



# For the Win: How Game Thinking Can Revolutionize Your Business

By Kevin Werbach, Dan Hunter

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Millions flock to their computers, consoles, mobile phones, tablets, and social networks each day to play World of Warcraft, Farmville, Scrabble, and countless other games, generating billions in sales each year. The careful and skillful construction of these games is built on decades of research into human motivation and psychology: A well-designed game goes right to the motivational heart of the human psyche.

In *For the Win*, authors Kevin Werbach and Dan Hunter argue persuasively that gamemakers need not be the only ones benefiting from game design. Werbach and Hunter are lawyers and World of Warcraft players who created the world's first course on gamification at the Wharton School. In their book, they reveal how game thinking—addressing problems like a game designer—can motivate employees and customers and create engaging experiences that can transform your business.

*For the Win* reveals how a wide range of companies are successfully using game thinking. It also offers an explanation of when gamifying makes the most sense and a 6-step framework for using games for marketing, productivity enhancement, innovation, employee motivation, customer engagement, and more.

In this illuminating guide, Werbach and Hunter reveal how game thinking can yield winning solutions to real-world business problems. Let the games begin!

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**Bibliography**

- Sales Rank: #302630 in Books
- Brand: Brand: Wharton Digital Press
- Published on: 2012-10-30
- Released on: 2012-10-30
- Original language: English
- Number of items: 1
- Dimensions: 8.50" h x .37" w x 5.50" l, .45 pounds
- Binding: Paperback
- 148 pages

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