



# **Symbiosis Institute of Business Management Hyderabad**



**Symbiosis International (Deemed University), Pune**



**Guest Lecture by**

**Dr. Vinay Ramani**

**Topic:- “Game Theory & Strategy”**

**February 20 & 21, 2019**

Dr. Vinay Ramani, an associate professor of economics at IIM Visakhapatnam conducted a workshop for Semester II students on the topic Game Theory and Strategy. He began with explaining the importance of decision making strategy games and how game theory is an integral part of Operations Research.



**Dr. Vinay Ramani starting the session**

### **Summary of Presentation:-**

Dr. Vinay Ramani taught students game theory concepts through games, starting from “Prisoner’s Dilemma”, zero sum game, coordination, dominated strategy, Nash equilibrium, to pure and Mixed Strategies. Dr. Vinay made the topic easy to understand by giving real life examples such as daily flight fares, advertising, mergers and acquisitions, sequential and simultaneous moves, entry deterrence, collusive practices. He kept the entire class involved with Games with different approaches. He made students to think and give their best in solving the problems and developing the strategies before showing the solution to them.

He demonstrated that the Game theory may not always be a rational one as companies can achieve a higher pay-off by incentivizing the various parameters they take into consideration.

Students have shown great interest in this topic by actively participating in the games and interacting with the guest faculty. The session gave the students several insights and helped them in understanding the competition and strategies to compete in the market.



**Felicitaton to Dr. Vinay Ramani by Dr. V K Satya Prasad**

**Dr. Mohammed Laeequddin**  
Associate Professor

**Dr. K P Venugopala Rao**  
Dy. Director

**Dr. Ravi Kumar Jain**  
Director