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Morris Altman

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Behavioral Economics For Dummies Morris Altman, 2012-02-28 A guide to the study of how and why you really make financial decisions While classical economics is based on the notion that people act with rational self interest many key money decisions like splurging on an expensive watch can seem far from rational The field of behavioral economics sheds light on the many subtle and not so subtle factors that contribute to our financial and purchasing choices And in Behavioral Economics For Dummies readers will learn how social and psychological factors such as instinctual behavior patterns social pressure and mental framing can dramatically affect our day to day decision making and financial choices Based on psychology and rooted in real world examples Behavioral Economics For Dummies offers the sort of insights designed to help investors avoid impulsive mistakes companies understand the mechanisms behind individual choices and governments and nonprofits make public decisions A friendly introduction to the study of how and why people really make financial decisions The author is a professor of behavioral and institutional economics at Victoria University An essential component to improving your financial decision making and even to understanding current events Behavioral Economics For Dummies is important for just about anyone who has a bank account and is interested in why and when they spend money Behavioral Economics For Dummies Morris Altman, 2012-02-28 A guide to the study of how and why you really make financial decisions While classical economics is based on the notion that people act with rational self interest many key money decisions like splurging on an expensive watch can seem far from rational The field of behavioral economics sheds light on the many subtle and not so subtle factors that contribute to our financial and purchasing choices And in Behavioral Economics For Dummies readers will learn how social and psychological factors such as instinctual behavior patterns social pressure and mental framing can dramatically affect our day to day decision making and financial choices Based on psychology and rooted in real world examples Behavioral Economics For Dummies offers the sort of insights designed to help investors avoid impulsive mistakes companies understand the mechanisms behind individual choices and governments and nonprofits make public decisions A friendly introduction to the study of how and why people really make financial decisions The author is a professor of behavioral and institutional economics at Victoria University An essential component to improving your financial decision making and even to understanding current events Behavioral Economics For Dummies is important for just about anyone who has a bank account and is interested in why and when they spend money **Peace of Mind for Your Aging Parents** Kenneth O. Doyle Ph.D., Larry K. Houk JD, 2018-06-21 Explains the most effective ways to discuss the legal and financial responsibilities that come with the end of life and tools for managing them such as wills trusts estate planning and cash management in the context of financial psychology Dying is complicated It presents myriad challenges at a time when people are least prepared to deal with complexity Typically aging people turn to their adult children and grandchildren their caregivers and their professional advisors to guide them in their final years This book is aimed directly at the children and

grandchildren of aging parents to prepare them for meaningful conversations with their parents and among themselves It gives them the tools they need to communicate knowledgeably with caregivers and professional advisors and to make important decisions with or on behalf of those who depend on them The authors provide legal and financial tools and techniques including wills and trusts cash management and investment planning approaching each from both a financial and a psychological perspective They recognize that some of the challenges that people face during their last few years of life cannot be controlled and describe not only what these tools and techniques can do but also what they can't Those that cannot be controlled however can still be managed and the authors explain with clarity and compassion how to deal with them through psychological and spiritual engagement

Handbook of Behavioural Economics and Smart Decision-Making

Morris Altman, 2017-05-26 This Handbook is a unique and original contribution of over thirty chapters on behavioural economics examining and addressing an important stream of research where the starting assumption is that decision makers are for the most part relatively smart or rational This particular approach is in contrast to a theme running through much contemporary work where individuals' behaviour is deemed irrational biased and error prone often due to how people are hardwired In the smart people approach where errors or biases occur and when social dilemmas arise more often than not improving the decision making environment can repair these problems without hijacking or manipulating the preferences of decision makers This book covers a wide range of themes from micro to macro including various sub disciplines within economics such as economic psychology heuristics fast and slow thinking neuroeconomics experiments the capabilities approach institutional economics methodology nudging ethics and public policy

Handbook of Research Methods in Behavioural Economics Morris Altman, 2023-03-02 This comprehensive Handbook addresses a wide variety of methodological approaches adopted and developed by behavioural economists exploring the implications of such innovations for analysis and policy

Behavioural Sports Economics Hannah Josepha Rachel Altman, Morris Altman, Benno Torgler, 2021-12-19

Economists have entered into the realm of sports to provide what they believe to be more cogent explanations for sport related behaviour and to suggest ways in which incentives can improve sports outcomes But prices and income the traditional workhorses of conventional economics can only provide partial explanations and understandings Drawing on a bounded rationality approach to behavioural economics this book demonstrates the analytical insights to be gained by supplementing the conventional economics toolbox with psychological cognitive sociological and institutional factors The international cast list of contributors cover a wide range of sports topics on which a behavioural approach can reveal new insights These include preferences managerial efficiency choking doping favouritism athlete well being and spectator behaviour Throughout the book there is an emphasis on the cognitive limits to smart decision making as well as the critical role played by the decision making environment This volume demonstrates that adopting a bounded rationality approach complimented with other behaviouralist approaches helps to better explain sport related behavioural sub optimal behavioural

and market failures It also provides insights that could be used to improve sports outcomes and the well being of those involved in sports and to better configure policy to enhance sports performance This groundbreaking book will be an indispensable reference to students and scholars of sports economics sports management and sports science

International Investment Management Kara Tan Bhala, Warren Yeh, Raj Bhala, 2016-04-14 International Investment Management Theory Practice and Ethics synthesizes investment principles Asian financial practice and ethics reflecting the realities of modern international finance These topics are studied within the Asian context first through the medium of case studies and then via the particular conditions common in those markets including issues of religion and philosophy This book has a three part structure beginning with the core principles behind the business of investments including securities analysis asset allocation and a comprehensive analysis of modern finance theory This gives students a comprehensive understanding of investment management by going through the theories ethics and practice of investment management This text provides a detailed overview of International Banking Law and International Securities Regulation alongside legal and ethics case studies which are located in the practice section of the book This book is an essential text for business and law school students who wish to have a thorough understanding of investment management It is also perfect as a core text for undergraduate finance majors and graduate business students pursuing a finance and or business ethics concentration with particular focus on Asia

Handbook of Contemporary Behavioral Economics Morris Altman, 2015-01-30 At a time when both scholars and the public demand explanations and answers to key economic problems that conventional approaches have failed to resolve this groundbreaking handbook of original works by leading behavioral economists offers the first comprehensive articulation of behavioral economics theory Borrowing from the findings of psychologists sociologists political scientists legal scholars and biologists among others behavioral economists find that intelligent individuals often tend not to behave as effectively or efficiently in their economic decisions as long held by conventional wisdom The manner in which individuals actually do behave critically depends on psychological institutional cultural and even biological considerations Handbook of Contemporary Behavioral Economics includes coverage of such critical areas as the Economic Agent Context and Modeling Decision Making Experiments and Implications Labor Issues Household and Family Issues Life and Death Taxation Ethical Investment and Tipping and Behavioral Law and Macroeconomics Each contribution includes an extensive bibliography

Real-world Decision Making Morris Altman, 2015 A leading authority on behavioral economics Morris Altman and other expert contributors delve into key concepts in behavioral economics economic psychology behavioral finance neuroeconomics experimental economics and institutional economics to help inform economic models based on reality not theory Through informative entries the book explores various aspects of the subject including decision making economic analysis and public policy In addition to introducing concepts to readers new to the subject the book sheds light on more advanced financial topics in a manner that is objective comprehensive and accessible

An Introduction to

Behavioral Economics Nick Wilkinson, Matthias Klaes, 2017-12-16 The third edition of this successful textbook is a comprehensive rigorous survey of the major topics in the field of behavioral economics Building on the strengths of the second edition it offers an up to date and critical examination of the latest literature research developments and debates in the field Offering an inter disciplinary approach the authors incorporate psychology evolutionary biology and neuroscience into the discussions And ultimately they consider what it means to be rational why we so often indulge in irrational and self harming behavior and also why irrational behavior can sometimes serve us well A perfect book for economics students studying behavioural economics at higher undergraduate level or Master s level This new edition features Extended material on heuristics and biases and new material on neuroeconomics and its applications A wealth of new topical case studies such as voting behavior in Brexit and the Trump election and the current obesity epidemic More examples and review questions to help cement understanding

Handbook of Behavioural Economics and Smart Decision-Making Morris Altman, 2017-05-26 This Handbook is a unique and original contribution of over thirty chapters on behavioural economics examining and addressing an important stream of research where the starting assumption is that decision makers are for the most part relatively smart or rational This particular approach is in contrast to a theme running through much contemporary work where individuals behaviour is deemed irrational biased and error prone often due to how people are hardwired In the smart people approach where errors or biases occur and when social dilemmas arise more often than not improving the decision making environment can repair these problems without hijacking or manipulating the preferences of decision makers This book covers a wide range of themes from micro to macro including various sub disciplines within economics such as economic psychology heuristics fast and slow thinking neuroeconomics experiments the capabilities approach institutional economics methodology nudging ethics and public policy

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A Course in Behavioral Economics Erik Angner, 2020-11-27 This textbook looks at decisions how we make them and what makes them good or bad In this bestselling introduction Erik Angner clearly lays out the theory of behavioral economics and explains the intuitions behind it The book offers a rich tapestry of examples exercises and problems drawn from fields such as economics management marketing political science and public policy It shows how to apply the principles of behavioral economics to improve your life and work and to make the world a better place to boot No advanced mathematics is required This is an ideal textbook for students coming to behavioral economics from various fields It can be used on its own in introductory courses or in combination with other texts at advanced undergraduate and postgraduate levels It is equally suitable for general readers who have been captivated by popular science books on behavioral economics and want to know more about

this intriguing subject New to this Edition An updated chapter on behavioral policy and the nudge agenda Several new sections for example on the economics of happiness Updated examples and exercises with an expanded answer key Refreshed ancillary resources make for a plug and play experience for instructors teaching behavioral economics for the first time

Introduction Morris Altman, 2010 The focus of this handbook is original papers by behavioral economists that expand on their own contributions to behavioral economics providing in the process an insightful description and analysis of particular and important aspects of behavioral economics This handbook is giving voice not only to aspects of behavioral economics that have been most recently in the limelight but also to original and significant contributions that are just beginning to make their mark Moreover it gives voice to different perspectives in behavioral economics Behavioral economists find that individuals firms particular markets and economies all often behave differently than is predicted by the conventional wisdom and an important objective of behavioral economists is to provide rigorous alternatives or revisions to this This book is divided into the following sections Inside the Economic Agent Context and Modelling Decision Making Experiments and Implications Labor Related Issue Gender and Decision Making Life and Death Taxation Ethical Investment and Tipping and Development Behavioral Law and Money

Behavioral Economics Philip Corr, Anke Plagnol, 2023-03-31 The second edition of Behavioral Economics The Basics summarizes behavioral economics which uses insights from the social sciences especially psychology to explain real world economic behavior Behavioral economic insights are routinely used not only to understand the choices people make but also to influence them whether the aim is to enable citizens to lead healthier and wealthier lives or to turn browsers into buyers Revised and updated throughout with fresh current event examples Behavioral Economics The Basics provides a rigorous yet accessible overview of the field that attempts to uncover the psychological processes which mediate all the economic judgements and decisions we make The book showcases how behavioral economics is rooted in some now old philosophical political and moral ideas surrounding economics and in an important sense is a modern expression of some long standing criticisms of mainstream economics It contrasts the neoclassical economic perspective ECON with a more realistic perspective HUMAN the flesh and blood economic agent who is not perfect in all respects but who manages to do the best under limitations and constraints This is a comprehensive overview of the whole field covering all the main areas presented in a rigorous yet accessible form It should especially appeal to students those with an interest in applying behavioral economic knowledge in their professional life and anyone who wants to know how they are being influenced every day of their lives by usually unseen behavioral insights

A Guide to Behavioral Economics Hugh H. Schwartz, 2010 A Guide to Behavioral Economics provides an introduction to the field for those who are not economists and for students of the social sciences business administration and law It should help readers get more out of the increasing number of publications that emphasize various aspects of behavioral economics and enable them to better recognize some of the limitations of this important but still relatively new approach

Behavioral

Economics Edward Cartwright, 2014-04-04 This textbook is a first major introduction to behavioral economics designed primarily for advanced undergraduate students Unquestionably the hottest new field to have emerged in the social sciences over the past decade behavioral considerations are now making themselves felt across academia and beyond and books such as Richard Thaler and Cass Sunstein's *Nudge* have become blueprints for a new way of thinking This text will introduce all the key concepts to a student audience Although grounded in game theory and experimental economics the focus of the text is very much on Behavior as opposed to Games The field is presented as a coherent subject and the text covers a host of cutting edge developments including the analysis of fairness reciprocity and altruism as well as the brave new frontier of neuroeconomics

Behavioral Economics Fabrizio Ghisellini, Beryl Y. Chang, 2018-07-06 This book sets the agenda to turn behavioral economics which has long been considered a subordinate discipline into mainstream economics Ghisellini and Chang expose the conceptual and empirical inadequacy of conventional economics using illustrations of real world decision making in a dynamic environment including evidence from the global financial crisis With a rigorous yet accessible style they give a comprehensive overview of behavioral economics and of the current state of play in the field across different schools of thought Seven major conceptual problems still affecting the development of behavioral economics are identified and the authors propose research avenues to address these issues and allow the discipline to receive its long awaited recognition Crucial reading for researchers and students looking for insights into the many unsolved problems of economics

Misbehaving: The Making of Behavioral Economics Richard H. Thaler, 2015-05-11 Winner of the Nobel Prize in Economics Get ready to change the way you think about economics Nobel laureate Richard H Thaler has spent his career studying the radical notion that the central agents in the economy are humans predictable error prone individuals Misbehaving is his arresting frequently hilarious account of the struggle to bring an academic discipline back down to earth and change the way we think about economics ourselves and our world Traditional economics assumes rational actors Early in his research Thaler realized these Spock like automatons were nothing like real people Whether buying a clock radio selling basketball tickets or applying for a mortgage we all succumb to biases and make decisions that deviate from the standards of rationality assumed by economists In other words we misbehave More importantly our misbehavior has serious consequences Dismissed at first by economists as an amusing sideshow the study of human miscalculations and their effects on markets now drives efforts to make better decisions in our lives our businesses and our governments Coupling recent discoveries in human psychology with a practical understanding of incentives and market behavior Thaler enlightens readers about how to make smarter decisions in an increasingly mystifying world He reveals how behavioral economic analysis opens up new ways to look at everything from household finance to assigning faculty offices in a new building to TV game shows the NFL draft and businesses like Uber Laced with antic stories of Thaler's spirited battles with the bastions of traditional economic thinking Misbehaving is a singular look into profound human foibles When economics meets psychology the

implications for individuals managers and policy makers are both profound and entertaining Shortlisted for the Financial Times McKinsey Business Book of the Year Award *Behavioral Economics for Beginners* Henry Priest, 2019-11-27 Powerful Cognitive Biases Impair Our Economic Decisions Do you know that human beings have mental blind spots which prevent them from being rational at all times Do you know that being more intelligent is not necessarily being more rational Do you know that the recent financial crisis which straddled across the globe brought down some of the oldest and most venerated financial institutions in the world Do you think your economic decisions are always optimal If your answer to any of the above questions is No then you need this book Discover How Behavioral Economics Can Improve Economic Analysis Behavioural economics is about bringing reality into economic analysis by factoring in human behaviour It borrows from psychology sociology politics and institutional economics which focuses on the rules of the economic game to describe and explain human behaviour and economic phenomena Behavioural economics builds upon conventional economics offering more tools for understanding why people behave the way they do when it comes to income wealth ethics and fairness It uses prospect theory to describe the choices that the typical person makes A Beginner's Guide to Behavioral Economics This book presents the elements of Behavioral Economics and share some powerful academic research findings on cognitive biases and how they impact our judgment In this book you will Understand what Behavioural Economics is about Understand how it can improve traditional economics Learn techniques to overcome cognitive biases Here are the answers to some questions you might have about this book Q What is this book about A This book is a beginner's guide to Behavioral Economics The recent financial crisis was a product of economics not accounting for cognitive biases This book explains how behavioural economics could improve traditional economics Q What kind of techniques will I get to learn in this book A In this book you will learn how to account for cognitive biases in economic analysis Q Do I need to have prior qualifications before I read this book A The only thing that is required is your keenness to learn Some experience in the financial sector or knowledge of basic economics can make the grasping faster but it is not a prerequisite Every day that you delay is another day that you stagnate in your growth as a manager leader Take action now and buy this book by clicking the Buy now with 1 click button

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