

While studying social psychology, the authors felt that knowledge of Game Theory was quite useful to understand various concepts of social psychology like pro social behavior, cooperation and conflict management. Psychology has developed tools to understand conflict management styles of individuals, this coupled with Game Theory can make it a useful tool for a manager to understand himself and strategies he can use for own and group's benefit. The focus should shift from Game Theory being a mathematical tool to something that has day to day applications for managers. So in this book we have attempted to first explain methods of solving problems, concepts from Microeconomics and Social Psychology and then through various examples tried to show its practical applications. This book is primarily for those managers who studied Game Theory as part of MBA course and are interested in understanding its applications. We have kept mathematical part to minimum to make it interesting for managers to read. This book is not meant to be a text book for students of statistics or economics. Our audience is the students and executives who studied this subject during MBA course and would like to apply the strategies in their work life.

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