

## SYLLABUS

### Overview

Being “strategic” means intelligently seeking your own goals in situations that involve other parties who do not share your goals. In this school “corporate” typically refers to a business entity such as a corporation owned by shareholders, or a nonprofit organization. The purpose of this course is to develop your understanding of strategic situations encountered as a manager in such a firm. Taking this course will teach you to recognize strategic opportunities when they arise, to frame those opportunities within a model that your business partners can understand, to predict how your own actions will affect the actions of other parties involved, and to exploit such opportunities for your own benefit.

This course teaches a basic understanding of strategic situations, the tools of game theory, the use of statistical inference and practice in experimental situations within the classroom, to form good strategies. The experiments are based on Comlabgames, software for designing, running and analyzing experimental games over the Internet:

<http://www.comlabgames.com/>

You should bring your laptop to each class. Before the first session, I should like you to save the new integrated module on your desktop, by opening Mozilla Firefox and downloading the module at:

<http://www.comlabgames.com/free0.4/index.html>

### Contact hours

Office hours are after class, Monday and Thursday evenings at 5:30PM, or by appointment. My teaching assistant will also be available to help you on Thursday evening to assist you with the project and he is listed at the course website:

<http://www.comlabgames.com/45-870N/>

### Assessment

Roughly speaking, this course treats theory, empirical methods and your personal application of strategic behavior, as three equally important parts. There are two assignments plus a project. The first assignment is worth 10 percent of your grade, the second is worth 30 percent, while the remaining 60 percent comes from the project.

## **Course Website**

Lecture notes for the course, the experiments conducted in class, and details about the project requirements can be found at the course website:

<http://www.comlabgames.com/45-870N/>

For example, clicking on “Introduction to Strategy: Best Responses” opens up the class material in the first day, including lectures, supplementary reading material and games played in class (that can be downloaded on to your machine with a right click and “save link as”). See:

[http://www.comlabgames.com/45-970/instructor/01\\_week/week1.html](http://www.comlabgames.com/45-970/instructor/01_week/week1.html)

## **Textbook**

A draft of the text for this class, *Strategic Play*, written by Vesna Prasnikar and myself, can be found at:

<http://www.comlabgames.com/strategicplay>