

30% Pre-order Discount*

Go to politybooks.com and use code TEL30

polity

Institutional and Organizational Economics

A Behavioral Game Theory Introduction

Tore Ellingsen

Why do some countries succeed while others struggle? Why are some firms profitable while rivals fail? Why do some marriages thrive and others end in divorce? The questions seem unrelated, but societies, companies, and marriages have one important thing in common: They involve more than one individual. They thus face the same fundamental challenges. How can people be made to help rather than hurt each other? How can they use sacrifice, cooperation, and coercion to promote the common good?

A groundbreaking text, *Institutional and Organizational Economics* is essential reading for students and scholars of economics, political science, sociology, and public administration.

"Institutional and Organizational Economics not only provides a superb development of the ideas of organizational economics using the tools of basic game theory, but also offers fascinating connections to history, sociology and literature. A tour de force."

Oliver D. Hart, Lewis P. and Linda L. Geyser
University Professor, Harvard University

"This slim volume offers an amazing wealth of ideas about institutions and organizations. The exposition nicely combines historical and experimental evidence with clear and simple behavioral game theoretic explanations. A book to instruct and delight students and scholars alike."

Avinash Dixit, Sherrerd University Professor Emeritus, Princeton University

About the author

Tore Ellingsen is the Ragnar Söderberg Chair in Economics at the Stockholm School of Economics.

Publication details

UK: October 2023 / US: December 2023 | Paperback 978-1-5095-5900-8

£15.99 / US\$22.95 / €19.90 | 30% discount*: £11.20 / US\$16.07 / €13.93

Also available as a hardback and ebook

*promo code is valid until 05/10/2023

www.politybooks.com

Institutional and Organizational Economics

A Behavioral Game Theory Introduction

Tore Ellingsen

