

Course title	Strategic Management II			
Course code	MGMT321			
Course type	Theoretical, Elective Course Group A			
Level	Undergraduate			
Year / Semester	Year 3 Semester 5			
Teacher's name	Dr. Achilleas Karayiannis			
ECTS	8	Lectures / week	4	Laboratories / week
Course purpose and objectives	The course is an interaction of game theory, economics and business strategic management. It mainly focuses on the study of situations in which two or more decision-makers (e.g., individuals, firms, political parties, etc) interact in a strategic manner. Understanding strategic situations that involve conflict and/or cooperation has proven critical in many areas of economics, business, political science, sports, law and other areas. The emphasis is to provide the fundamental thinking of good strategic making in these situations.			
Learning outcomes	<p>After the completion of the course students are expected to:</p> <ul style="list-style-type: none"> • Be able to explain core elements of Game Theory. • Be able to define and apply key concepts in decision analysis and game theory • Be able to analyse business strategies with respect to competition and information 			
Prerequisites	MGMT112 Introduction to Business & Management MGMG212 Strategic Management I	Required	None	
Course content	<ul style="list-style-type: none"> • Basic concepts of game theory: Classification and description of games, Definition of a game, Types of games, Solution of a game • Static non-cooperative games: Finite games in normal form • Dynamic games with perfect and imperfect information: Finite game in extensive form, Subgame, Subgame perfect Nash equilibrium, Information sets, Games with imperfect information • Repeated games: Games repeated finitely, Games repeated infinitely, Discounting • Cooperative games: Cooperative game, Coalition, Coalition value function, Symmetric players • Strategic Decision Making: Decision Hierarchy, Strategic Decision Trees • Uncertainty and Risk 			

Teaching methodology	<p>The course content will be taught using:</p> <ul style="list-style-type: none"> • Power Point presentations • Guided discussions with the active participation of students • Examples and case studies that relate to the content of the course • Question and answer section • Use of internet and related IT infrastructure • Use of video projector and whiteboard • Assignment
Bibliography	<p>Greek Bibliography</p> <ul style="list-style-type: none"> • Σταματόπουλος, Γ., 2015. Θεωρία παιγνίων. [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. ISBN: 978-960-603-349-0. Διαθέσιμο στο: http://hdl.handle.net/11419/3007 <p>English Bibliography</p> <ul style="list-style-type: none"> • KristianJ. Robert J. Anne S. (2016),Uncertainty and Strategic Decision Making. [Bingley]: Emerald Group Publishing Limited,ISBN 9781786351708. EBSCOhost • Dunne, P.(2000) Directors' dilemmas: Tales from the frontline. Kogan Page, ISBN: 0-7494-3043-5
Assessment	<ul style="list-style-type: none"> • Attendance and Class Participation: 10% • Assignment⁵: 60% • Assignment Presentation: 30%
Language	<p>English or Greek</p>

⁵ The assignment concerns the strategic decision making of organisations as it regards the game theory, written according to relevant guidelines, using a minimum 1.500 words.