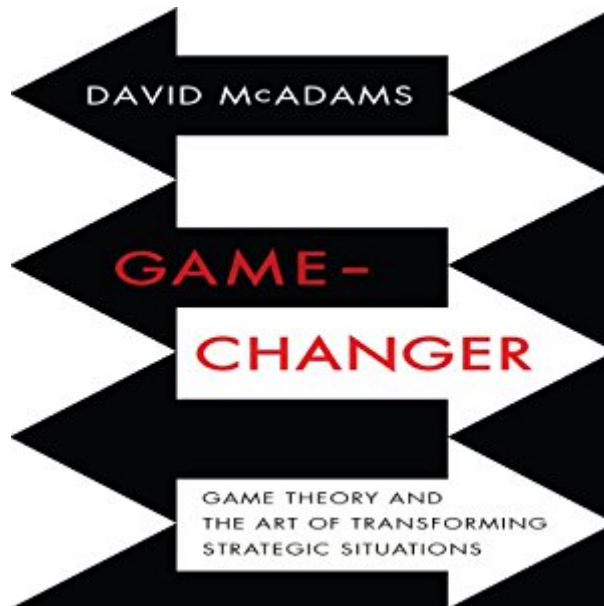


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# Game-Changer: Game Theory And The Art Of Transforming Strategic Situations



## Synopsis

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.

## Book Information

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## Customer Reviews

Calling this a book on game theory feels quite misleading, in my opinion. At best, I would recommend this book to a high school senior in AP Economics, or else a freshman business school

student, really anyone who is critically examining the world of business competition for the first time. The premise of the book is that these dozens of cases are an example of a prisoner's dilemma, and each chapter is supposed to be a concept on how to escape the dilemma, with the second half being a set of case studies that "more-deeply". Often times, the most interesting piece of the case has yet to play out, and instead of applying a critical analysis of the possible outcomes, the author simply leaves it along the lines of "we'll wait and see" or "will require further investigation". The entirety of the game theory material included in the book can be distilled to just a few pages, and if you're already familiar with prisoner's dilemma, the remaining theory could fit on a single page. The rest of the book is merely short write-ups of basic competition with about the depth one would find in the Wall Street Journal or BusinessWeek. The "examples" often feel poorly related to the individual concepts in each chapter, or else stray so far in the narrative as to make it difficult to remember the point, and sometimes to the point of not appearing to be accurate at all. I understand that in teaching materials it's necessary to generalize and make assumptions in absence of perfect comparisons, however this book does little to intuitively frame the key concept in each chapter and apply any sort of structured analysis to the thinly-detailed cases, making it all the less credible when the author makes huge leaps of logic in the "analysis".

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