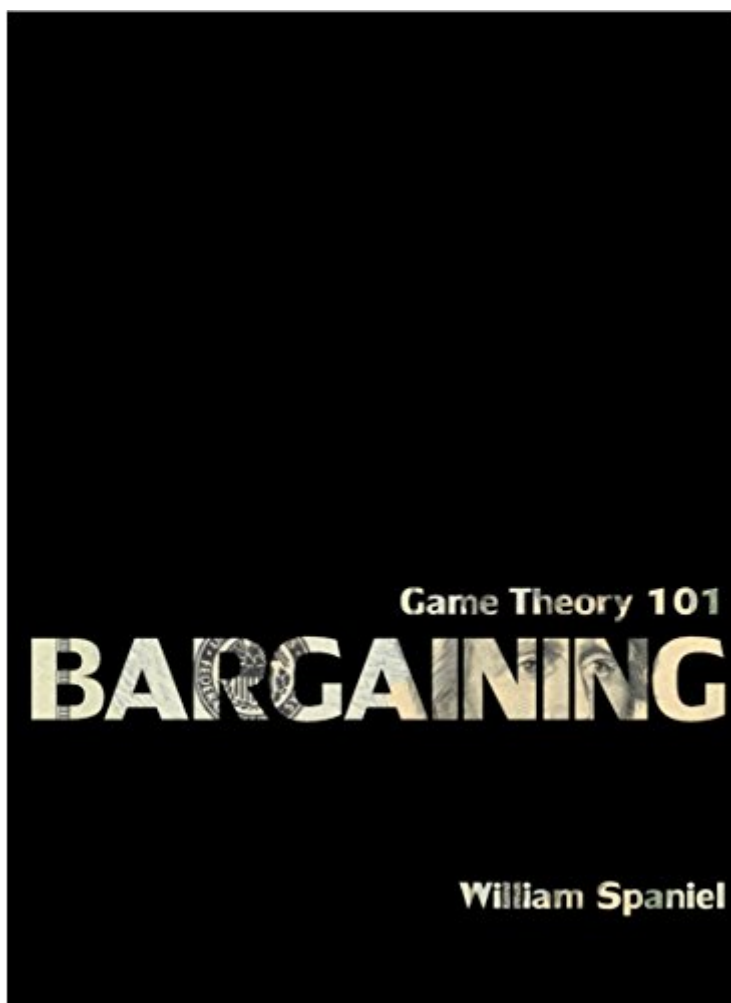


The book was found

Game Theory 101: Bargaining



Synopsis

Tomorrow, you will go to your boss and ask for a raise. You need at least \$20 per hour to stay; your boss is unwilling to pay you any more than \$50. You should reach an agreement--but will the wage be closer to \$20 or \$50? This is the essence of bargaining. Using the same crystal clear logic of the Game Theory 101 series, William Spaniel explains the sources of "bargaining power"--the strength that allows you to successfully demand wages closer to \$50. In doing so, he uncovers the bargaining in everything, including car negotiations, Breaking Bad, Deal or No Deal, McDonald's Monopoly, sports free agency, cable companies, security deposits, war, diamond manufacturing, labor unions, government shutdowns, nuclear showdowns, price fixing, unemployment benefits, legal battles, and police pullovers. With bargaining so pervasive, this is one book you can't afford not to have.

Book Information

File Size: 731 KB

Print Length: 220 pages

Simultaneous Device Usage: Unlimited

Publication Date: August 17, 2014

Sold by: Amazon Digital Services LLC

Language: English

ASIN: B00MTW6L5K

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #77,423 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #5

in Kindle Store > Kindle eBooks > Nonfiction > Science > Mathematics > Applied > Game Theory #23 in Books > Science & Math > Evolution > Game Theory #28 in Kindle Store > Kindle eBooks > Business & Money > Management & Leadership > Negotiating

Customer Reviews

Spaniel's book provides an introduction to the more technical aspects of negotiation and game theory. It is well written and concise and is just enough for smart people who want to get an edge in

negotiation situations.

For anyone wanting to learn about the basics of game theory, I would recommend starting out with this book. First, it is light on the math, which is not my strong suit, and second, it provides real-world situations. I must say that I appreciate the use of real-world situations/examples. This helps me to figure how to apply game theory concepts to situations I can find all around me and intuitively measure its value/usefulness when applying it to personal real-life situations. William's book is logical and well thought out. It is a valuable easy to read self help book that has opened up a new world of bargaining and thinking to me. --- I also recommend his course on Bargaining 101 at Udemy.com. It doesn't cover all the examples in the book but it is still very useful. The book and the course compliment each other.

This book is a great summary of the various aspects of bargaining and how this is influenced by the game theory. I enjoyed the content and would recommend it to anyone that needs to negotiate (which is really all of us). These concepts apply to asking for a raise, accepting a job offer, negotiating a court settlement, or my favorite scenario--buying a new car. I like the way that William uses real world scenarios to illustrate and examine the different concepts. My favorite sections dealt with the various influences in purchasing a new vehicle and how to do it in your favor instead of the dealer's favor. Great job exploring these concepts with meaningful examples!-Steve

This book is excellent for training the reader to think on different levels in the bargaining process. I highly recommend this book and Game Theory 101: The Complete Textbook by William Spaniel to improve your thought process in day to day activities. The author does a great job of giving real life examples to make his points clear to novice game theory enthusiasts as well as giving some math behind the thought process for a sneak at the advance reasoning.

A comprehensive book about bargaining starting from the complete basics. William condenses the logic of bargaining and illustrates it with numbers and mathematics to outline what is really happening during an exchange. Several real life examples and applications are provided for each chapter to link the theory to the real world. As the other guy said. Read this book before buying a car.

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

Game Theory 101: Bargaining Game Of Thrones:101 Facts You Didn't Know About Game

Of Thrones, The Complete Unofficial Guide! (Game of Thrones Book 6 Release Date, 101 Facts, TV, Movie, ... Adaptations, Trivia & Fun Facts, Trivia) Game of Thrones: 100 Question Trivia Game For True Fans (Epic Fantasy Series, Game of Thrones Books, Game of Thrones, Fantasy Books) (Epic Fantasy, Fantasy ... TV, TV Guide, Game of Thrones Book) Bargaining for Advantage: Negotiation Strategies for Reasonable People 2nd Edition Contested Economic Institutions: The Politics of Macroeconomics and Wage Bargaining in Advanced Democracies (Cambridge Studies in Comparative Politics) Bargaining with the Devil: When to Negotiate, When to Fight Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond Bargaining for Advantage: Negotiation Strategies for Reasonable People Labor Relations and Collective Bargaining: Private and Public Sectors (10th Edition) Contract Bargaining Handbook for Local Union Leaders An Introduction to U.S. Collective Bargaining and Labor Relations Hard Bargaining in Sumatra: Western Travelers and Toba Bataks in the Marketplace of Souvenirs (Southeast Asia) 101 Facts... Stan Lee: 101 Facts About Stan Lee You Probably Never Knew (Facts 101 Book 7) Liderazgo 101 (Leadership 101): Lo que todo líder necesita saber (What Every Leader Needs to Know) (101 Series) Pokemon GO: Pokemon Go 101: The Ultimate Unofficial Guide To Pokemon Go - Become A Pokemon Master! (Pokemon Go Guide Tips Game Book, iOS, Secrets, Tips, ... Tricks, Walk Through, Game Safety) Game Theory 101: The Rationality of War Game Theory 101: The Complete Textbook Game Feel: A Game Designer's Guide to Virtual Sensation (Morgan Kaufmann Game Design Books) Game Of Thrones: 10 Most Memorable Moments from Game of Thrones & 23 Facts About GOT You Should Know, 26 Jokes Only People Who've Finished GOT Season 5 Will Understand (Game of Thrones Secrets) Phaser.js Game Design Workbook: Game Development Guide Using Phaser JavaScript Game Framework

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)