



**Academia de Studii Economice**  
**Departamentul de Informatică și Cibernetică Economică**

Calea Dorobanți, 15-17, Sector 1, București, 010552 (camera 2314)

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**Contest topics for University Professor,  
position 26, semester 2, year 2022-2023**

**Disciplines: Games Theory**

**Games Theory**

1. History and basic elements of game theory
2. Static games in complete information: Cournot duopoly, Bertrand Duopoly, Inspection game
3. Static games in complete information: Nash equilibrium, multiple equilibria, uniqueness conditions
4. Static games in complete information: normal form games, pure and mixed strategies, dominated strategies elimination algorithm, mixed strategies equilibrium
5. Dynamic games in complete information: infinite repeated games, folk theorem, Benoit-Krishna theorem.
6. Dynamic games in complete information. Pirate game, normal form of extensive form game, pure and mixed strategies equivalence
7. Dynamic games in complete information. Extensive form, backward induction algorithm, pure and mixed strategies in dynamic games.
8. Static games in incomplete information. Design mechanisms and revelation principle.
9. Static games in incomplete information. First price auctions, free rider problem, individual rationality and incentive compatibility conditions.
10. Static games in incomplete information. Description, Bayesian equilibrium, Harsanyi approach, economic applications.
11. Negotiations practice. Typology, cooperative negotiations, rational negotiations and conflict negotiations
12. Communication in negotiations. Communication barrier, verbal communication, nonverbal communication, paraverbal communication.
13. Negotiations tactics and techniques
14. Negotiations management. Negotiation team, international negotiation styles, extended negotiations

**Bibliography:**

1. Gibbons, R., Game Theory for Applied Economists, Princeton Univ. Press., New Jersey, 1992, Statele Unite ale Americii
2. Roman, M, Marin, D., Stancu , S., Teoria Jocurilor pentru economisti, ASE, Bucuresti, 2005, România



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3. Roman, M., Jocuri si negocieri, AISTEDA, Bucuresti, 2000, [www.asecib.ase.ro](http://www.asecib.ase.ro), România
4. Manafi, I, Roman M.D., Teoria jocurilor. Teorie si aplicatii, ASE, Bucuresti, 2016, România
5. Roman, M, Marin, D., Stancu , S., Teoria Jocurilor pentru economisti, ASE, Bucuresti, 2005, România