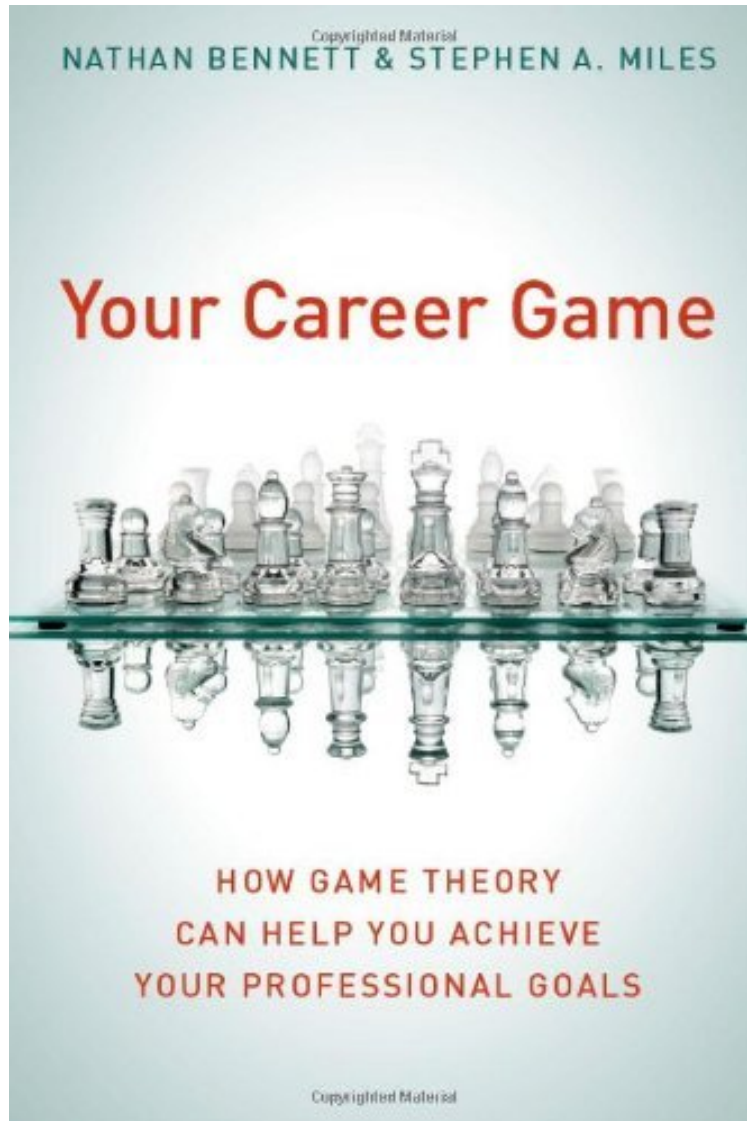


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Your Career Game: How Game Theory Can Help You Achieve Your Professional Goals

Nathan Bennett, Stephen A. Miles

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We compete for jobs and, the more desirable the job, the tougher the competition. Most people readily understand this. But, Nathan Bennett and Stephen A. Miles suggest that fewer people recognize how the pursuit of an open job can be framed as one "move" in a multifaceted game called "a career." The authors contend that individuals who quickly recognize the career game for what it is a fascinating, complex, nuanced, real-life, multiplayer maze, played in real time can develop into better players and, consequently, will have a better chance of successfully competing for the sort of positions that will help them to realize their goals. Bennett and Miles demonstrate how game theory can help readers to understand and proactively take charge of their career strategy. They first show how game theory can teach readers to manage the interdependencies and interconnectedness among coworkers, managers, and others in a manner that supports personal career efforts. Second, they show how readers can become better players. The key to learning how to play the career game is "career agility" in short, agile individuals are better game players. So, the book's suggestions for how to become more nimble are essential! In addition, the book includes conversations with a wide range of successful professionals such as Ursula Burns (Xerox), Stephen Elop (Microsoft), Marius Kloppers (BHP Billiton), Ken Frazier (Merck), and Liz McCartney (The St. Bernard Project), and discusses how their career moves demonstrate elements of a game theory approach to career management. This is a must-read strategic guide for anyone who seeks to advance their career and navigate today's job market.

"Amidst a crowded field of career guides, Bennett and Miles offer a fresh and innovative perspective on how individuals achieve career success, based solidly upon economic research. Your Career Game is written in an accessible and engaging manner and offers readers intelligent career strategies to help them compete successfully in today's dynamic career marketplace." (Monique Valcour, Professor of Management) "Bennett and Miles present a novel, interesting discussion about how one can achieve higher levels of career success by employing the key concepts of game theory . . . Recommended." (D. C. Martin CHOICE) "This pragmatic approach to understanding your career is evergreen no matter the economic conditions there will always be tough competition for the best jobs." (Ram Charan co-author of best-selling book Execution: The Discipline of Getting Things Done and author of Leadership in the Era of Uncertainty) "The game is on study these lessons and win at your career!" (Marshall Goldsmith) About the Author Nathan Bennett is the Catherine W. and Edwin A. Wahlen Professor of Management at Georgia Tech's College of Management. He is active as a consultant through his firm, Red Buoy Consulting, LLC. Stephen A. Miles is the Vice Chairman, Leadership Advisory within Heidrick Struggles' Leadership Consulting Practice. He is also a key member of Heidrick Struggles' CEO and Board Practice, and is a member of the firm's management committee.