the related Maple and Mathematica data sets and code A trusted and proven guide for students of mathematics and economics, Game Theory: An Introduction, Second Edition is also an excellent resource for researchers and practitioners in economics, finance, engineering, operations research, statistics, and computer science.

CALCULUS ON MANIFOLDS

A MODERN APPROACH TO CLASSICAL THEOREMS OF ADVANCED CALCULUS

Westview Press **This book uses elementary versions of modern methods found in sophisticated mathematics to discuss portions of "advanced calculus" in which the subtlety of the concepts and methods makes rigor difficult to attain at an elementary level.**

LEARN GAME THEORY

A PRIMER TO STRATEGIC THINKING AND ADVANCED DECISION-MAKING.

Master strategic thinking and gain competitive advantage. Have you ever wondered how to make better decisions and solve problems with more ease? Learn Game Theory shares the well-hidden secrets of great decision-makers.Use Logic and Reason to Manage Uncertainty.Life is full of uncertainty. You don't know what lies ahead. But you can learn to control the controllable by using logic and reason. With the help of this book, you'll discover new ways to think about - and solve - problems more

efficiently than ever before. Discover how strategic games model real-life behavior. You would be surprised how many game theory concepts affect your life.Game theory is a management device that helps rational decision-making.Game Theory is a branch of mathematics dedicated to the study of rational, strategic decision-making. You can apply it in many different fields, from psychology, economics, and politics to military strategy, business, and even retail pricing! It focuses on conflict and cooperation between intelligent, rational players, analyzing how to optimize one's decisions, taking into account others' actions.This book won't just give you theoretical knowledge. It will teach you practical life skills! The logical deductions used in game theory can help you learn superior decision-making skills based on strategic analysis.Become Confident in Your Decision-Making Skills.Albert Rutherford is an internationally bestselling author and a retired corporate executive. His books draw on various sources, from corporate system building, strategic analysis, scientific research, and his life experience. He has been building and improving systems his whole adult life and brings his proven advice to you. Predict the future with more accuracy.What's the best way to ask for a raise?How to choose a date spot with your partner avoiding friction?How do top athletes choose their best moves?How do companies like Nike or Adidas optimize their sales strategy?Extraordinary decisions will lead to outstanding success. Use the principles of game theory to have more confidence in your choices. Learn Game Theory is written in a casual, easy-to-follow way, with an abundance of relevant examples. It will help you get shrewd by applying strategic thinking and make better decisions based on logic and analysis. Learn Game Theory and make better business decisions, improve your relationships, understand people around you, and get out of sticky situations more effectively!

DISCOVERING PRICES

AUCTION DESIGN IN MARKETS WITH COMPLEX CONSTRAINTS

Columbia University Press **Traditional economic theory studies idealized markets in which prices alone can guide efficient allocation, with no need for central organization. Such models build from Adam Smith's famous concept of an invisible hand, which guides markets and renders regulation or interference largely unnecessary. Yet for many markets, prices alone are not enough to guide feasible and efficient outcomes, and regulation alone is not enough, either. Consider air traffic control at major airports. While prices could encourage airlines to take off and land at less congested times, prices alone do just part of the job; an air traffic control system is still indispensable to avoid disastrous consequences. With just an air traffic controller, however, limited resources can be wasted or poorly used. What's needed in this and many other real-world cases is an auction system that can effectively reveal prices while still maintaining enough direct control to ensure that complex constraints are satisfied. In**

Discovering Prices, Paul Milgrom—the world's most frequently cited academic expert on auction design—describes how auctions can be used to discover prices and guide efficient resource allocations, even when resources are diverse, constraints are critical, and market-clearing prices may not even exist. Economists have long understood that externalities and market power both necessitate market organization. In this book, Milgrom introduces complex constraints as another reason for market design. Both lively and technical, Milgrom roots his new theories in real-world examples (including the ambitious U.S. incentive auction of radio frequencies, whose design he led) and provides economists with crucial new tools for dealing with the world's growing complex resource-allocation problems.

MATHEMATICAL METHODS AND MODELS FOR ECONOMISTS

Cambridge University Press **A textbook for a first-year PhD course in mathematics for economists and a reference for graduate students in economics.**

INTRODUCING GAME THEORY

A GRAPHIC GUIDE

Icon Books **When should you adopt an aggressive business strategy? How do we make decisions when we don't have all the information? What makes international environmental cooperation possible? Game theory is the study of how we make a decision when the outcome of our moves depends on the decisions of someone else. Economists Ivan and Tuvana Pastine explain why, in these situations, we sometimes cooperate, sometimes clash, and sometimes act in a way that seems completely random. Stylishly brought to life by award-winning cartoonist Tom Humberstone, Game Theory will help readers understand behaviour in everything from our social lives to business, global politics to evolutionary biology. It provides a thrilling new perspective on the world we live in.**

MARKETS, GAMES, AND STRATEGIC BEHAVIOR

AN INTRODUCTION TO EXPERIMENTAL ECONOMICS (SECOND EDITION)

Princeton University Press **From a pioneer in experimental economics, an expanded and updated edition of a textbook that brings economic experiments into the classroom Economics is rapidly becoming a more experimental science, and the best way to convey insights from this research is to engage students in classroom simulations that motivate subsequent discussions and reading. In this expanded and updated second edition of Markets, Games, and Strategic Behavior, Charles Holt, one of the leaders in experimental economics, provides an unparalleled introduction**

to the study of economic behavior, organized around risky decisions, games of strategy, and economic markets that can be simulated in class. Each chapter is based on a key experiment, presented with accessible examples and just enough theory. Featuring innovative applications from the lab and the field, the book introduces new research on a wide range of topics. Core chapters provide an introduction to the experimental analysis of markets and strategic decisions made in the shadow of risk or conflict. Instructors can then pick and choose among topics focused on bargaining, game theory, social preferences, industrial organization, public choice and voting, asset market bubbles, and auctions. Based on decades of teaching experience, this is the perfect book for any undergraduate course in experimental economics or behavioral game theory. New material on topics such as matching, belief elicitation, repeated games, prospect theory, probabilistic choice, macro experiments, and statistical analysis Participatory experiments that connect behavioral theory and laboratory research Largely self-contained chapters that can each be covered in a single class Guidance for instructors on setting up classroom experiments, with either hand-run procedures or free online software End-of-chapter problems, including some conceptual-design questions, with hints or partial solutions provided

THE PREDICTIONEER'S GAME

USING THE LOGIC OF BRAZEN SELF-INTEREST TO SEE AND SHAPE THE FUTURE

Random House **Bruce Bueno de Mesquita is a master of game theory, which is a fancy label for a simple idea: People compete, and they always do what they think is in their own best interest. Bueno de Mesquita uses game theory and its insights into human behavior to predict and even engineer political, financial, and personal events. His forecasts, which have been employed by everyone from the CIA to major business firms, have an amazing 90 percent accuracy rate, and in this dazzling and revelatory book he shares his startling methods and lets you play along in a range of high-stakes negotiations and conflicts. Revealing the origins of game theory and the advances made by John Nash, the Nobel Prize—winning scientist perhaps best known from A Beautiful Mind, Bueno de Mesquita details the controversial and cold-eyed system of calculation that he has since created, one that allows individuals to think strategically about what their opponents want, how much they want it, and how they might react to every move. From there, Bueno de Mesquita games such events as the North Korean disarmament talks and the Middle East peace process and recalls, among other cases, how he correctly predicted which corporate clients of the Arthur Andersen accounting firm were most likely engaged in fraudulent activity (hint: one of them started with an E). And looking as ever to the future, Bueno de Mesquita also demonstrates how game theory can provide successful strategies to combat both global warming (instead**

of relying on empty regulations, make nations compete in technology) and terror (figure out exactly how much U.S. aid will make Pakistan fight the Taliban). But as Bueno de Mesquita shows, game theory isn't just for saving the world. It can help you in your own life, whether you want to succeed in a lawsuit (lawyers argue too much the merits of the case and question too little the motives of their opponents), elect the CEO of your company (change the system of voting on your board to be more advantageous to your candidate), or even buy a car (start by knowing exactly what you want, call every dealer in a fifty-mile radius, and negotiate only over the phone). Savvy, provocative, and shockingly effective, The Predictioneer's Game will change how you understand the world and manage your future. Life's a game, and how you play is whether you win or lose.

THE SHARING ECONOMY

THE END OF EMPLOYMENT AND THE RISE OF CROWD-BASED CAPITALISM

MIT Press **"An insightful guide to the forces shaping our economy" that explores the far-ranging implications of the shift to crowd-based capitalism—with case studies on Uber, Airbnb, and others (Hal Varian, Chief Economist at Google) Sharing isn't new. Giving someone a ride, having a guest in your spare room, running errands for someone, participating in a supper club—these are not revolutionary concepts. What is new, in the "sharing economy," is that you are not helping a friend for free; you are providing these services to a stranger for money. In this book, Arun Sundararajan, an expert on the sharing economy, explains the transition to what he describes as "crowd-based capitalism"—a new way of organizing economic activity that may supplant the traditional corporate-centered model. As peer-to-peer commercial exchange blurs the lines between the personal and the professional, how will the economy, government regulation, what it means to have a job, and our social fabric be affected? Drawing on extensive research and numerous real-world examples—including Airbnb, Lyft, Uber, Etsy, TaskRabbit, France's BlaBlaCar, China's Didi Kuaidi, and India's Ola, Sundararajan explains the basics of crowd-based capitalism. He describes the intriguing mix of "gift" and "market" in its transactions, demystifies emerging blockchain technologies, and clarifies the dizzying array of emerging on-demand platforms. He considers how this new paradigm changes economic growth and the future of work. Will we live in a world of empowered entrepreneurs who enjoy professional flexibility and independence? Or will we become disenfranchised digital laborers scurrying between platforms in search of the next wedge of piecework? Sundararajan highlights the important policy choices and suggests possible new directions for self-regulatory organizations, labor law, and funding our social safety net.**

AN INTRODUCTION TO GAME THEORY

Oxford University Press, USA **This text emphasizes the ideas behind modern game theory rather than their mathematical expression, but defines all concepts precisely. It covers strategic, extensive and coalitional games and includes the topics of repeated games, bargaining theory and evolutionary equilibrium.**

GAMES, STRATEGIES AND DECISION MAKING

Macmillan **This book on game theory introduces and develops the key concepts with a minimum of mathematics. Students are presented with empirical evidence, anecdotes and strategic situations to help them apply theory and gain a genuine insight into human behaviour. The book provides a diverse collection of examples and scenarios from history, literature, sports, crime, theology, war, biology, and everyday life. These examples come with rich context that adds real-world meat to the skeleton of theory. Each chapter begins with a specific strategic situation and is followed with a systematic treatment that gradually builds understanding of the concept.**

THE ECONOMICS OF CONTRACTS

THEORIES AND APPLICATIONS

Cambridge University Press **A 2002 survey of economics of contracts appealing to scholars in economics, management and law.**

THE GAME THEORIST'S GUIDE TO PARENTING

HOW THE SCIENCE OF STRATEGIC THINKING CAN HELP YOU DEAL WITH THE TOUGHEST NEGOTIATORS YOU KNOW--YOUR KIDS

Scientific American / Farrar, Straus and Giroux **"I absolutely loved this book, both as a parent and as a nerd." —Jessica Lahey, author of The Gift of Failure As every parent knows, kids are surprisingly clever negotiators. But how can we avoid those all-too-familiar wails of "That's not fair!" and "You can't make me!"? In The Game Theorist's Guide to Parenting, the award-winning journalist and father of five Paul Raeburn and the game theorist Kevin Zollman pair up to highlight tactics from the worlds of economics and business that can help parents break the endless cycle of quarrels and ineffective solutions. Raeburn and Zollman show that some of the same strategies successfully applied to big business deals and politics—such as the Prisoner's Dilemma and the Ultimatum Game—can be used to solve such titanic, age-old parenting problems as dividing up toys, keeping the peace on long car rides, and sticking to homework routines. Raeburn and Zollman open each chapter with a common parenting dilemma. Then they show how carefully concocted schemes involving bargains and fair incentives can save the day. Through smart case studies of game theory in**

action, Raeburn and Zollman reveal how parents and children devise strategies, where those strategies go wrong, and what we can do to help raise happy and savvy kids while keeping the rest of the family happy too. Delightfully witty, refreshingly irreverent, and just a bit Machiavellian, The Game Theorist's Guide to Parenting looks past the fads to offer advice you can put into action today.

A COURSE IN ENVIRONMENTAL ECONOMICS

THEORY, POLICY, AND PRACTICE

Cambridge University Press **This unique graduate textbook offers a compelling narrative of the growing field of environmental economics that integrates theory, policy, and empirical topics. Daniel J. Phaneuf and Till Requate present both traditional and emerging perspectives, incorporating cutting-edge research in a way that allows students to easily identify connections and common themes. Their comprehensive approach gives instructors the flexibility to cover a range of topics, including important issues - such as tax interaction, environmental liability rules, modern treatments of incomplete information, technology adoption and innovation, and international environmental problems - that are not discussed in other graduate-levels texts. Numerous data-based examples and end-of-chapter exercises show students how theoretical and applied research findings are complementary, and will enable them to develop skills and interests in all areas of the field. Additional data sets and exercises can be accessed online, providing ample opportunity for practice. For more information, visit the book's website at http://phaneuf-requate.com/.**