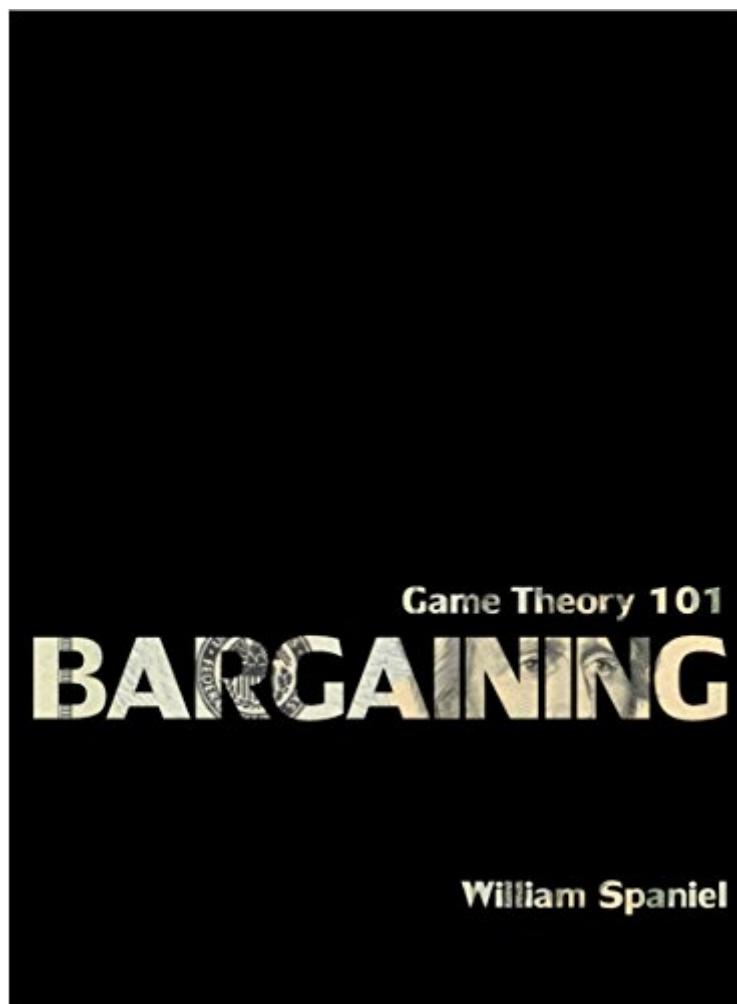


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# Game Theory 101: Bargaining



## **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**

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## **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.

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