

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 *stand alone* module at:

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

Contact hours

Office hours are after class or by appointment. My teaching assistant is also available to help you, and she is listed at the course website:

<http://www.comlabgames.com/45-970/>

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, both worth 15 percent of your grade, the first due Wednesday April 4 and the second due Wednesday April 18, a test on the lecture material counting 30 percent of your grade to be taken in class on Wednesday April 25, and a project worth 40 percent. Part A of the project, worth 10 percent, is due Monday April 30. The experiments for the project will be played during class

in the last week. In these two sessions you will be allocated up to 10 percent, depending on your performance in games designed by your colleagues for their projects. The presentation in the class is also worth 10 percent. The final draft of the second part of your project, summarizing the findings and explaining the results, is due Wednesday May 9, and contributes 10 percent to the final grade.

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/45-970>

For example, clicking on “Introduction to Strategy: Best Responses” opens up the class material in the first week, 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

Textbook

The text for this class is *Strategic Play*, written by Vesna Prasnikar and myself, forthcoming at Stanford University Press, 2014. A draft of the text is found at:

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