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CHOOSING THE RIGHT POND

HUMAN
BEHAVIOR
AND THE
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Choosing The Right Pond Human Behavior And The Quest For Status

Bruce P. Rittenhouse



Choosing The Right Pond Human Behavior And The Quest For Status:

Choosing the Right Pond Robert H. Frank, 1985 Is money the major factor in shaping the marketplace Is salary the prime consideration in job satisfaction Not necessarily according to Robert Frank Economists Frank charges have refused to treat people as people and consequently they have painted a distorted picture of the marketplace Economists have too often neglected fundamental elements of human nature and therefore have failed to ask many obviously important questions and have offered wrong or at best misleading answers to the questions they do ask This challenging and provocative book offers an alternative to the prevailing view of human beings as economic automatons Individual desires notably the quest for status profoundly affect the marketplace Status concerns play dominant roles in many of the most important private transactions and underlie much of the regulatory apparatus we observe in the modern welfare state Frank writes The book offers a radical reinterpretation of what private markets can and cannot do and suggests new ways of looking at familiar regulations and social programs Many of the issues discussed touch directly upon the strongest concerns we feel as human beings struggling to define our roles and affirm our importance in the world around us About the Author Robert H Frank is Associate Professor of Economics at Cornell University He is the co author with Richard Freeman of *The Distributional Consequences of Direct Foreign Investment* Choosing the Right Pond Robert H. Frank, 1986 **Choosing the Right Pond** Robert H.

Frank, 1985 Is it better to be a big frog in a small pond or a small frog in a big pond Here economist Robert H Frank argues that concerns about status permeate and profoundly alter a broad range of human behavior He shows how status considerations affect the salaries people earn the way they spend them and even many of the laws regulations and cultural norms they adopt Provocative and insightful this book is sure to spark widespread and lively debate in classrooms and boardrooms alike *The Handbook of Experimental Economics, Volume 2* John H. Kagel, Alvin E. Roth, 2016-10-04 An indispensable survey of new developments and results in experimental economics When *The Handbook of Experimental Economics* first came out in 1995 the notion of economists conducting lab experiments to generate data was relatively new Since then the field has exploded This second volume of the Handbook covers some of the most exciting new growth areas in experimental economics presents the latest results and experimental methods and identifies promising new directions for future research Featuring contributions by leading practitioners the Handbook describes experiments in macroeconomics charitable giving neuroeconomics other regarding preferences market design political economy subject population effects gender effects auctions and learning and the economics of small decisions Contributors focus on key developments and report on experiments highlighting the dialogue between experimenters and theorists While most of the experiments consist of laboratory studies the book also includes several chapters that report extensively on field experiments related to the subject area studied Covers exciting new growth areas in experimental economics Features contributions by leading experts Describes experiments in macroeconomics charitable giving neuroeconomics market design political economy gender effects

auctions and more Highlights the dialogue by experimenters with theorists and each other Includes several chapters covering field experiments related to the subject area studied

The Hypocrisy Trap Michael Hallsworth, 2025-10-14 How our desire to stamp out hypocrisy is backfiring and how learning to target our criticisms better can improve our politics business and personal relationships In our increasingly distrusting and polarized nations accusations of hypocrisy are everywhere But the strange truth is that our attempts to stamp out hypocrisy often backfire creating what Michael Hallsworth calls The Hypocrisy Trap In this groundbreaking book he shows how our relentless drive to expose inconsistency between words and deeds can actually breed more hypocrisy or worse cynicism that corrodes democracy itself Through engaging stories and original research Hallsworth shows that not all hypocrisy is equal While some forms genuinely destroy trust and create harm others reflect the inevitable compromises of human nature and complex societies The Hypocrisy Trap offers practical solutions ways to increase our own consistency navigate accusations wisely and change how we judge others actions Hallsworth shows vividly that we can improve our politics businesses and personal relationships if we rethink hypocrisy soon

US Foreign Policy in the Post-Cold War Era T. Onea, 2013-10-17 Why has the US proven unable to enact a foreign policy of restraint in the post Cold War era For all but a brief period in the 1990s US foreign policy is marked by an assertive appearance despite relative hegemony This book examines the causes and impact of US foreign policy measuring its successes pitfalls and what the future has in store

Communal Functions of Social Comparison Zlatan Križan, Frederick X. Gibbons, 2014-03-21 The extent to which we see ourselves as similar or different from others in our lives plays a key role in getting along and participating in social life This volume identifies research relevant to such communal functions of social comparisons and summarizes and organizes this research within a single coherent conceptual framework The volume provides an important addition to current thinking about social comparison which has often neglected communal and affiliative functions Whereas human desire to compare with others has traditionally been viewed as motivated by self centered needs such as self evaluation self enhancement and self improvement this book presents an eclectic cross section of research that illuminates connective cooperative and participatory functions of social comparisons In this vein the book aims both to expose research on currently neglected functions of social comparisons and to motivate a broader theoretical integration of social comparison processes

Likeable Badass Alison Fragale, PhD, 2025-09-16 NATIONAL BESTSELLER Behavioral scientist Alison Fragale offers powerful new insights and a practical playbook for women to advance in any workplace full of tips tricks and strategies to help secure that elusive corner office Over decades of research speaking engagements and mentorship psychologist and professor Alison Fragale encountered recurring questions from high powered and early career women alike How do women thread the needle of kindness and competence in the workplace How can women earn credit for their accomplishments negotiate better and navigate complex office politics without losing the goodwill of their peers Fragale investigated and determined that many women s workplace issues boil down to what

psychologists call status the perception of them by others No amount of power no degree title or paycheck will raise a woman's workplace stature unless it also affects how others see her Acknowledging this roadblock Fragale pulls back the curtain on how we can change how others see us by developing our standing as a likeable badass By cultivating perceptions of warmth and assertiveness women can achieve the kind of reputation that leads to a seat at the table and a fulfilling career path Likeable Badass is equal parts behavioral science and life hacks weaving together rigorous research with actionable advice and impactful stories from a diverse array of women This is a warm heartening book written for women their allies and anyone who struggles to rise and wants evidence based practical strategies for success served with a side of inspiration and humor

The Darwin Economy Robert H. Frank, 2012-09-16 What Charles Darwin can teach us about building a fairer society Who was the greater economist Adam Smith or Charles Darwin The question seems absurd Darwin after all was a naturalist not an economist But Robert Frank New York Times economics columnist and best selling author of *The Economic Naturalist* predicts that within the next century Darwin will unseat Smith as the intellectual founder of economics The reason Frank argues is that Darwin's understanding of competition describes economic reality far more accurately than Smith's And the consequences of this fact are profound Indeed the failure to recognize that we live in Darwin's world rather than Smith's is putting us all at risk by preventing us from seeing that competition alone will not solve our problems Smith's theory of the invisible hand which says that competition channels self interest for the common good is probably the most widely cited argument today in favor of unbridled competition and against regulation taxation and even government itself But what if Smith's idea was almost an exception to the general rule of competition That's what Frank argues resting his case on Darwin's insight that individual and group interests often diverge sharply Far from creating a perfect world economic competition often leads to arms races encouraging behaviors that not only cause enormous harm to the group but also provide no lasting advantages for individuals since any gains tend to be relative and mutually offsetting The good news is that we have the ability to tame the Darwin economy The best solution is not to prohibit harmful behaviors but to tax them By doing so we could make the economic pie larger eliminate government debt and provide better public services all without requiring painful sacrifices from anyone That's a bold claim Frank concedes but it follows directly from logic and evidence that most people already accept In a new afterword Frank further explores how the themes of inequality and competition are driving today's public debate on how much government we need

Choosing an Identity Sun-Ki Chai, 2001-08-30 DIV Challenges the conventional rational choice approaches with one that allows for cultural diversity and change div

European Union Foreign and Security Policy Roland Dannreuther, 2004-07-31 The end of the Cold War presented a major challenge to Western Europe and to the European Union It led not only to a whole new set of countries seeking to join the EU but also to a strong demand for a more intensive EU engagement in the broader regional context This book assesses whether the EU has successfully faced up to this challenge and has adapted its policies towards its immediate neighbourhood in a coherent and

strategic manner This volume examines EU policy from all its major regional dimensions including assessments of the enlargement process to East Central Europe the increasing engagement of the EU in conflict resolution most notably in the Balkans but also in the Arab Israeli conflict policies towards the countries of the former Soviet Union such as Russia Ukraine and the Caucasus the complexities of EU policy towards Turkey and the Middle East the transatlantic dimensions of the EU's neighbourhood policies

Shopping for Meaningful Lives Bruce P. Rittenhouse, 2013-03-27 Consumerism is a problem It deforms individual character our sense of obligation to one another and our concern for future generations and the environment Even in the aftermath of the worst economic downturn in seventy years it remains a defining feature of Western cultures But beyond this assessment neither Christian theologians and ethicists nor secular economists and sociologists have understood what drives consumerism or what can be done to counteract it This is the problem that Bruce P Rittenhouse solves in *Shopping for Meaningful Lives* Dr Rittenhouse analyzes economic sociological and psychological evidence to prove that consumers behave differently than the current theories predict Dr Rittenhouse shows that consumerism functions as a religion It provides a means of assurance that an individual life is meaningful Because we need this assurance to live out our everyday lives consumerism takes precedence over whatever other values a person professes unless a person can adopt a different way to secure the meaning of his or her life This interpretation explains how consumers actually behave From the perspective of Christian theology consumerism is a wrong answer to a problem of human existence that should be answered by faith in Christ

Intersubjectivity in Economics Edward Fullbrook, 2003-09-02 Traditional economics treats the defining subjective properties of economic agents tastes preferences demands goals and perceptions as if they are determined independently of individual and collective relations with other agents This collection of essays reflects the increasingly common view that economics cannot continue to disregard all economic phenomena inconsistent with this conception The volume is especially concerned with the idea of intersubjective influences on market outcomes A team of expert international contributors have been brought together to address the question of intersubjectivity from a variety of perspectives Using methods of description and analysis they explore the structures and effects of concrete interdependencies between individual subjectivities engaged in economic activity and develop conceptual and analytical tools for this task Many of the essays are interdisciplinary in scope and in addition to economics the book should provide valuable lessons in psychology sociology social theory philosophy political science and history

I-deals Denise Rousseau, 2015-02-12 Employees with valuable skills and a sense of their own worth can make their jobs pay perks and career opportunities different from those of their coworkers in subtle and not so subtle ways Work at home arrangements flexible hours special projects personally negotiated arrangements like these can be a valuable source of flexibility and personal satisfaction but at the risk of creating inequality and resentment by other employees This book shows how such individual arrangements can be made fair and acceptable to coworkers and beneficial to both the employee and the employer Written by the world's leading

expert on the subject I deals Idiosyncratic Deals Employees Bargain for Themselves challenges traditional notions that standardization is the way to create workplace justice The book is filled with real examples cases and supporting data It expands conventional ideas of workplace fairness provides details on the power that workers influence over their employment conditions and spells out how employees and employers can channel this influence into mutually beneficial innovations The book is must reading for students and scholars in the fields of human resource management and organizational behavior and for managers and employees everywhere Handbook of Research on Negotiation Mara Olekalns,Wendi L. Adair,2013-01-01 This Handbook combines a review of negotiation research with state of the art commentary on the future of negotiation theory and research Leading international scholars give insight into both the factors known to shape negotiation and the questions that we need to answer as we strive to deepen our understanding of the negotiation process This Handbook provides analyses of the negotiation process from four distinct perspectives negotiators cognition and emotion social processes and social inferences communication processes and complex negotiations covering trade peace environment and crisis negotiations Providing an introduction to key topics in negotiation written by leading researchers in the field the book will prove insightful for undergraduate students It also incorporates an excellent summary of past research as well as highlights new directions negotiation research might take which will be valuable for postgraduate students and academics wishing to expand their knowledge on the subject *Behavioural Public Policy* Adam Oliver,2013-10-24 In this accessible collection leading academic economists psychologists and philosophers apply behavioural economic findings to practical policy concerns **Foundations of Economic Evolution** Carsten Herrmann-Pillath,2013-01-01 This book is an ambitious intellectual enterprise to build a naturalistic foundation for economics with amazingly vast knowledge of physical biological social sciences and philosophy Readers will discover that approaches and insights emergent in institutional studies social neuroscience network theory ecological economics bio culture dualistic evolution etc are persuasively placed in a grand unified frame It is written in a good Hayekian tradition I recommend this book particularly to young readers who aspire to go beyond a narrowly specified discipline in the age of expanding communicability of knowledge and ideas Masahiko Aoki Stanford University US Carsten Herrmann Pillath s new book is an in depth application of natural philosophy to economics that draws up an entirely new framework for economic analysis It offers path breaking insights on the interactions between human economic activity and nature and outlines a convincing solution to the long standing reductionism controversy A must read for everyone interested in the philosophical underpinnings of economics as a science Ulrich Witt Max Planck Institute of Economics Jena Germany Big picture philosophy of economics drifted into a dull cul de sac as it became obsessively focused on falsifiability and rationality In this book Carsten Herrmann Pilath pushes the field back onto the open highway by locating economics in the larger frameworks of metaphysics evolutionary dynamics and information theory This is large scale ambitious synthesis of ideas of the kind we

expect from time to time to see devoted to physics and biology Why should economics merit anything less But of course this kind of intellectual tapestry must await the appearance of an unusually devoted scholar with special patience and eccentric independence from the pressure for quick returns that characterizes academic life In the person of Hermann Pilath this scholar has appeared No one who wants to examine economics whole and in its richest context should miss his virtuoso performance in this book Don Ross University of Cape Town South Africa and Georgia State University US Herrmann Pillath's work attempts to bring to bear upon the discipline of economics perspectives from other discourses which have been burgeoning recently namely thermodynamics evolutionary biology and semiotics aiming at a consilience contextualized by economic activity and problems This marks the work as a contemporary example of natural philosophy which is now at the doorstep of a revival The overall perspective is that human economic activity is an aspect of the ecology of the earth's surface viewing it as an evolving physical system mediated through distributed mentality as expressed in technology evolution Knowledge is taken to be physical with a performative function as in Peirce's pragmatism Thus the social meanings of expectations prices and credit are found to be rooted in energy flows The work draws its foundation from Hegel and C S Peirce and its immediate guidance from Hayek Veblen and Georescu Roegen The author generates an energetic theory of economic growth guided by Odum's maximum power principle Economic discourse itself is reworked in the final chapter in light of the examinations of the previous chapters naturalizing economics within an extremely powerful contemporary framework Stanley N Salthe Binghamton University US An Oscar winning performance in the theatre of consilience It's hard to know which to praise first Carsten Herrmann Pillath's humility or his ambition He says his book is not a great intellectual feat because he pursues the humble task of putting together the ideas of others When he finally gets to economics he tries to be as simple as possible and to conceive of economics in terms of the basics at undergraduate level so to say On the other hand the scale of his ambition is to rethink the foundations of economics from first principles while at the same time holding a running dialogue between contemporary sciences and classic philosophy He's much too modest of course because Foundations is a major achievement but his modesty points to what makes it such a powerful treatise the book is not about his preferences or prejudices it is a scientific approach that aims at establishing truthful propositions about reality That is much harder to achieve than grand theories or complicated mathematics because it amounts to a new modern synthesis of the field an achievement on a par with Julian Huxley's whose own modern synthesis of evolutionary theories in the 1940s allowed for the explosive growth of the biosciences over the next decades The structure of the book is simple enough providing a framework for the naturalistic turn in economics Starting from material existence causation and evolution Herrmann Pillath takes us through four fundamental concepts individuals networks institutions and technology before coming finally to the realm of economics proper i.e. markets However Herrmann Pillath believes that the foundations of economics cannot be found within economics but only in dialogue with other sciences or what he calls the theatre of

consilience It s a theatre in which various characters come and go where dialogue ebbs and flows conflicts arise and are resolved and where individual actions can be seen as concepts as leading to higher levels of meaning as the plot unfolds The magic of theatre of course is that the point of intelligibility where the characters actions and narrative resolve into meaningfulness is projected out of the drama itself into the spectator That s you dear reader So it is with economics as a discipline Economics is a player in a much larger performance about what constitutes knowledge and how we know that It is also a player in the economy it seeks to explain To understand why money firms growth prices markets and other staples of economic thought emerge and function the way they do it is necessary situate the analysis beyond economics and the economy and to engage with developments across the human evolutionary and complexity sciences This is what Herrmann Pillath does analyzing a breathtaking range of illuminating and sometimes challenging work along the way We are treated to new ideas about the externalized brain the evolution of knowledge in the Earth System i e not just among humans the role of signs and performativity in these processes as well as that of energetic transformations But Herrmann Pillath is not satisfied with the modest task of bringing the best of modern scientific thought to bear on economic concepts and performances he really does harbor a deeper purpose The clue is in his apparently quixotic desire to hang on to philosophical insights associated with pre evolutionary thinkers like Aristotle and Hegel and his apparently eccentric desire to place the semiotic philosophy of C S Pierce at center stage But the patient observer will see that he is not seeking to change the facts by imposing idealist notions on them after the event Instead he is arguing for a change in the way we perform ourselves in the face of these facts He is looking for a modern day equivalent of Confucius or Socrates one who can imagine values and beliefs that define the human species in a new way For those who have eyes to see as the drama unfolds it may be that we have found such a figure in Carsten Herrmann Pillath himself modesty ambition and all This is Cultural Science as it should be done John Hartley Curtin University Australia and Cardiff University UK

Mergers and Acquisitions Jeffrey Krug, 2009-12-01 This book provides executives with an in depth look at the consequences of M As for acquired top management teams It examines M As as a corporate growth strategy the importance of top management teams to a firm s long term performance the reasons why executives depart after an acquisition and the effects of these departures on target company performance

OverSuccess Jim Rubens, James M. Rubens, 2008 Why are one in three American adults pervasively dissatisfied with their lives Why is major depression seven times more likely among those born after 1970 than their grandparents Why are one in four of us addicted to at least one substance or behavior Why is America drowning in record personal and public debt Why did over 100 000 people humiliate themselves this year auditioning for Fox s American Idol Why are 80 percent of women unhappy with their bodies What is it about contemporary America that connects the swelling incidence of depression behavioral addictions eating disorders debt materialism sleep deprivation family breakdown rudeness fame fixation ethical collapse mistrust and monstrous acts of personal violence Drawing from emerging science in

several fields and insights about our transformed social lives Rubens explains how genes commercial culture and global hyper competition have locked tens of millions of Americans into an unwinnable success benchmarks race and unleashed an epidemic of status defeat OverSuccess shows how and why the resulting social and psychological pathologies are different for baby boomers men and women Offering hope for our future Rubens outlines 20 ways that individuals businesses and voluntary organizations can satisfy the American drive for recognition and personal achievement without the toxic burdens of OverSuccess These cures range from holding the door for strangers and somatic cell gene therapy to responsible displays of wealth and building village scale social and business organizations

Envy in Politics Gwyneth H. McClendon, 2018-04-10

How envy spite and the pursuit of admiration influence politics Why do governments underspend on policies that would make their constituents better off Why do people participate in contentious politics when they could reap benefits if they were to abstain In Envy in Politics Gwyneth McClendon contends that if we want to understand these and other forms of puzzling political behavior we should pay attention to envy spite and the pursuit of admiration all manifestations of our desire to maintain or enhance our status within groups Drawing together insights from political philosophy behavioral economics psychology and anthropology McClendon explores how and under what conditions status motivations influence politics Through surveys case studies interviews and an experiment McClendon argues that when concerns about in group status are unmanaged by social conventions or are explicitly primed by elites status motivations can become drivers of public opinion and political participation McClendon focuses on the United States and South Africa two countries that provide tough tests for her arguments while also demonstrating that the arguments apply in different contexts From debates over redistribution to the mobilization of collective action Envy in Politics presents the first theoretical and empirical investigation of the connection between status motivations and political behavior

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