

# Micromotives And Macrobehavior Thomas C Schelling

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Six Degrees: The Science of a Connected Age  
Choice and Consequence  
How to Read Nonfiction Like a Professor

## Micromotives and Macrobehavior

Examines the importance of cooperation in human beings and in nature, arguing that this social tool is as an important aspect of evolution as mutation and natural selection.

## The Strategy of Conflict

An architect of network theory summarizes his team's endeavor to create a blueprint of the world's networks, citing the scientific elements of the Internet, economies, terrorist organizations, and other knowledge-based groups. Reprint.

## Climate Change and the Oil Industry

The New York Times bestselling author of How to Read Literature Like a Professor uses the same skills to teach how to access accurate information in a rapidly changing 24/7 news cycle and become better readers, thinkers, and consumers of media. We live in an information age, but it is increasingly difficult to know which information to trust. Fake news is rampant in mass media, stoked by foreign powers wishing to disrupt a democratic society. We need to be more perceptive, more critical, and more judicious readers. The future of our republic may depend on it. How to Read Nonfiction Like a Professor is more careful, more attentive, more aware reading. On bookstore shelves, one book looks as authoritative as the next. Online, posts and memes don't announce their relative veracity. It is up to readers to establish how accurate, how thorough, how fair material may be. After laying out general principles of reading nonfiction, How to Read Nonfiction Like a Professor offers advice for specific reading strategies in various genres from

histories and biographies to science and technology to social media. Throughout, the emphasis will be on understanding writers' biases, interrogating claims, analyzing arguments, remaining wary of broad assertions and easy answers, and thinking critically about the written and spoken materials readers encounter. We can become better citizens through better reading, and the time for that is now.

## **SuperCooperators**

Over the last decade, Indian banks in general and the government-owned public sector ones in particular have gradually got themselves into a big mess. Their bad loans, or loans which haven't been repaid for ninety days or more, crossed Rs 10 lakh crore as of 31 March 2018. To put it in perspective, this figure is approximately seven times the value of farm loan waivers given by all state governments in India put together. And this became the bad money of the Indian financial system. Why were the corporates unable to return these loans? Was it because they had no intention of doing so? Who were the biggest defaulters of them all? Are Vijay Mallya and Nirav Modi just the tip of the iceberg? How much money has the government spent trying to rescue these banks? How are the private sector banks gradually taking over Indian banking? Is your money in public sector banks safe? How are you paying for this in different ways? And what are the solutions to deal with this? In *Bad Money*, Vivek Kaul answers these and many more questions, peeling layer after layer of the NPA (non-performing assets) problem. He goes back to the history of Indian banking, providing a long, deep and hard look at the overall Indian economy. The result is a gripping financial thriller that is a must for understanding a crisis that threatens our banking system and economy.

## **Bad Money: Inside the NPA Mess and How It Threatens the Indian Banking System**

A Nobel laureate reveals the often surprising rules that govern a vast array of activities -- both mundane and life-changing -- in which money may play little or no role. If you've ever sought a job or hired someone, applied to college or guided your child into a good kindergarten, asked someone out on a date or been asked out, you've participated in a kind of market. Most of the study of economics deals with commodity markets, where the price of a good connects sellers and buyers. But what about other kinds of "goods," like a spot in the Yale freshman class or a position at Google? This is the territory of matching markets, where "sellers" and "buyers" must choose each other, and price isn't the only factor determining who gets what. Alvin E. Roth is one of the world's leading experts on matching markets. He has even designed several of them, including the exchange that places medical students in residencies and the system that increases the number of kidney transplants by better matching donors to patients. In *Who Gets What -- And Why*, Roth reveals the matching markets hidden around us and shows how to recognize a good match and make smarter, more confident decisions.

## **Land of the Cosmic Race**

As a \$3-trillion economy, India is on her way to becoming an economic

superpower. Between 1991 and 2011, the period of our best growth, there was also a substantial decline in the number of people below the poverty line. Since 2011, however, there has been a marked retreat in the high growth performance of the previous two decades. What happened to the promise? Where have we faltered? How do we change course? How do we overcome the ever-present dangers of the middle-income trap, and get rich before we grow old? And one question above all else: What do we need to do to make our tryst with destiny? As professional economists as well as former civil servants, Vijay Kelkar and Ajay Shah have spent most of their lives thinking about and working on these questions. The result: *In Service of the Republic*, a meticulously researched work that stands at the intersection of economics, political philosophy and public administration. This highly readable book lays out the art and the science of the policymaking that we need, from the high ideas to the gritty practicalities that go into building the Republic.

## **Under the Influence**

This book focuses on the most controversial aspect of Lincoln's thought and politics - his attitudes and actions regarding slavery and race. Drawing attention to the limitations of Lincoln's judgment and policies without denying his magnitude, the book provides the most comprehensive and even-handed account available of Lincoln's contradictory treatment of black Americans in matters of slavery in the South and basic civil rights in the North.

## **Prelude to Political Economy**

This fascinating, newly revised edition offers an overview of game theory, plus lucid coverage of two-person zero-sum game with equilibrium points; general, two-person zero-sum game; utility theory; and other topics.

## **Perspectives on Property Law**

Mainstream economics was founded on many strong assumptions. Institutions and politics were treated as irrelevant, government as exogenous, social norms as epiphenomena. As an initial gambit this was fine. But as the horizons of economic inquiry have broadened, these assumptions have become hindrances rather than aids. If we want to understand why some economies succeed and some fail, why some governments are effective and others not, why some communities prosper while others stagnate, it is essential to view economics as embedded in politics and society. *Prelude to Political Economy* is a study of this embeddedness; it argues for an 'inclusive' approach to institutions and the state. Modern economics recognizes that individuals' pursuit of their own selfish ends can result in socially suboptimal outcomes - the Prisoner's Dilemma being the stark example. It has been suggested that what we need in such an eventuality is 'third-party' intervention, which can take the form of imposing punishment on players. Kaushik Basu objects to this method of wishing third parties out of thin air. He argues that if a third party that could impose its will on others were available, then it should have been modeled as a player to start with. The adoption of such an inclusive approach has implications for our conception of the state and the law. It means that the law

cannot be construed as a factor that changes the game that citizens play. It is instead simply a set of beliefs of citizens; and, as such, it is similar to social norms. What the law does for an economy, so can social norms. The book discusses how the nature of policy advice and our conception of state power are affected by this altered view of the state and the law. As corollaries, the book addresses a variety of important social and philosophical questions, such as whether the state should guarantee freedom of speech, whether determinism is compatible with free will, and whether the free market can lead to coercion.

## **Thinking Through the Energy Problem**

Smart Mobs takes us on a journey around the world for a preview of the next techno-cultural shift. The coming wave, says Rheingold, is the result of super-efficient mobile communications-cellular phones, wireless-paging, and Internet-access devices-that will allow us to connect with anyone, anytime, anywhere. Rheingold offers a penetrating perspective on the new convergence of pop culture, cutting-edge technology, and social activism. He also reminds us that the real impact of mobile communications will come not from the technology itself but from how people use it, resist it, and adapt to it.

## **Knowledge and Coordination**

## **Schelling's Game Theory**

The September 11, 2001 terrorism attack on the United States has led government officials to rethink anti-terrorism policies and researchers to assess the implications for the study of risk and uncertainty. This book draws on the expertise of eminent researchers in several risk-related fields to assess three substantive areas of concern - risk beliefs, insurance market effects, and policy responses. The risk belief analyses consider several key questions. How do people think about the risks of terrorism? What are their attitudes toward these risks? To what extent are these low probability and highly dramatic risks overestimated? Several chapters present original survey results analyzing these different aspects of terrorism risk assessments. These studies also begin to explore how people might be willing to sacrifice civil liberties to reduce the risk of terrorism and whether perceived terrorism risks are affected by the severity of the outcome and by proximity to past terrorist attacks. The insurance industry incurred financial losses generated by the terrorism attack. The risks had not been foreseen and were not reflected in insurance pricing. These new terrorism risks generated considerable uncertainty for insurance markets, leading to insurance stock price declines that are documented in this book. Subsequently, a stock price rebound occurred, particularly for the higher quality firms. A third pair of essays deals with policy responses to terrorism risks. A central theme of these analyses is that protective actions by one party have fundamental effects on the risks posed to others. Making airlines immune to terrorist attack may shift the terrorism attacks elsewhere, diminishing the net improvement in security. The papers included here examine how resources should be targeted given these offsetting effects. Contributors to this volume include J. David Cummins, Neil A. Doherty, Baruch Fischhoff, Geoffrey

Heal, Howard Kunreuther, Cass R. Sunstein, W. Kip Viscusi, and Richard J. Zeckhauser, among others.

## **50 Economics Classics**

Using the theory of Prisoner's Dilemma, *Prisoners of Reason* explores how neoliberalism departs from classic liberalism and how it rests on game theory.

## **Prisoners of Reason**

## **In Praise of Commercial Culture**

All of the essays in this new collection by Thomas Schelling convey his unique perspective on individuals and society. Schelling, a 2005 Nobel Prize winner, has been one of the four or five most important social scientists of the past fifty years, and this collection shows why.

## **Smart Mobs**

This reader on property law continues its lengthy track record of success of combining fascinating and essential readings and materials pertaining to property law with author commentary. Now in its Fourth Edition, *Perspectives on Property Law* adds nationally renowned property scholar Henry E. Smith as co-author to its already impressive author team. Features: Among the new readings included in the Fourth Edition: William Fischel's book on the Homevoter Hypothesis Libecap and Lueck's article on systems of land demarcation Peñalver and Katyal's book on property outlaws Robert Merges's article on the new dynamism in the public domain

## **The Art of Strategy**

## **Micromotives and Macrobehavior**

In *Choice and Consequence*, Thomas Schelling ventures where rationality is ambiguous, exploring topics as awesome as nuclear terrorism, as sordid as blackmail, as ineffable as daydreaming, as intimidating as euthanasia. He examines ethical issues wrapped up in economics, and discloses ethical issues that are misplaced or misidentified.

## **Game Theory**

In *Bootleggers & Baptists: How Economic Forces and Moral Persuasion Interact to Shape Regulatory Politics*, economists Bruce Yandle and Adam Smith explain how money and morality are often combined in politics to produce arbitrary regulations benefiting cronies, while constraining productive economic activities by the general public. Yandle's theory asserts that regulatory "bootleggers" are parties taking political action in pursuit of economic gain. Regulatory "Baptists" are parties

participating in group action driven by an avowed higher moral purpose or desire to serve the public interest. By examining major regulatory activities including Obamacare, the recent financial crisis bailouts, climate change legislation, and rules governing “sinful” substances, *Bootleggers & Baptists* reveals that lasting regulations require moral and financial advocacy to survive the American political process. With countless regulatory initiatives on the horizon, this book is a must-read for all who are concern about over-regulation and government intrusion in our daily lives.

## **Strategies of Commitment and Other Essays**

Students and researchers all write under pressure, and those pressures—most lamentably, the desire to impress your audience rather than to communicate with them—often lead to pretentious prose, academic posturing, and, not infrequently, writer’s block. Sociologist Howard S. Becker has written the classic book on how to conquer these pressures and simply write. First published nearly twenty years ago, *Writing for Social Scientists* has become a lifesaver for writers in all fields, from beginning students to published authors. Becker’s message is clear: in order to learn how to write, take a deep breath and then begin writing. Revise. Repeat. It is not always an easy process, as Becker wryly relates. Decades of teaching, researching, and writing have given him plenty of material, and Becker neatly exposes the foibles of academia and its “publish or perish” atmosphere. Wordiness, the passive voice, inserting a “the way in which” when a simple “how” will do—all these mechanisms are a part of the social structure of academic writing. By shrugging off such impediments—or at the very least, putting them aside for a few hours—we can reform our work habits and start writing lucidly without worrying about grades, peer approval, or the “literature.” In this new edition, Becker takes account of major changes in the computer tools available to writers today, and also substantially expands his analysis of how academic institutions create problems for them. As competition in academia grows increasingly heated, *Writing for Social Scientists* will provide solace to a new generation of frazzled, would-be writers.

## **The Risks of Terrorism**

The present book describes the methodology to set up agent-based models and to study emerging patterns in complex adaptive systems resulting from multi-agent interaction. It offers the application of agent-based models in demography, social and economic sciences and environmental sciences. Examples include population dynamics, evolution of social norms, communication structures, patterns in ecosystems and socio-biology, natural resource management, spread of diseases and development processes. It presents and combines different approaches how to implement agent-based computational models and tools in an integrative manner that can be extended to other cases.

## **Bootleggers & Baptists**

Nonlinear dynamics is now recognized as playing a crucial role in a wide variety of disciplines. But what is only just beginning is the important process of cross

fertilization and transfer of knowledge and expertise from one area to another. This book is intended to promote this process which will undoubtedly contribute greatly to furthering our understanding of complex systems. Contributions are provided by leading experts from the areas of sociology, cognitive science, chemistry, physiology, ecology, economics, neural networks and physics.

## **Micromotives and Macrobehavior**

From New York Times bestselling author and economics columnist Robert Frank, bold new ideas for creating environments that promise a brighter future  
Psychologists have long understood that social environments profoundly shape our behavior, sometimes for the better, often for the worse. But social influence is a two-way street—our environments are themselves products of our behavior. Under the Influence explains how to unlock the latent power of social context. It reveals how our environments encourage smoking, bullying, tax cheating, sexual predation, problem drinking, and wasteful energy use. We are building bigger houses, driving heavier cars, and engaging in a host of other activities that threaten the planet—mainly because that's what friends and neighbors do. In the wake of the hottest years on record, only robust measures to curb greenhouse gases promise relief from more frequent and intense storms, droughts, flooding, wildfires, and famines. Robert Frank describes how the strongest predictor of our willingness to support climate-friendly policies, install solar panels, or buy an electric car is the number of people we know who have already done so. In the face of stakes that could not be higher, the book explains how we could redirect trillions of dollars annually in support of carbon-free energy sources, all without requiring painful sacrifices from anyone. Most of us would agree that we need to take responsibility for our own choices, but with more supportive social environments, each of us is more likely to make choices that benefit everyone. Under the Influence shows how.

## **Writing for Social Scientists**

In *Collective Action and Exchange: A Game-Theoretic Approach to Contemporary Political Economy*, William D. Ferguson presents a comprehensive political economy text aimed at advanced undergraduates in economics and graduate students in the social sciences. The text utilizes collective action as a unifying concept, arguing that collective-action problems lie at the foundation of market success, market failure, economic development, and the motivations for policy. Ferguson draws on information economics, social preference theory, cognition theory, institutional economics, as well as political and policy theory to develop this approach. The text uses classical, evolutionary, and epistemic game theory, along with basic social network analysis, as modeling frameworks. These models effectively bind the ideas presented, generating a coherent theoretic approach to political economy that stresses sometimes overlooked implications.

## **Arms and Influence**

Before *Freakonomics* and *The Tipping Point* there was this classic by the 2005 Nobel Laureate in Economics. "Schelling here offers an early analysis of 'tipping' in

social situations involving a large number of individuals."—official citation for the 2005 Nobel Prize *Micromotives and Macrobehavior* was originally published over twenty-five years ago, yet the stories it tells feel just as fresh today. And the subject of these stories—how small and seemingly meaningless decisions and actions by individuals often lead to significant unintended consequences for a large group—is more important than ever. In one famous example, Thomas C. Schelling shows that a slight-but-not-malicious preference to have neighbors of the same race eventually leads to completely segregated populations. The updated edition of this landmark book contains a new preface and the author's Nobel Prize acceptance speech.

### **Collective Action and Exchange**

Adam Smith and Friedrich Hayek saw the liberty principle as focal and accorded it strong presumption, but their wisdom invokes how little we can know. In *Knowledge and Coordination*, Daniel Klein re-examines the elements of economic liberalism. He interprets Hayek's notion of spontaneous order from the aestheticized perspective of a Smithian spectator, real or imagined. Klein addresses issues economists have had surrounding the notion of coordination by distinguishing the concatenate coordination of Hayek, Ronald Coase, and Michael Polanyi from the mutual coordination of Thomas Schelling and game theory. Clarifying the meaning of cooperation, he resolves debates over whether entrepreneurial innovation enhances or upsets coordination, and thus interprets entrepreneurship in terms of discovery or new knowledge. Beyond information, knowledge entails interpretation and judgment, emergent from tacit reaches of the "society of mind," itself embedded in actual society. Rejecting homo economicus in favor of the "deepself," Klein offers a distinctive formulation of knowledge economics, entailing asymmetric interpretation, judgment, entrepreneurship, error, and correction—and kinds of discovery—which all serve the cause of liberty. This richness of knowledge joins agent and analyst, and meaningful theory depends on tacit affinities between the two. *Knowledge and Coordination* highlights the recurring connections to underlying purposes and sensibilities, of analysts as well as agents. Behind economic talk of market communication and social error and correction lies Klein's Smithian allegory, with the allegorical spectator representing a conception of the social. *Knowledge and Coordination* instructs us to declare such allegory. *Knowledge and Coordination* is an authoritative take on how, by confessing the looseness of its judgments and the by-and-large status of its claims, laissez-faire liberalism makes its economic doctrines more robust and its presumption of liberty more viable.

### **Interdisciplinary Approaches to Nonlinear Complex Systems**

Nobel Prize winner Thomas Schelling taught a course in game theory and rational choice to advanced students and government officials for 45 years. In this book, Robert Dodge provides in language for a broad audience the concepts that Schelling taught. Armed with Schelling's understanding of game theory methods and his approaches to problems, the general reader can improve daily decision making.

## **Micromotives and Macrobehaviour**

Economics drives the modern world and shapes our lives, but few of us feel we have time to engage with the breadth of ideas in the subject. *50 Economics Classics* is the smart person's guide to two centuries of discussion of finance, capitalism and the global economy. From Adam Smith's *Wealth of Nations* to Thomas Piketty's bestseller *Capital in the Twenty-First Century*, here are the great reads, seminal ideas and famous texts clarified and illuminated for all.

## **Cirque Du Freak**

Analyzes the nature of international disagreements and conflict resolution in terms of game theory and non-zero-sum games.

## **Strategic Stability: Contending Interpretations (Enlarged Edition)**

Multinational corporations are not merely the problem in environmental concerns, but could also be part of the solution. The oil industry and climate change provide the clearest example of how the two are linked; what is less well-known is how the industry is responding to these concerns. This volume, available for the first time in paperback, presents a detailed study of the climate strategies of ExxonMobil, Shell and Statoil. With an innovative analytical approach, the authors explain variations at three decision-making levels: within the companies themselves, in the national home-bases of the companies, and at an international level. The analysis generates policy-relevant knowledge about whether and how corporate resistance to a viable climate policy can be overcome. The analytical approach developed by the authors is also applicable to other areas of environmental degradation where multinational corporations play a central role. The book is invaluable to students, researchers and practitioners interested in national and international environmental politics and business environmental management.

## **Agent-Based Computational Modelling**

## **The Logic of Social Action**

## **Theory and Methods of Economic Evaluation of Health Care**

*Land of the Cosmic Race* is a richly-detailed ethnographic account of the powerful role that race and color play in organizing the lives and thoughts of ordinary Mexicans. It presents a previously untold story of how individuals in contemporary urban Mexico construct their identities, attitudes, and practices in the context of a dominant national belief system. The book centers around Mexicans' engagement with three racialized pillars of Mexican national ideology - the promotion of race mixture, the assertion of an absence of racism in the country, and the marginalization of blackness in Mexico. The subjects of this book are mestizos - the mixed-race people of Mexico who are of Indigenous, African, and European

ancestry and the intended consumers of this national ideology. Land of the Cosmic Race illustrates how Mexican mestizos navigate the sea of contradictions that arise when their everyday lived experiences conflict with the national stance and how they manage these paradoxes in a way that upholds, protects, and reproduces the national ideology. Drawing on a year of participant observation, over 110 interviews, and focus-groups from Veracruz, Mexico, Christina A. Sue offers rich insight into the relationship between race-based national ideology and the attitudes and behaviors of mixed-race Mexicans. Most importantly, she theorizes as to why elite-based ideology not only survives but actually thrives within the popular understandings and discourse of those over whom it is designed to govern.

## **Meander, Spiral, Explode**

"How lovely to discover a book on the craft of writing that is also fun to read . . . Alison asserts that the best stories follow patterns in nature, and by defining these new styles she offers writers the freedom to explore but with enough guidance to thrive." —Maris Kreizman, *Vulture* A Publishers Weekly Best Book of 2019 | A Poets & Writers Best Books for Writers As Jane Alison writes in the introduction to her insightful and appealing book about the craft of writing: "For centuries there's been one path through fiction we're most likely to travel— one we're actually told to follow—and that's the dramatic arc: a situation arises, grows tense, reaches a peak, subsides . . . But something that swells and tautens until climax, then collapses? Bit masculoexual, no? So many other patterns run through nature, tracing other deep motions in life. Why not draw on them, too?" W. G. Sebald's *Emigrants* was the first novel to show Alison how forward momentum can be created by way of pattern, rather than the traditional arc--or, in nature, wave. Other writers of nonlinear prose considered in her "museum of specimens" include Nicholson Baker, Anne Carson, Marguerite Duras, Gabriel García Márquez, Jamaica Kincaid, Clarice Lispector, Susan Minot, David Mitchell, Caryl Phillips, and Mary Robison. *Meander, Spiral, Explode* is a singular and brilliant elucidation of literary strategies that also brings high spirits and wit to its original conclusions. It is a liberating manifesto that says, Let's leave the outdated modes behind and, in thinking of new modes, bring feeling back to experimentation. It will appeal to serious readers and writers alike.

## **Who Gets What -- and Why**

### **National Income Behavior**

Book 1 of The Saga of Darren ShanA New York Times Bestseller *Cirque Du Freak* is the frightening saga of a young boy whose visit to a mysterious freak show leads him on a journey into a dark world of vampires. Author Darren Shan's vivid detail and original voice will have young readers glued to their seats in terror. Filled with grotesque creatures, murderous vampires, and a petrifying ending, *Cirque Du Freak* will chill, thrill, and leave readers begging for more.

### **In Service of the Republic**

Micromotives and Macrobehavior deals with all involve systems of behavior where a person reacting, responding, and adapting to his surroundings fails to perceive, or doesn't care, how his actions combine with the actions of others to produce unanticipated results.

### **Six Degrees: The Science of a Connected Age**

Most economic evaluations of health care programmes at the moment are cost effectiveness and cost-utility analyses. The problem with these methods is that their theoretical foundations are unclear. This has led to confusion about how to define the costs and health effects and how to interpret the results of these studies. In the environmental and traffic safety fields it is instead common to carry out traditional cost-bene:fit analyses of health improving programmes. This striking difference in how health programmes are assessed in different fields was the original motivation for writing this book. The aim of the book is to try and provide a coherent framework within cost-bene:fit analysis and welfare economics for the different methods of economic evaluation in the health care field. The book is written in an easily accessible manner and several examples of applications of the different methods are provided. It is my hope that it will be useful both for teaching purposes and as a guide for practitioners in the field. Glenn C. Blomquist, John D. Graham, Rich O'Connor and four anonymous referees provided helpful comments on previous versions of the manuscript. I would also like to express my gratitude to the following persons for helping me to prepare the manuscript: Carl-Magnus Berglund, Carin Blanksvard, Ann Brown, and Ziad Obeid.

### **Choice and Consequence**

Before Freakonomics and The Tipping Point there was this classic by the 2005 Nobel Laureate in Economics. "Schelling here offers an early analysis of 'tipping' in social situations involving a large number of individuals." —official citation for the 2005 Nobel Prize Micromotives and Macrobehavior was originally published over twenty-five years ago, yet the stories it tells feel just as fresh today. And the subject of these stories—how small and seemingly meaningless decisions and actions by individuals often lead to significant unintended consequences for a large group—is more important than ever. In one famous example, Thomas C. Schelling shows that a slight-but-not-malicious preference to have neighbors of the same race eventually leads to completely segregated populations. The updated edition of this landmark book contains a new preface and the author's Nobel Prize acceptance speech.

### **How to Read Nonfiction Like a Professor**

The authors of Thinking Strategically demonstrate how to apply the principles in game theory to achieve greater personal and professional successes, drawing on a diverse array of case studies to explain how to develop a win-oriented way of seeing the world.

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