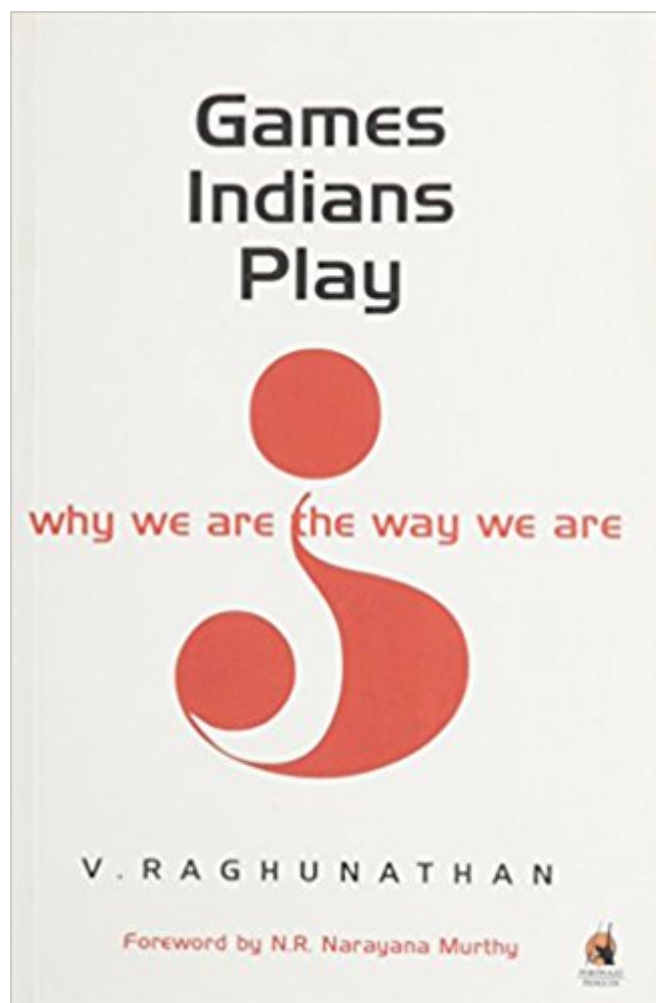


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Games Indians Play Why We Are The Way We Are



Synopsis

'raghunathan writes really well there are rare instances where a reviewer thinks, i wish i could write like that. This is one of those rare instances' -bibek debroy in indian express in a rare attempt to understand the indianness of indians-among the most intelligent people in the world, but also, to a dispassionate eye, perhaps the most baffling-v. Raghunathan uses the props of game theory and behavioral economics to provide an insight into the difficult conundrum of why we are the way we are. He puts under the scanner our attitudes towards rationality and irrationality, selflessness and selfishness, competition and cooperation, and collaboration and deception. Drawing examples from the way we behave in day-to-day situations, games indians play tries to show how in the long run each one of us-whether businessmen, politicians, bureaucrats, or just plain us-stand to profit more if we were to assume a little self-regulation, give fairness a chance and strive to cooperate and collaborate a little more even if self-interest were to be our main driving force.

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In general i liked the book. I would have given 5 stars if this book was true to its title. It is a wonderful book on the game theory and its practical implications and inferences. Its a must read for anyone to wanting to lead a fulfilling life. However, book talks more about how theory works and some experimental results, it fails to identify "why we are the way we are" a fundamental question posed by the author and millions of people worldwide. A brief reference is made to our cultural and family oriented society and how it translates to corruption and nepotism. But beyond that the findings could be for anywhere in the world. It does not address why we are different, just says we are different.

A good treatise on game theory and prisoner's dilemma in particular, as applied to the Indian scenario. The best part is that there is no boring math involved in the explanation.

like listening on a conversation. I felt like I was eavesdropping. Helpful in dealing with the other nurses from there. I appreciate them even more.

This book is a quick read that provides valuable insight into some of the cultural differences between the US and India. If you do business in India, it's well worth the read.

Living and working in India I read many books to help me understand this country. It was not until this one that it all fell in place - the apparent contradiction of wealth beyond anything you see in the West and children playing on the highway because their parents work construction. The worldly airs of educated Indians counter positioned with a fiercely male dominated mindset. Devout religious people all around you yet a sense of "me" everywhere. If you have time to read only one book, this is it.

Great read, insightful, well thought out. Author explains game theory, using the famous prisoners dilemma. A must read for the non- Indian businessmen, so no surprise dealing with Indians and their government. Many intriguing habits of Indians are explained with a deep understanding of history, heritage, and culture if India and it's people. Author explains why and how of observation made in VS Naipaul's book, The Wounded Civilization. I highly recommend this treasure in your library.

I enjoyed this book and it's insights into why Indian businesses interact with US businesses the way they do. Without much context, the behaviors seem perplexing to Westerners. But after understanding the cultural values and motivations, it suddenly makes sense. Recommend to anyone who negotiates with Indian-based companies.

The title of the book promises to answer "Why we are the way we are," but the book falls short of answering this prime question. Though the book correctly identifies the follies in our public behaviour, but a more pertinent issue is what is the solution and that can only be worked out if we know why? The author delves into the domain of game theory and behavioural economics and tries to explain the Indian behavior but the effort falls short. Nevertheless, at least, the author lists out the problems which India needs to overcome if it wants to have a respectable place in the comity of nations. Overall, the book is an average read.

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