



Game Theory Masterclass

17 – 19 August 2025

Kuala Lumpur

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This masterclass is designed to strengthen strategic thinking by introducing a game theory mindset for managerial decision-making. Participants will learn how interdependence, incentives, and strategic choices shape business outcomes, and how rational decisions can sometimes lead to suboptimal results. The program equips participants with practical tools to anticipate behavior, manage competition, and make more informed strategic decisions.

Overview

The program provides a practical introduction to game theory and its application in business and leadership contexts. Participants will explore the differences between strategic, tactical, and operational decisions, and learn how business problems can be analyzed as games involving players, strategies, incentives, and outcomes. Key concepts such as game classification, payoffs, Nash Equilibrium, competition, negotiation, and cooperation are explained through real-world business examples. The course emphasizes practical application, enabling participants to apply game theory frameworks to competitive strategy, negotiations, partnerships, and internal decision-making.

Who should attend

All individuals who want to improve their knowledge and further develop their professional skills in the private equity space

- Business leaders, managers, and strategy professionals
- Project and functional managers
- Professionals involved in negotiation, competition, and partnerships
- Risk, governance, and decision-making roles

Methodology

An interactive, business-focused approach including:

- Practical explanations and real-world examples
- Scenario-based discussions and simple game models
- Group discussions and final business case or simulation

Trainer

The program is delivered by an experienced business and strategy practitioner with extensive exposure to managerial decision-making, competitive strategy, and negotiation across multiple industries. The trainer has advised and worked closely with senior leaders on strategic planning, market competition, pricing decisions, negotiations, and partnership structures. With a strong focus on practical application, the trainer translates complex game theory concepts into clear, intuitive frameworks that managers can readily apply in real business situations. The training approach is highly interactive and case-driven, drawing on real-world business dilemmas to help participants develop sharper strategic judgment, avoid common managerial blind spots, and make more disciplined, forward-looking decisions in complex and uncertain environments.

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Course Content

Module – 1

Strategic Thinking & the Game Theory Mindset

- What is Game Theory in business
- Strategic vs. tactical vs. operational decisions
- Players, strategies, incentives, and outcomes
- Common managerial blind spots

Module – 2

Understanding Business Games Keywords

- Cooperative vs. non-cooperative games
- One-time vs. repeated interactions
- Zero-sum vs. win-win games
- Simultaneous vs. sequential decisions
- Mapping business problems into games

Module – 3

Payoffs, Incentives & Strategic Choices

- Cooperative vs. non-cooperative games
- One-time vs. repeated interactions
- Zero-sum vs. win-win games
- Simultaneous vs. sequential decisions
- Mapping business problems into games

Module – 4

Nash Equilibrium & Business Stability

- Nash Equilibrium explained
- Rational players and poor outcomes
- Prisoner's Dilemma in business
- Price wars and margin erosion
- When stability is harmful

Module – 5

Competitive Strategy & Market Games

- First-mover vs. second-mover advantage
- Entry deterrence strategies
- Signaling and strategic commitments
- Capacity, pricing, and investment games
- Anticipating competitor responses

Module – 6

Negotiation & Bargaining Games

- Bargaining power and leverage
- Information asymmetry
- Credible threats and commitments
- Win-lose vs. win-win negotiations
- Multi-party and internal negotiations

Module – 7

Cooperation, Trust & Repeated Interactions

- Repeated games and reputation effects
- Trust-building vs. punishment strategies
- Cooperation under competition
- Strategic alliances and partnerships
- Managing internal team dynamics

Module – 8

Applying Game Theory in Managerial Decision-Making

- Practical decision-making checklist
- When to avoid game theory
- Behavioural limitations and ethics
- Using game theory in leadership and governance
- Final business simulation or case discussion



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DELEGATES' REGISTRATION FORM

Course Fees		
(Fees per participant)	Single	Group**
Normal fees	SGD 2,699	SGD 2,599
Early bird price*	SGD 2,499	SGD 2,399

*Payment 30 days before commencement of course

**Minimum of 3 participants

The course fee includes

- 3 days of dedicated expert training
- Lunch and refreshments
- Copies of important course material

Venue Details

- All our training sessions are held in suitable locations, assuring a high level of comfort and a conducive learning environment.
- Due to variation in number of participants, final venue details will be mailed 14 days before the course commences.
- Registration : 8:30 am
- Session timings: 9:00 am to 5:00 pm
- **Disclaimer:** Riverstone SG reserves the right to change the venue or postpone the course due to unforeseen circumstances.

Company Information

Company Name : _____

Address : _____

Contact person : _____

Designation : _____

Email : _____

Phone : _____

Delegate Information

Name (1) : _____

Designation : _____

Email : _____

Phone : _____

Name (2) : _____

Designation : _____

Email : _____

Phone : _____

Payment Terms

- Full payment is required for seat confirmation.
- Make a crossed cheque or bank draft payable to **Riverstone SG Pte Ltd.**
- Mail your payment with this registration form to **Level 20, Tower 2, One Raffles Place, Singapore 048616.**
- Alternatively, you can do a bank transfer to Standard Chartered Bank Account no: 0105663336 (Bank no: 9496); Swiftcode: SCBLSG22.

Cancellation Policy

- If you are unable to attend, a replacement delegate is always welcome.
- Any cancellation must be made in writing to Riverstone Training atleast 14 days before the event date. A full refund, less an administration fee of SGD 150, will be given.
- For written cancellations received less than 14 days before the event date, no refunds will be given. However, you will receive a 100% credit voucher that can be applied towards any of our subsequent training courses within six months of the initial registration.

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For in-house training on the same course or customized course, please contact us through

Email : register@riverstonetraining.com.sg
or
Phone : +65 9730 4250