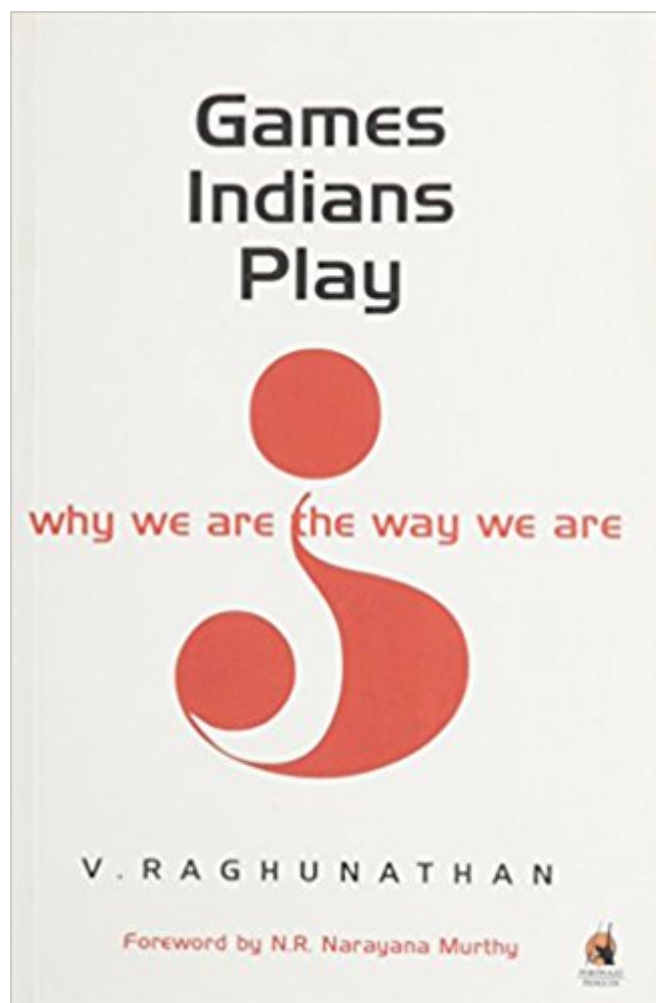


The book was found

# 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.

## Book Information

Paperback: 170 pages

Publisher: Penguin Books; 2007 edition (December 30, 2007)

Language: English

ISBN-10: 0143063111

ISBN-13: 978-0143063117

Product Dimensions: 7.7 x 5.1 x 0.5 inches

Shipping Weight: 6.4 ounces (View shipping rates and policies)

Average Customer Review: 3.6 out of 5 stars 23 customer reviews

Best Sellers Rank: #1,196,178 in Books (See Top 100 in Books) #101 in [Books > Sports & Outdoors > Other Team Sports > Cricket](#) #9648 in [Books > Politics & Social Sciences > Anthropology > Cultural](#) #12473 in [Books > Business & Money > Management & Leadership > Management](#)

## Customer Reviews

'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  $\hat{=}$   $\hat{=}$  whether businessmen, politicians, bureaucrats, or just plain us  $\hat{=}$   $\hat{=}$  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.

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.

[Download to continue reading...](#)

Games Indians Play Why We are the Way We are Family Games: Fun Games To Play With Family and Friends (Games and Fun Activities For Family Children Friends Adults and Kids To Play Indoors or Outdoors) Warriors Word Scramble: Word Scramble Games - Word Search, Word Puzzles And Word Scrambles (Word Games, Brain Games, Word Search, Word Search Games, Word ... Scramble, Word Scrabble, Unscramble Word) Hoyle's Rules of Games: The Essential Family Guide to Card Games, Board Games, Parlor Games, New Poker Variations, and More Travel Games for Adults: Coloring, Games, Puzzles and Trivia: Featuring Over 60 Activities including Group Games, Games for Two, Scavenger Hunts, ... Word Search, Word Scramble and more The Good, the Bad, & the Ugly: Cleveland Indians: Heart-Pounding, Jaw-Dropping, and Gut-Wrenching Moments from Cleveland Indians History The Good, the Bad, and the Ugly Cleveland Indians: Heart-pounding, Jaw-dropping, and Gut-Wrenching Moments from Cleveland Indians History (The Good, ... and the Ugly) (The Good, the Bad, & the Ugly) Prehistoric Games Pop-Up Board Game: 4 Games, Attached Reading Book (Pop-Up Board Games) Wee Sing Games,

Games, Games The Game Inventor's Guidebook: How to Invent and Sell Board Games, Card Games, Role-Playing Games, & Everything in Between! Harrington on Cash Games, Volume II: How to Play No-Limit Hold 'em Cash Games Free Kindle Games: How to Download, Play and Win Free Kindle Games Two Player Card Games: Learn Euchre, Gin Rummy, Whist Plus Many More (Card Games: Learn in 5 Minutes, Play For a Lifetime) Dangerous Games: What the Moral Panic over Role-Playing Games Says about Play, Religion, and Imagined Worlds Finger Play Activities: Finger Play, Instant Games and Patterns to Involve Children Ages 2-5 in Learning About God and His World How to Play the Recorder: A Basic Method for Learning to Play the Recorder and Read Music Through the Use of Folk, Classical, and Familiar Songs (Handy Guide) (How to Play Series) How to Play Banjo : A Complete Banjo Course for the Beginner That Is Easy and Fun to Play (Handy Guide) (How to Play Series) Ultimate Bass Play-Along Rush: Play Along with 6 Great Demonstration Tracks (Authentic Bass TAB), Book & CD (Ultimate Play-Along) Ultimate Guitar Play-Along Led Zeppelin, Vol 1: Play Along with 8 Great-Sounding Tracks (Authentic Guitar TAB), Book & 2 CDs (Ultimate Play-Along) Ultimate Easy Guitar Play-Along -- The Doors: Eight Songs with Full TAB, Play-Along Tracks, and Lesson Videos (Easy Guitar TAB), Book & DVD (Ultimate Easy Play-Along)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)