Incentives: Motivation and the Economics of Information

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Incentives-Donald E. Campbell 2006-05-01 This book, first published in 2006, examines the incentives at work in a wide range of institutions to see how and how well coordination is achieved by informing and motivating individual decision makers. The book examines the performance of agents hired to carry out specific tasks, from taxi drivers to CEOs. It investigates the performance of institutions, from voting schemes to kidney transplants, to see if they enhance general well being. The book examines a broad range of market transactions, from auctions to labor markets, to the entire economy. The analysis is conducted using specific worked examples, lucid general theory, and illustrations drawn from news stories. Of the seventy different topics and sections, only twelve require a knowledge of calculus. The second edition offers new chapters on auctions, matching and assignment problems, and corporate governance. Boxed examples are used to highlight points of theory and are separated from the main text.

Incentives-Donald Edward Campbell 2018-02-22 When incentives work well, individuals prosper. When incentives are poor, the pursuit of self-interest is self-defeating. This book is wholly devoted to the topical subject of incentives from individual, collective, and institutional standpoints. This third edition is fully updated and expanded, including a new section on the 2007-08 financial crisis and a new chapter on networks as well as specific applications of school placement for students, search engine ad auctions, pollution permits, and more. Using worked examples and lucid general theory in its analysis, and seasoned with references to current and past events, Incentives: Motivation and the Economics of Information examines: the performance of agents hired to carry out specific tasks, from taxi drivers to CEOs; the performance of institutions, from voting schemes to medical panels deciding who gets kidney transplants; a wide range of market transactions, from auctions to labor markets to the entire economy. Suitable for advanced undergraduate and graduate students studying incentives as part of courses in microeconomics, economic theory, managerial economics, political economy, and related areas of social science.
the entire economy. Suitable for advanced undergraduate and graduate students studying incentives as part of courses in microeconomics, economic theory, managerial economics, political economy, and related areas of social science.

**Incentives and Performance** - Isabell M. Welpe 2014-11-07 This book contributes to the current discussion in society, politics and higher education on innovation capacity and the financial and non-financial incentives for researchers. The expert contributions in the book deal with implementation of incentive systems at higher education institutions in order to foster innovation. On the other hand, the book also discusses the extent to which governance structures from economy can be transferred to universities and how scientific performance can be measured and evaluated. This book is essential for decision-makers in knowledge-intensive organizations and higher-educational institutions dealing with the topic of performance management.

**The Moral Economy** - Samuel Bowles 2016-05-28 Should the idea of economic man—the amoral and self-interested Homo economicus—determine how we expect people to respond to monetary rewards, punishments, and other incentives? Samuel Bowles answers with a resounding “no.” Policies that follow from this paradigm, he shows, may “crowd out” ethical and generous motives and thus backfire. But incentives per se are not really the culprit. Bowles shows that crowding out occurs when the message conveyed by fines and rewards is that self-interest is expected, that the employer thinks the workforce is lazy, or that the citizen cannot otherwise be trusted to contribute to the public good. Using historical and recent case studies as well as behavioral experiments, Bowles shows how well-designed incentives can crowd in the civic motives on which good governance depends.

**The Economic Psychology of Incentives** - Alexander Pepper 2015-06-30 The intellectual underpinning of much contemporary executive pay practice is to be found in agency theory, made famous by various scholars in the 1970s. Yet standard agency theory has been found wanting in various respects and has been criticised for supporting pay practices which may have contributed to the financial crisis. The Economic Psychology of Incentives proposes a revised theory of agency, drawing on ideas from behavioural economics and built on more robust assumptions about human behaviour than the standard principal-agent model. Incorporating evidence from a unique empirical study of executives from around the world, the book explains the mechanisms which link the performance of an individual senior executive, the performance of other executives who are part of the same top-management team, and corporate performance. The book proposes new design principles for executive pay, but also explains the difficulties in changing current executive pay practices.

**The Oxford Handbook of Work Engagement, Motivation, and Self-Determination Theory** - Marylene Gagne PhD 2014-06-09 Self-determination theory is a theory of human motivation that is being increasingly used by organizations to make strategic HR decisions and train managers. It argues for a focus on the quality of workers’ motivation over quantity. Motivation that is based on meaning and interest is showed to be superior to motivation that is based on pressure and rewards. Work environments that make workers feel competent, autonomous, and related to others foster the right type of motivation, goals, and work values. The Oxford Handbook of Work Motivation, Engagement, and Self-Determination Theory aims to give current and future organizational researchers ideas for future research using self-determination theory as a framework, and to give practitioners ideas on how to adjust their programs and practices using self-determination theory principles. The book brings together self-determination theory experts and organizational psychology experts to talk about past and future applications of the theory to the field of organizational psychology. The book covers a wide range of topics, including: how to bring about commitment, engagement, and passion in the workplace; how to manage stress, health, emotions and violence at work; how to encourage safe and sustainable behavior in organizations; how factors like attachment styles, self-esteem, person-environment fit, job design, leadership, compensation, and training affect work motivation; and how work-related values and goals are forged by the work environment and affect work outcomes.
Incentives and Test-Based Accountability in Education-National Research Council
2011-10-18 In recent years there have been increasing efforts to use accountability systems based on large-scale tests of students as a mechanism for improving student achievement. The federal No Child Left Behind Act (NCLB) is a prominent example of such an effort, but it is only the continuation of a steady trend toward greater test-based accountability in education that has been going on for decades. Over time, such accountability systems included ever-stronger incentives to motivate school administrators, teachers, and students to perform better. Incentives and Test-Based Accountability in Education reviews and synthesizes relevant research from economics, psychology, education, and related fields about how incentives work in educational accountability systems. The book helps identify circumstances in which test-based incentives may have a positive or a negative impact on student learning and offers recommendations for how to improve current test-based accountability policies. The most important directions for further research are also highlighted. For the first time, research and theory on incentives from the fields of economics, psychology, and educational measurement have all been pulled together and synthesized. Incentives and Test-Based Accountability in Education will inform people about the motivation of educators and students and inform policy discussions about NCLB and state accountability systems. Education researchers, K-12 school administrators and teachers, as well as graduate students studying education policy and educational measurement will use this book to learn more about the motivation of educators and students. Education policy makers at all levels of government will rely on this book to inform policy discussions about NCLB and state accountability systems.

The Theory of Incentives-Jean-Jacques Laffont
2009-12-27 Economics has much to do with incentives—not least, incentives to work hard, to produce quality products, to study, to invest, and to save. Although Adam Smith amply confirmed this more than two hundred years ago in his analysis of sharecropping contracts, only in recent decades has a theory begun to emerge to place the topic at the heart of economic thinking. In this book, Jean-Jacques Laffont and David Martimort present the most thorough yet accessible introduction to incentives theory to date. Central to this theory is a simple question as pivotal to modern-day management as it is to economics research: What makes people act in a particular way in an economic or business situation? In seeking an answer, the authors provide the methodological tools to design institutions that can ensure good incentives for economic agents. This book focuses on the principal-agent model, the "simple" situation where a principal, or company, delegates a task to a single agent through a contract—the essence of management and contract theory. How does the owner or manager of a firm align the objectives of its various members to maximize profits? Following a brief historical overview showing how the problem of incentives has come to the fore in the past two centuries, the authors devote the bulk of their work to exploring principal-agent models and various extensions thereof in light of three types of information problems: adverse selection, moral hazard, and non-verifiability. Offering an unprecedented look at a subject vital to industrial organization, labor economics, and behavioral economics, this book is set to become the definitive resource for students, researchers, and others who might find themselves pondering what contracts, and the incentives they embody, are really all about.

Geweldig en Ellendig Werk- 2006

Successful Management by Motivation-Bruno S. Frey 2013-03-09 Motivated employees play a crucial role in creating a company's sustainable competitive advantage. Successful Management by Motivation shows that in a knowledge-based society, this goal cannot be achieved by extrinsic motivation alone. Pay for performance often even hurts because it crowds out intrinsic motivation. To succeed, companies have to find ways of fostering and sustaining intrinsic motivation. With the help of in-depth case studies, representative surveys, and analysis based on a large number of firms and employees, this work identifies the various aspects of motivation in companies and shows how the right combination of intrinsic and extrinsic motivation can be achieved.

The Hidden Costs of Reward-Mark R. Lepper
2015-09-16 Originally published in 1978, this
volume provided a broad survey of the latest research and theory, at the time, concerning the potential detrimental effects of inappropriate uses of tangible rewards to modify behaviour. Overall, this research questions the dominant paradigm within which reinforcers, by definition, have positive effects on performance and subsequent behaviour, and suggests new directions for the study of human motivation. In a series of five original integrative essays, the contributors summarize their own and related research programmes. These theoretical essays are complemented by two introductory chapters, that provide a historical context for this research, and four discussion chapters, that speak to broader issues, including both the implications and limitations of the research presented. At the time, this was the latest information on a most provocative area.

**Incentives and Environmental Policies**
Benjamin Ouvrard 2019-03-07 The economic protection of the quality of the environment took shape properly in the middle of the 20th Century when various economic instruments were proposed to policymakers. Today, protecting the environment is essential, as evidenced in the rise in temperatures, the melting of the icecaps, the disappearance of animal species, etc. Moreover, with recent advances in other disciplines (notably in psychology), economists are turning more and more towards non-monetary forms of incentive. However, questions concerning the effectiveness of these forms arise. Incentives and Environmental Policies deals with the role of the economy in protecting the environment by revisiting traditional economic instruments and pursuing an advanced consideration of the role of new forms of incentive. It appears that, in order to strive towards the best possible environmental quality, policymakers will have to take into account the future of many combinations of socially acceptable incentives.

**Performance Incentives for Global Health**
Rena Eichler 2009 "Describes the rationale for introducing incentives tied to achievement of specific health-related targets, and provides guidance about designing, implementing, and evaluating programs that provide incentives to health care providers and patients. Presents case studies that focus on recent uses of incentives addressing a range of health conditions in diverse countries"--Provided by publisher.

**The Oxford Companion to the Economics of China**
Shenggen Fan 2014-10-30 China’s rise as an economic powerhouse raises a number of questions that are the subject of lively debate. How did the country do it? How applicable are the lessons of China’s economic reform of the past thirty years to the challenges it faces in the next three decades? What does the detailed pattern of China’s success and challenges look like at the sub-sectoral and sub-national levels, and what does this mean for future policy? How will China’s role as a global economic player evolve? The Oxford Companion to the Economics of China presents an original collection of perspectives on the Chinese economy's past, present, and future: 99 entries written by the leading China analysts of our time. The topics covered include: the China model, future prospects for China, China and the global economy, trade and the Chinese economy, macroeconomics and finance, urbanisation, industry and markets, agriculture and rural development, land, infrastructure, and environment, population and labour, dimensions of wellbeing and inequality, health and education, gender equity, regional divergence in China, and a selection of perspectives on some of China's provinces. The Editors are four global leaders in Chinese economic analysis and policy who between them have held or hold the following positions: Director General, International Food Policy Research Institute; Co-Editor, China Economic Review; President Chinese Economists Society; Assistant Director of Research at the IMF; Principal Adviser to the Chief Economist of the World Bank; and Professors of Economics at Ivy League Universities.

**The Economics of Motivation and Organization**
Peter J Jost 2014-01-31 In this unique book, Peter-J. Jost provides a comprehensive economic-psychological approach for successfully managing employees. Based on the analysis of the employee's individual work behavior, he illustrates that instead of treating employees as input

**The Architecture of Innovation**
Joshua Lerner 2012 Find the right innovation model Innovation is a much-used buzzword these days, but when it comes to creating and implementing a new idea,
many companies miss the mark—plans backfire, consumer preferences shift, or tried-and-true practices fail to work in a new context. So is innovation just a low-odds crapshoot? In The Architecture of Innovation, Harvard Business School professor Josh Lerner—one of the foremost experts on how innovation works—says innovation can be understood and managed. The key to success? Incentives. Fortunately, new research has shed light on the role incentives can play in promoting new ideas, but these findings have been absent from innovation literature—until now. By using the principles of organizational economics, Lerner explains how companies can set the right incentives and time horizons for investments and create a robust innovation infrastructure in the process. Drawing from years of experience studying and advising companies, venture capital firms, and an assortment of governments around the globe, Lerner looks to corporate labs and start-ups, and argues that the best elements of both can be found in hybrid models for innovation. While doing so, he uses a wide range of industry-rich examples to show how these models work and how you can put them into practice in your own organization. Practical and thought-provoking, The Architecture of Innovation is the missing blueprint for any company looking to strengthen its innovation competence.

Industrial and Labour Economics


Equality, Moral Incentives, and the Market-Joseph H. Carens 1981-01-01 The book argues that by relying on moral incentives it is possible, in principle, to separate the organizational advantages of the market from its distributonal disadvantages. In theory, we can imagine a politico-economic system that distributes income equally (or on some other principle) but has all the efficiency characteristics of a capitalist market system. This shows that the market can provide an institutional mechanism for realizing ideals of distributive justice. The book provides a theoretical model of the system, identifying its requirements. It then offers arguments from empirical social science about why the model should work under appropriate conditions.

Advances in Economics and Econometrics:
Volume 3-Econometric Society. World Congress 2006 Publisher description


The Economics of Livestock Disease Insurance-D. L. Hoag 2006 In recent years the livestock sector has been hit by a number of high-profile diseases, such as BSE, Foot and Mouth Disease and Avian Influenza. These have had a devastating economic impact on livestock producers and the broader livestock industry. One key response has been a growing interest in livestock disease insurance. However there is a need for greater understanding of private incentives, market impacts, and public policy perspectives on regional, national and international levels, if livestock insurance products and complementary risk management programmes are to be developed. This book provides a balanced and broad-ranging overview of the economics of livestock disease insurance. It covers both general issues and specific case studies drawn from the USA, Canada, Europe and Australia or focusing on specific issues. The book is unique in addressing this subject and will interest readers in agricultural business and economics, veterinary science and the livestock sector.

The Political Economy of Transitions to Peace-Galia Press-Barnathan 2009-07 Much attention has focused on the ongoing role of economics in the prevention of armed conflict and the deterioration of relations. In The Political Economy of Transitions to Peace, Galia Press-Barnathan focuses on the importance of economics in initiating and sustaining peaceful relations after conflict. Press-Barnathan provides in-depth case studies of several key relationships in the post-World War II era: Israel and Egypt; Israel and Jordan; Japan, the Philippines, and Indonesia; Japan and South Korea; Germany and France; and Germany and Poland. She creates an analytical framework through which to view each of these cases based on three factors: the domestic balance between winners and losers.
from transition to peace; the economic disparity between former enemies; and the impact of third parties on stimulating new cooperative economic initiatives. Her approach provides both a regional and cross-regional comparative analysis of the degree of success in maintaining and advancing peace, of the challenges faced by many nations in negotiating peace after conflict, and of the unique role of economic factors in this highly political process. Press-Barnathan employs both liberal and realist theory to examine the motivations of these states and the societies they represent. She also weighs their power relations to see how these factor into economic interdependence and the peace process. She reveals the predominant role of the state and big business in the initial transition phase (“cold” peace), but also identifies an equally vital need for a subsequent broader societal coalition in the second, normalizing phase (“warm” peace). Both levels of engagement, Press-Barnathan argues, are essential to a durable peace. Finally, she points to the complex role that third parties can play in these transitions, and the limited long-term impact of direct economic side-payments to the parties.

21st Century Economics: A Reference Handbook-Rhona C. Free 2010-05-14 Interest in economics is at an all-time high. Among the challenges facing the nation is an economy with rapidly rising unemployment, failures of major businesses and industries, and continued dependence on oil with its wildly fluctuating price. Americans are debating the proper role of the government in company bailouts, the effectiveness of tax cuts versus increased government spending to stimulate the economy, and potential effects of deflation. Economists have dealt with such questions for generations, but they have taken on new meaning and significance. Tackling these questions and encompassing analysis of traditional economic theory and topics as well as those that economists have only more recently addressed, 21st Century Economics: A Reference Handbook is intended to meet the needs of several types of readers. Undergraduate students preparing for exams will find summaries of theory and models in key areas of micro and macroeconomics. Readers interested in learning about economic analysis of an issue as well students embarking on research projects will find introductions to relevant theory and empirical evidence. And economists seeking to learn about extensions of analysis into new areas or about new approaches will benefit from chapters that introduce cutting-edge topics. To make the book accessible to undergraduate students, models have been presented only in graphical format (minimal calculus) and empirical evidence has been summarized in ways that do not require much background in statistics or econometrics. It is thereby hoped that chapters will provide both crucial information and inspiration in a non-threatening, highly readable format.

Punished by Rewards: Twenty-fifth Anniversary Edition-Alfie Kohn 1999-09-30 Alfie Kohn’s landmark challenge to carrot-and-stick psychology, featuring updated reflections and research in a major new afterword by the author Our basic strategy for raising children, teaching students, and managing workers can be summed up in six words: Do this and you’ll get that. We dangle goodies (from candy bars to sales commissions) in front of people in the same way that we train the family pet. Since its publication in 1993, this groundbreaking book has persuaded countless parents, teachers, and managers that attempts to manipulate people with incentives may seem to work in the short run, but they ultimately fail and even do lasting harm. Drawing from hundreds of studies, Kohn demonstrates that we actually do inferior work when we are enticed with money, grades, or other incentives—and are apt to lose interest in whatever we were bribed to do. Promising goodies to children for good behavior, meanwhile, can never produce anything more than temporary obedience. Even praise can become a verbal bribe that gets kids hooked on our approval. Rewards and punishments are two sides of the same coin—and the coin doesn’t buy much. What is needed, Kohn explains, is an alternative to both ways of controlling people. Hence, he offers practical strategies for parents, teachers, and managers to replace carrots and sticks. Seasoned with humor and familiar examples, Punished by Rewards presents an argument that is unsettling to hear but impossible to dismiss.

Economics, Organization, and Management-Paul Robert Milgrom 1992 A systematic treatment of the economics of the modern firm, this text draws on the insights of various areas in modern economics and other disciplines and presents the central problems in organizations of
motivating people and co-ordinating their activities.

**Carrots and Sticks**-Ian Ayres 2010-09-21 Could you lose weight if you put $20,000 at risk? Would you finally set up your billing software if it meant that your favorite charity would earn a new contribution? If you’ve ever tried to meet a goal and came up short, the problem may not have been that the goal was too difficult or that you lacked the discipline to succeed. From giving up cigarettes to increasing your productivity at work, you may simply have neglected to give yourself the proper incentives. In Carrot and Sticks, Ian Ayres, the New York Times bestselling author of Super Crunchers, applies the lessons learned from behavioral economics—the fascinating new science of rewards and punishments—to introduce readers to the concept of “commitment contracts”: an easy but high-powered strategy for setting and achieving goals already in use by successful companies and individuals across America. As co-founder of the website stickK.com (where people have entered into their own “commitment contracts” and collectively put more than $3 million on the line), Ayres has developed contracts—including the one he honored with himself to lose more than twenty pounds in one year—that have already helped many find the best way to help themselves at work or home. Now he reveals the strategies that can give you the impetus to meet your personal and professional goals, including how to • motivate your employees • create a monthly budget • set and meet deadlines • improve your diet • learn a foreign language • finish a report or project you’ve been putting off • clear your desk Ayres shares engaging, often astounding, real-life stories that show the carrot-and-stick principle in action, from the compulsive sneezer who needed a “stick” (the potential loss of $50 per week to a charity he didn’t like) to those who need a carrot with their stick (the New York Times columnist who quit smoking by pledging a friend $5,000 per smoke . . . if she would do the same for him). You’ll learn why you might want to hire a “professional nagger” whom you’ll do anything to avoid—no, your spouse won’t do!—and how you can “hand-tie” your future self to accomplish what you want done now. You’ll find out how a New Zealand ad exec successfully “sold his smoking addiction,” and why Zappos offered new employees $2,000 to quit cigarettes. As fascinating as it is practical, as much about human behavior as about how to change it, Carrots and Sticks is sure to be one of the most talked-about books of the year.

**Design of Incentive Systems**-Dennis D. Fehrenbacher 2013-05-28 Monetary incentives, as a driving force for human behavior, are the main theme of this book. The primary goals underlying the application of monetary incentive systems in companies are motivating employees to strive for superior productivity in line with the interests of employers, and hiring adequately skilled employees. The first goal refers to incentive effects, the latter to sorting effects. This book introduces important theories and concepts concerning behavior under influence of monetary incentives; it reviews existing economic frameworks and identifies specific contingency variables. Based on an integrative framework of elements influencing incentive and sorting effects, a laboratory experiment is presented including detailed methodological discussion on experimentation and data analysis as well as an extensive presentation of findings and discussion of implications.

**Computing and Intelligent Systems**-Yanwen Wu 2011-09-06 This six-volume-set (CCIS 231, 232, 233, 234, 235, 236) constitutes the refereed proceedings of the International Conference on Computing, Information and Control, ICCIC 2011, held in Wuhan, China, in September 2011. The papers are organized in two volumes on Innovative Computing and Information (CCIS 231 and 232), two volumes on Computing and Intelligent Systems (CCIS 233 and 234), and in two volumes on Information and Management Engineering (CCIS 235 and 236).

**Time and Money**-Roger W Garrison 2002-01-22 Time and Money argues persuasively that the troubles which characterise modern capital-intensive economies, particularly the episodes of boom and bust, may best be analysed with the aid of a capital-based macroeconomics. The primary focus of this text is the intertemporal structure of capital, an area that until now has been neglected in favour of labour and money-based macroeconomics.

**The Economics of New Health Technologies**-Joan Costa-Font 2009-05-14 Technological change in healthcare has led to huge
improvements in health services and the health status of populations. It is also pinpointed as the main driver of healthcare expenditure. Although offering remarkable benefits, changes in technology are not free and often entail significant financial, as well as physical or social risks. These need to be balanced out in the setting of government regulations, insurance contracts, and individuals’ decisions to use and consume certain technologies. With this in mind, this book addresses the following important objectives: to provide a detailed analysis of what technological change is; to identify drivers of innovation in several healthcare areas; to present existing mechanisms and processes for ensuring and valuing efficiency and development in the use of medical technologies; and to analyse the impact of advances in medical technology on health, healthcare expenditure, and health insurance. Each of the seventeen chapters summarizes an important issue concerning the innovation debate and contributes to a better understanding of the role innovation has both at the macro level and at the delivery (meso) and micro level in the healthcare sector. The effectiveness of innovation in improving people’s welfare depends on its diffusion and inception by the relevant agents in the health production process, and this book recognizes the multi-faceted contribution of policy makers, regulators, managers, technicians, consumers and patients to this technology change. This book offers the first truly global economic analysis of healthcare technologies, taking the subject beyond simply economic evaluation, and exploring the behavioural aspects, organization and incentives for new technology developments, and the adoption and diffusion of these technologies.

The Cambridge Handbook of Psychology and Economic Behaviour - Alan Lewis 2018-02-15
There has recently been an escalated interest in the interface between psychology and economics. The Cambridge Handbook of Psychology and Economic Behaviour is a valuable reference dedicated to improving our understanding of the economic mind and economic behaviour. Employing empirical methods - including laboratory and field experiments, observations, questionnaires and interviews - the Handbook provides comprehensive coverage of theory and method, financial and consumer behaviour, the environment and biological perspectives. This second edition also includes new chapters on topics such as neuroeconomics, unemployment, debt, behavioural public finance, and cutting-edge work on fuzzy trace theory and robots, cyborgs and consumption. With distinguished contributors from a variety of countries and theoretical backgrounds, the Handbook is an important step forward in the improvement of communications between the disciplines of psychology and economics that will appeal to academic researchers and graduates in economic psychology and behavioral economics.

Incentives, Organization, and Public Economics - Peter Hammond 2000-12-21
This collection celebrates the career of Sir James Mirrlees, who received the 1996 Nobel Prize in Economics for his work on income taxation and its extension to information and incentive problems. His contributions have proved fundamental to the development of a wide range of areas in economics. The 17 papers contained in this volume focus on themes that are representative of Mirrlees’ work, including the economics of information, welfare, taxation, project appraisal, and industrial organization. All the contributors have spent time working closely with Mirrlees - either as his co-author or his student - and all are recognized authorities in their fields. The significant new contributions that this collection offers will have wide-ranging appeal, and should prove particularly interesting to scholars working in the areas of microeconomics, microeconomic theory, mathematical economics, and welfare economics.

Economics, Values, and Organization-Avner Ben-Ner 1999
A path-breaking analysis of the relationship between economic institutions and values.

Journal of Economic Literature - 2006-12

Entrepreneurship - Ladislav Mura 2018-01-24
In context of entrepreneurship, this book was motivated by a desire of a team of well-known authors. The book consists of 23 closely related thematic contributions, which fall into 4 separate sections: Interactions between Economy and Entrepreneurship; Innovation in Entrepreneurship and Economic Growth; Current Trends in Family Business, Social Entrepreneurship and Responsibility; and The Role of Human Resource Management,
Education and Gender in Entrepreneurship. Authors-contributors have submitted the results of their recent research and presented essential findings about the decision-making process of entrepreneurs in order to maintain their businesses competitive. The reader can get an insight into the selection of the best scientific contributions that have been reviewed and ready for debate. Our piece of work, Entrepreneurship: Development Tendencies and Empirical Approach, has interdisciplinary features. This work by authors from different countries - Finland, Germany, Czech Republic, Slovakia, Italy, Spain, Turkey and Malaysia - is dedicated to readers providing up-to-date research data and background for further research as well as implementation techniques in business practice.

Everything I Ever Needed to Know about Economics I Learned from Online Dating - Paul Oyer 2013-12-17 Conquering the dating market—from an economist’s point of view After more than twenty years, economist Paul Oyer found himself back on the dating scene—but what a difference a few years made. Dating was now dominated by sites like Match.com, eHarmony, and OkCupid. But Oyer had a secret weapon: economics. It turns out that dating sites are no different than the markets Oyer had spent a lifetime studying. Monster.com, eBay, and other sites where individuals come together to find a match gave Oyer startling insight into the modern dating scene. The arcane language of economics—search, signaling, adverse selection, cheap talk, statistical discrimination, thick markets, and network externalities—provides a useful guide to finding a mate. Using the ideas that are central to how markets and economics and dating work, Oyer shows how you can apply these ideas to take advantage of the economics in everyday life, all around you, all the time. For all online daters—and for anyone else swimming in the vast sea of the information economy—this book uses Oyer’s own experiences, and those of millions of others, to help you navigate the key economic concepts that drive the modern age.

Strings Attached - Ruth W. Grant 2014-04-06 The legitimate and illegitimate use of incentives in society today Incentives can be found everywhere—in schools, businesses, factories, and government—influencing people’s choices about almost everything, from financial decisions and tobacco use to exercise and child rearing. So long as people have a choice, incentives seem innocuous. But Strings Attached demonstrates that when incentives are viewed as a kind of power rather than as a form of exchange, many ethical questions arise: How do incentives affect character and institutional culture? Can incentives be manipulative or exploitative, even if people are free to refuse them? What are the responsibilities of the powerful in using incentives? Ruth Grant shows that, like all other forms of power, incentives can be subject to abuse, and she identifies their legitimate and illegitimate uses. Grant offers a history of the growth of incentives in early twentieth-century America, identifies standards for judging incentives, and examines incentives in four areas—plea bargaining, recruiting medical research subjects, International Monetary Fund loan conditions, and motivating students. In every case, the analysis of incentives in terms of power yields strikingly different and more complex judgments than an analysis that views grounded model of human behavior. This integration of economics, psychology, and law is breaking exciting new ground in legal theory and the social sciences, shedding a new light on age-old legal questions as well as cutting edge policy issues. The Oxford Handbook of Behavioral Economics and Law brings together leading scholars of law, psychology, and economics to provide an up-to-date and comprehensive analysis of this field of research, including its strengths and limitations as well as a forecast of its future development. Its 29 chapters organized in four parts. The first part provides a general overview of behavioral economics. The second part comprises four chapters introducing and criticizing the contribution of behavioral economics to legal theory. The third part discusses specific behavioral phenomena, their ramifications for legal policymaking, and their reflection in extant law. Finally, the fourth part analyzes the contribution of behavioral economics to fifteen legal spheres ranging from core doctrinal areas such as contracts, torts and property to areas such as taxation and antitrust policy.

The Oxford Handbook of Behavioral Economics and the Law - Eyal Zamir 2014-09-16 The past twenty years have witnessed a surge in behavioral studies of law and law-related issues. These studies have challenged the application of the rational-choice model to legal analysis and introduced a more accurate and empirically grounded model of human behavior. This integration of economics, psychology, and law is breaking exciting new ground in legal theory and the social sciences, shedding a new light on age-old legal questions as well as cutting edge policy issues. The Oxford Handbook of Behavioral Economics and Law brings together leading scholars of law, psychology, and economics to provide an up-to-date and comprehensive analysis of this field of research, including its strengths and limitations as well as a forecast of its future development. Its 29 chapters organized in four parts. The first part provides a general overview of behavioral economics. The second part comprises four chapters introducing and criticizing the contribution of behavioral economics to legal theory. The third part discusses specific behavioral phenomena, their ramifications for legal policymaking, and their reflection in extant law. Finally, the fourth part analyzes the contribution of behavioral economics to fifteen legal spheres ranging from core doctrinal areas such as contracts, torts and property to areas such as taxation and antitrust policy.
incentives as trades, in which the desired behavior is freely exchanged for the incentives offered. Challenging the role and function of incentives in a democracy, Strings Attached questions whether the penchant for constant incentivizing undermines active, autonomous citizenship. Readers of this book are sure to view the ethics of incentives in a new light.