

# Bourgeois Equality Deirdre McCloskey

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**The Secret Sins of Economics** - Deirdre N. McCloskey 2002  
Deirdre N. McCloskey's work in economics calls into question its reputation as "the dismal science". She writes with passion and an unusually wide scope, drawing on literature and intellectual history in exciting, if unorthodox, ways. In this

pamphlet, McCloskey reveals what she sees as the secret sins of economics that no one will discuss - two sins that "cripple" economics as a "scientific enterprise."

**Leave Me Alone and I'll Make You Rich** - Deirdre Nansen McCloskey 2020-10-30  
The economist and historian

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Deirdre Nansen McCloskey has been best known recently for her Bourgeois Era trilogy, a vigorous defense, unrivaled in scope, of commercially tested betterment. Its massive volumes, *The Bourgeois Virtues*, *Bourgeois Dignity*, and *Bourgeois Equality*, solve Adam Smith's puzzle of the nature and causes of the wealth of nations, and of the moral sentiments of modernity. The world got rich, she argues, not chiefly by material causes but by an idea and a sentiment, a new admiration for the middle class and its egalitarian liberalism. For readers looking for a distillation of McCloskey's magisterial work, *Leave Me Alone and I'll Make You Rich* is what you've been waiting for. In this lively volume, McCloskey and the economist and journalist Carden bring together the trilogy's key ideas and its most provocative arguments. The rise of the west, and now the rest, is the story of the rise of ordinary people to a

dignity and liberty inspiring them to have a go. The outcome was an explosion of innovation after 1800, and a rise of real income by an astounding 3,000 percent. The Great Enrichment, well beyond the conventional Industrial Revolution, did not, McCloskey and Carden show, come from the usual suspects, capital accumulation or class struggle. It came from the idea of economic liberty in Holland and the Anglosphere, then Sweden and Japan, then Italy and Israel and China and India, an idea that bids fair in the next few generations to raise up the wretched of the earth. The original shift to liberalism arose from 1517 to 1789 from theological and political revolutions in northwest Europe, upending ancient hierarchies. McCloskey and Carden contend further that liberalism and "innovism" made us better humans as well as richer ones. Not matter but ideas. Not

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corruption but improvement. *Leave Me Alone and I'll Make You Rich* draws in entertaining fashion on history, economics, literature, philosophy, and popular culture, from growth theory to the Simpsons. It is the perfect introduction for a broad audience to McCloskey's influential explanation of how we got rich. At a time when confidence in the economic system is under challenge, the book mounts an optimistic and persuasive defense of liberal innovism, and of the modern world it has wrought.

**The Wealth Explosion** - Stephen Davies 2019-04-29

How did the modern dynamist economy of wealth and opportunity come about? This major new analytical work emphasizes the often surprising, fundamental and continuing processes of innovation and transformation which has produced the world we live in now. / Today we live in a social

and economic world that is fundamentally different from the one inhabited by our ancestors. The difference between the experience of people living today and that of all of our ancestors back to the advent of agriculture is as great as that between them and their hunter-gatherer forebears. The processes of transformational changes could have started many times in history - but they first became sustained in North-West Europe about 240 years ago. The question of why this happened in that particular place and time is one that has exercised generations of scholars. Thanks to that work we now have a much clearer idea of how and why the traditional world of our ancestors was so different from the modern world that we inhabit. This book builds on that work and gives a new answer to the question of why and how things changed, showing that this unprecedented breakthrough was the result of

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the way a particular world-historical process worked out in Europe - largely because of contingent and accidental factors. / The book also considers the question of what kind of world it is that we now live in - and whether it can continue. / Contents: Introduction. / Chapter 1. The Way We Live Now - and the Way We Once Lived. / Ch. 2. Debates and Theories. / Ch. 3. Song China and the Ming Restoration - A Case Study. / Ch. 4. The Military Revolution and the World it Made. / Ch. 5. The European Divergence. / Ch. 6. The Scientific Revolution and the Shaping of the Modern Mind. / Ch. 7. The Enlightenment and the Advent of Modernity. / Ch. 8. The World We Live in - For Now. / Afterword: Are We Still Living in Western Civilization? **International Trade** - Anne O. Krueger 2020-09-07 International trade and trade policy have become increasingly important and complex in recent

years. In this comprehensive introduction to the key aspects of international trade policy, noted authority Anne O. Krueger explains what has happened and why these issues are so difficult. With evidence-based analysis and an even-handed approach, *International Trade: What Everyone Needs to Know* lays the foundation to understand what trade does and does not do. Focusing on the importance of trade in both goods and services, Krueger explores the effects of various trade policies step-by-step and demonstrates why economists generally support free trade. Krueger considers the historical experience, highlighting how technological changes and reduction of trade barriers helped transform the world economy. Tariffs, antidumping and countervailing duties, government procurement policies, preferential trading arrangements, trade with developing countries and

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emerging markets, and the World Trade Organization are examined. Krueger tackles the fundamental questions surrounding trade including: What are the benefits and costs? What are trade deficits and do they matter? Why do some people favor protectionism and barriers to trade? How does trade policy affect workers? Written in question-and-answer format, this non-technical introduction to the policies of international trade provides an indispensable guide to one of the most crucial elements of the global economy.

### **Economical Writing, Third**

**Edition** - Deirdre Nansen

McCloskey 2019-05-17

Economics is not a field that is known for good writing. Charts, yes. Sparkling prose, no. Except, that is, when it comes to Deirdre Nansen McCloskey. Her conversational and witty yet always clear style is a hallmark of her classic works of economic history, enlivening the dismal

science and engaging readers well beyond the discipline. And now she's here to share the secrets of how it's done.

*Economical Writing* is itself economical: a collection of thirty-five pithy rules for making your writing clear, concise, and effective. Proceeding from big-picture ideas to concrete strategies for improvement at the level of the paragraph, sentence, or word, McCloskey shows us that good writing, after all, is not just a matter of taste—it's a product of adept intuition and a rigorous revision process.

Debunking stale rules, warning us that "footnotes are nests for pedants," and offering an arsenal of readily applicable tools and methods, she shows writers of all levels of experience how to rethink the way they approach their work, and gives them the knowledge to turn mediocre prose into magic. At once efficient and digestible, hilarious and provocative, *Economical*

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Writing lives up to its promise. With McCloskey as our guide, it's impossible not to see how any piece of writing—on economics or any other subject—can be a pleasure to read.

Economic Freedom and Human Flourishing - Michael R. Strain  
2016-09-15

Is economic liberty necessary for individuals to lead truly flourishing lives? Whether your immediate answer is yes or no, this question is deceptively simple. What do we mean by liberty? What constitutes the flourishing life? How are these related? How is economic liberty related to other goods that affect human flourishing? To answer these questions—and more—this volume brings to bear some of history's greatest thinkers, interpreted by some of today's leading scholars of their thought.

The Economics of Poverty Traps - Christopher B. Barrett  
2018-12-07

What circumstances or behaviors

turn poverty into a cycle that perpetuates across generations? The answer to this question carries especially important implications for the design and evaluation of policies and projects intended to reduce poverty. Yet a major challenge analysts and policymakers face in understanding poverty traps is the sheer number of mechanisms—not just financial, but also environmental, physical, and psychological—that may contribute to the persistence of poverty all over the world. The research in this volume explores the hypothesis that poverty is self-reinforcing because the equilibrium behaviors of the poor perpetuate low standards of living. Contributions explore the dynamic, complex processes by which households accumulate assets and increase their productivity and earnings potential, as well as the conditions under which some individuals, groups, and economies struggle to

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escape poverty. Investigating the full range of phenomena that combine to generate poverty traps—gleaned from behavioral, health, and resource economics as well as the sociology, psychology, and environmental literatures—chapters in this volume also present new evidence that highlights both the insights and the limits of a poverty trap lens. The framework introduced in this volume provides a robust platform for studying well-being dynamics in developing economies.

*Bourgeois Equality* - Deirdre N. McCloskey 2017-10-13

The last 200 years have witnessed a 100-fold leap in well-being. Deirdre McCloskey argues that most people today are stunningly better off than their forbearers were in 1800, and that the rest of humanity will soon be. A purely materialist, incentivist view of economic change does not explain this leap. We have

now the third in McCloskey's three-volume opus about how bourgeois values transformed Europe. Volume 3 nails the case for that transfiguration, telling us how aristocratic virtues of hierarchy were replaced by bourgeois virtues (more precisely, by attitudes toward virtues) that made it possible for ordinary folk with novel ideas to change the way people, farmed, manufactured, traveled, ruled themselves, and fought. It is a dramatic story, and joins a dramatic debate opened up by Thomas Piketty in his best-selling *Capital in the 21st Century*. McCloskey insists that economists are far too preoccupied by capital and saving, arguing against the position (of Piketty and most others) that capital induces a tendency to get more, that money reproduces itself, that riches are created from riches. Not so, our intrepid McCloskey shows. Bill Gates and Steve Jobs,

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among the biggest wealth accumulators in our era, didn't get rich through the magic of compound interest on capital. They got rich through intellectual property, creating billions of dollars from virtually nothing. Capital was no more important an ingredient to the original Apple or Microsoft than cookies or cucumbers. The debate is between those who think riches are created from riches versus those who, with McCloskey, think riches are created from rags, between those who see profits as a generous return on capital, or profits coming from innovation that ultimately benefits us all.

Knowledge and Persuasion in Economics - Donald N.

McCloskey 1994-05-05

Is economics a science? Deidre McCloskey says 'Yes, but'. Yes, economics measures and predicts, but - like other sciences - it uses literary methods too. Economists use stories as geologists do, and

metaphors as physicists do. The result is that the sciences, economics among them, must be read as 'rhetoric', in the sense of writing with intent. McCloskey's books, *The Rhetoric of Economics* (1985) and *If You're So Smart* (1990), have been widely discussed. In *Knowledge and Persuasion in Economics* he converses with his critics, suggesting that they too can gain from knowing their rhetoric.

The humanistic and mathematical approaches to economics, says McCloskey, fit together in a new 'interpretive' economics. Along the way he places economics within the sciences, examines the role of mathematics in the field, replies to critics from the left, right and centre, and shows how economics can again take a leading place in the conversation of humankind.

**Bourgeois Equality** - Deidre

Nansen McCloskey 2016-04-21

There's little doubt that most humans today are better off than

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their forebears. Stunningly so, the economist and historian Deirdre McCloskey argues in the concluding volume of her trilogy celebrating the oft-derided virtues of the bourgeoisie. The poorest of humanity, McCloskey shows, will soon be joining the comparative riches of Japan and Sweden and Botswana. Why? Most economists—from Adam Smith and Karl Marx to Thomas Piketty—say the Great Enrichment since 1800 came from accumulated capital. McCloskey disagrees, fiercely. “Our riches,” she argues, “were made not by piling brick on brick, bank balance on bank balance, but by piling idea on idea.” Capital was necessary, but so was the presence of oxygen. It was ideas, not matter, that drove “trade-tested betterment.” Nor were institutions the drivers. The World Bank orthodoxy of “add institutions and stir” doesn’t work, and didn’t. McCloskey builds a powerful case for the

initiating role of ideas—ideas for electric motors and free elections, of course, but more deeply the bizarre and liberal ideas of equal liberty and dignity for ordinary folk. Liberalism arose from theological and political revolutions in northwest Europe, yielding a unique respect for betterment and its practitioners, and upending ancient hierarchies. Commoners were encouraged to have a go, and the bourgeoisie took up the Bourgeois Deal, and we were all enriched. Few economists or historians write like McCloskey—her ability to invest the facts of economic history with the urgency of a novel, or of a leading case at law, is unmatched. She summarizes modern economics and modern economic history with verve and lucidity, yet sees through to the really big scientific conclusion. Not matter, but ideas. Big books don’t come any more ambitious, or captivating, than Bourgeois

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Equality.

The Bourgeois Virtues - Deirdre

N. McCloskey 2010-03-15

For a century and a half, the artists and intellectuals of Europe have scorned the bourgeoisie. And for a millennium and a half, the philosophers and theologians of Europe have scorned the marketplace. The bourgeois life, capitalism, Mencken's "booboisie" and David Brooks's "bobos"—all have been, and still are, framed as being responsible for everything from financial to moral poverty, world wars, and spiritual desuetude. Countering these centuries of assumptions and unexamined thinking is Deirdre McCloskey's *The Bourgeois Virtues*, a magnum opus that offers a radical view: capitalism is good for us. McCloskey's sweeping, charming, and even humorous survey of ethical thought and economic realities—from Plato to Barbara Ehrenreich—overturns every assumption we have about being

bourgeois. Can you be virtuous and bourgeois? Do markets improve ethics? Has capitalism made us better as well as richer? Yes, yes, and yes, argues McCloskey, who takes on centuries of capitalism's critics with her erudition and sheer scope of knowledge. Applying a new tradition of "virtue ethics" to our lives in modern economies, she affirms American capitalism without ignoring its faults and celebrates the bourgeois lives we actually live, without supposing that they must be lives without ethical foundations. High Noon, Kant, Bill Murray, the modern novel, van Gogh, and of course economics and the economy all come into play in a book that can only be described as a monumental project and a life's work. *The Bourgeois Virtues* is nothing less than a dazzling reinterpretation of Western intellectual history, a dead-serious reply to the critics of capitalism—and a surprising

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page-turner.

## **Why Liberalism Works -**

Deirdre Nansen McCloskey

2019-01-01

An insightful and passionately written book explaining why a return to Enlightenment ideals is good for the world "Beginning with the simple but fertile idea that people should not push other people around, Deirdre McCloskey presents an elegant defense of 'true liberalism' as opposed to its well-meaning rivals on the left and the right. Erudite, but marvelously accessible and written in a style that is at once colloquial and astringent."--Stanley Fish The greatest challenges facing humankind, according to Deirdre McCloskey, are poverty and tyranny, both of which hold people back. Arguing for a return to true liberal values, this engaging and accessible book develops, defends, and demonstrates how embracing the ideas first espoused by

eighteenth-century philosophers like Locke, Smith, Voltaire, and Wollstonecraft is good for everyone. With her trademark wit and deep understanding, McCloskey shows how the adoption of Enlightenment ideals of liberalism has propelled the freedom and prosperity that define the quality of a full life. In her view, liberalism leads to equality, but equality does not necessarily lead to liberalism. Liberalism is an optimistic philosophy that depends on the power of rhetoric rather than coercion, and on ethics, free speech, and facts in order to thrive.

## *How Capitalism Destroyed Itself -*

William Kingston 2017-03-31

Capitalism has been sustained by inherited moral values that are now all but exhausted. A unique combination of a new belief in individualism and a long tradition of property rights had traditionally ensured that self-interested action also produced

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public benefit. However, these rights, including the laws underwriting economic and financial innovation and parliamentary democracy, were gradually captured and shaped by those who could benefit most from them. This fascinating book shows that the outcome is a reduced ability to generate real wealth combined with exceptional inequality, as well as a worldwide breach of the vital trust between voters and their representatives. Capitalism's injuries are both self-inflicted and fatal.

*The Vices of Economists, the Virtues of the Bourgeoisie* -

Deirdre N. McCloskey 1996

The 'vices' are three bad habits into which economists have fallen over the past fifty years: bad statistics, bad theory, and bad applications of statistics and theory to public affairs. This book details the vices, tracing them to the influence of three giants of the 1940s and 1950s in economics,

the Americans Lawrence Klein and Paul Samuelson, and the Dutchman Jan Tinbergen. McCloskey recommends a 'bourgeois', even feminine, virtue to replace the aristocratic and masculine vices of modern economics. She sees intellectual life as a bourgeois market of negotiating equals. What is good for a liberal democracy is good for intellectual life, she argues, even in the forbiddingly mathematical world of modern economics.

Bourgeois Dignity - Deirdre N.

McCloskey 2011-11-15

Arguing that the biggest economic story of our times is how China & India have embraced neoliberalism, Deirdre McCloskey suggests that economic change depends less on foreign trade, investment or material causes, & a whole lot more on ideas & what people believe.

A Culture of Growth - Joel

Mokyr 2016-10-25

Why Enlightenment culture

sparked the Industrial Revolution. During the late eighteenth century, innovations in Europe triggered the Industrial Revolution and the sustained economic progress that spread across the globe. While much has been made of the details of the Industrial Revolution, what remains a mystery is why it took place at all. Why did this revolution begin in the West and not elsewhere, and why did it continue, leading to today's unprecedented prosperity? In this groundbreaking book, celebrated economic historian Joel Mokyr argues that a culture of growth specific to early modern Europe and the European Enlightenment laid the foundations for the scientific advances and pioneering inventions that would instigate explosive technological and economic development. Bringing together economics, the history of science and technology, and models of cultural evolution,

Mokyr demonstrates that culture—the beliefs, values, and preferences in society that are capable of changing behavior—was a deciding factor in societal transformations. Mokyr looks at the period 1500–1700 to show that a politically fragmented Europe fostered a competitive "market for ideas" and a willingness to investigate the secrets of nature. At the same time, a transnational community of brilliant thinkers known as the "Republic of Letters" freely circulated and distributed ideas and writings. This political fragmentation and the supportive intellectual environment explain how the Industrial Revolution happened in Europe but not China, despite similar levels of technology and intellectual activity. In Europe, heterodox and creative thinkers could find sanctuary in other countries and spread their thinking across borders. In contrast, China's version of the Enlightenment

remained controlled by the ruling elite. Combining ideas from economics and cultural evolution, *A Culture of Growth* provides startling reasons for why the foundations of our modern economy were laid in the mere two centuries between Columbus and Newton.

**Adam Smith** - Jesse Norman  
2018-09-11

A dazzlingly original, "remarkable" account of the life and thought of legendary economist Adam Smith (*Financial Times*). Adam Smith (1723-1790) is now widely regarded as the greatest economist of all time. But what he really thought, and the implications of his ideas, remain fiercely contested. Was he an eloquent advocate of capitalism and individual freedom? A prime mover of "market fundamentalism"? An apologist for human selfishness? Or something else entirely? In the tradition of *The Worldly Philosophers*, Adam Smith dispels

the myths and caricatures, and provides a far more complex portrait of the man. Offering a highly engaging account of Smith's life and times, political philosopher Jesse Norman explores his work as a whole and traces his influence over two centuries to the present day. Finally, he shows how a proper understanding of Smith can help us address the problems of modern capitalism. The Smith who emerges from this book is not only the greatest of all economists but a pioneering theorist of moral philosophy, culture, and society.

**Cents and Sensibility** - Gary Saul Morson  
2018-09-25

In *Cents and Sensibility*, an eminent literary critic and a leading economist make the case that the humanities—especially the study of literature—offer economists ways to make their models more realistic, their predictions more accurate, and their policies more effective and

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just. Arguing that Adam Smith's heirs include Austen, Chekhov, and Tolstoy as much as Keynes and Friedman, Gary Saul Morson and Morton Schapiro trace the connection between Adam Smith's great classic, *The Wealth of Nations*, and his less celebrated book on ethics, *The Theory of Moral Sentiments*. The authors contend that a few decades later, Jane Austen invented her groundbreaking method of novelistic narration in order to give life to the empathy that Smith believed essential to humanity. More than anyone, the great writers can offer economists something they need—a richer appreciation of behavior, ethics, culture, and narrative. Original, provocative, and inspiring, *Cents and Sensibility* demonstrates the benefits of a dialogue between economics and the humanities and also shows how looking at real-world problems can revitalize the study of literature

itself. Featuring a new preface, this book brings economics back to its place in the human conversation.

Humanomics - Vernon L. Smith  
2019-01-24

Articulates Adam Smith's model of human sociality, illustrated in experimental economic games that relate easily to business and everyday life. Shows how to re-humanize the study of economics in the twenty-first century by integrating Adam Smith's two great books into contemporary empirical analysis.

Crossing - Deirdre N. McCloskey  
2019-09-20

A New York Times Book Review Notable Book of the Year “I visited womanhood and stayed. It was not for the pleasures, though I discovered many I had not imagined, and many pains too. But calculating pleasures and pains was not the point. The point was who I am.” Once a golden boy of conservative economics and a

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child of 1950s privilege, Deirdre McCloskey (formerly Donald) had wanted to change genders from the age of eleven. But it was a different time, one hostile to any sort of straying from the path—against gays, socialists, women with professions, men without hats, and so on—and certainly against gender transition. Finally, in 1995, at the age of fifty-three, it was time for McCloskey to cross the gender line. *Crossing* is the story of McCloskey's dramatic and poignant transformation from Donald to Dee to Deirdre. She chronicles the physical procedures and emotional evolution required and the legal and cultural roadblocks she faced in her journey to womanhood. By turns searing and humorous, this is the unflinching, unforgettable story of her transformation—what she lost, what she gained, and the women who lifted her up along the way.

Bourgeois Equality - Deirdre

Nansen McCloskey 2016-04-21  
How standards of living have skyrocketed since 1800, and the political philosophy that made it possible: "Persuasive...richly detailed and erudite."—Financial Times  
There's little doubt that most humans today are better off than their forebears. Stunningly so, the economist and historian Deirdre McCloskey argues in this concluding volume of her trilogy celebrating the oft-derided virtues of the bourgeoisie. The poorest of humanity, McCloskey shows, will soon be joining the comparative riches of Japan and Sweden and Botswana. Why? Most economists—from Adam Smith and Karl Marx to Thomas Piketty—say the Great Enrichment since 1800 came from accumulated capital. McCloskey disagrees, fiercely. Our riches, she argues, were made not by piling brick on brick, bank balance on bank balance, but by piling idea on idea. Capital was necessary, but in



the same way that oxygen is necessary for a fire. Nor were institutions the drivers: the World Bank orthodoxy of “add institutions and stir” hasn’t worked. McCloskey builds a powerful case for the initiating role of ideas—ideas for electric motors and free elections, of course, but more deeply the bizarre and liberal ideas of equal liberty and dignity for ordinary folk. Liberalism arose from theological and political revolutions in northwest Europe, yielding a unique respect for betterment and its practitioners, and upending ancient hierarchies. Commoners were encouraged to have a go, and the bourgeoisie took up the Bourgeois Deal, and we were all enriched. Few economists or historians write like McCloskey—her ability to invest the facts of economic history with the urgency of a novel, or of a leading case at law, is unmatched. She summarizes

modern economics and modern economic history with verve and lucidity, yet sees through to the really big scientific conclusion. Not matter, but ideas. Big books don’t come any more ambitious, or captivating, than Bourgeois Equality.

Anti-Piketty - Jean-Philippe Delsol 2017-03-01

Thomas Piketty's book Capital in the Twenty-First Century has enjoyed great success and provides a new theory about wealth and inequality. However, there have been major criticisms of his work. Anti-Piketty: Capital for the 21st Century collects key criticisms from 20 specialists—economists, historians, and tax experts—who provide rigorous arguments against Piketty's work while examining the notions of inequality, growth, wealth, and capital.

**The Better Angels of Our Nature** - Steven Pinker 2012-09-25

Presents a controversial history of violence which argues that

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today's world is the most peaceful time in human existence, drawing on psychological insights into intrinsic values that are causing people to condemn violence as an acceptable measure.

The Noblest Minds - Peter McNamara 1999

Ever since Douglass Adair convincingly demonstrated that a love of fame was central to the American founding, political scientists and historians have started to view the founders and their acts in a new light. In *The Noblest Minds*, ten distinguished scholars examine this passion for fame and honor and demonstrate for the first time its significance in the development of American democracy. The first two-thirds of the book is devoted to essays on individual founders, as the contributors consider the role of fame in the lives and political characters of Washington, Franklin, Madison, Jefferson, Hamilton, Adams, and Marshall.

The remaining chapters analyze the founders' theoretical accomplishment in reviving political science, and explore the problem of honor in the modern world. Political scientists and American historians alike will find this book to be valuable and illuminating. What made the founding generation of American statesmen so outstanding? To answer this question, *The Noblest Minds* brings together a distinguished group of historians and political scientists to evaluate a neglected but compelling theory advanced nearly four decades ago by Douglass Adair. Adair argued that it was the 'love of fame' that moved many of the leading lights of the founding generation. Adair's thesis is the starting point for a series of searching essays on the role of fame in the lives of Adams, Franklin, Hamilton, Jefferson, Madison, Marshall, and Washington. These profiles also provide wide-ranging historical

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and philosophical reflections on the question of fame. What emerges from these essays is a more complex picture of the founding generation than that presented by Adair. While acknowledging the role of the love of fame, *The Noblest Minds* argues for the influence of other concerns such as honor, virtue, and the cause of liberty. This more complex picture of the founding generation provides a unique and rewarding vantage point from which to consider the question of 'character' in politics, which looms so large in contemporary political debate. It illuminates the differences between true fame and mere celebrity in such a way as to point to considerations that transcend both. Political scientists and American historians alike will find this book to be valuable and illuminating.

**Crossing** - Deirdre N. McCloskey  
2019-09-20

A New York Times Book

Review Notable Book of the Year "I visited womanhood and stayed. It was not for the pleasures, though I discovered many I had not imagined, and many pains too. But calculating pleasures and pains was not the point. The point was who I am." Once a golden boy of conservative economics and a child of 1950s privilege, Deirdre McCloskey (formerly Donald) had wanted to change genders from the age of eleven. But it was a different time, one hostile to any sort of straying from the path—against gays, socialists, women with professions, men without hats, and so on—and certainly against gender transition. Finally, in 1995, at the age of fifty-three, it was time for McCloskey to cross the gender line. *Crossing* is the story of McCloskey's dramatic and poignant transformation from Donald to Dee to Deirdre. She chronicles the physical procedures and emotional

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**Crossing** - Deirdre N. McCloskey  
2009-10-27

We have read the stories of those who have "crossed" lines of race and class and culture. But few have written of crossing—completely and entirely—the gender line. Crossing is the story of Deirdre McCloskey (formerly Donald), once a golden boy of conservative economics and a child of 1950s and 1960s privilege, and her dramatic and poignant journey to becoming a woman. McCloskey's account of her painstaking efforts to learn to "be a woman" unearths fundamental questions about gender and identity, and hatreds and anxieties, revealing

surprising answers.

**The Enchantments of Mammon** -

Eugene McCarragher 2019-11-12

Eugene McCarragher challenges the conventional view of capitalism as a force for disenchantment. From Puritan and evangelical valorizations of profit to the heavenly Fordist city, the mystically animated corporation, and the deification of the market, capitalism has hijacked our intrinsic longing for divinity, laying hold to our souls.

**The Soul of Enterprise** - Ronald J Baker  
2015-02-26

The world's economy has been transformed from a twentieth-century materials-based economy to the Age of the Knowledge-Based Economy - and the currency of this realm is ideas, imagination, creativity, and knowledge. According The World Bank, 80% of the developed world's wealth now resides in human capital. Perhaps President Ronald Reagan said it best in his address to Moscow

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State University on May 31, 1988: "Like a chrysalis, we're emerging from the economy of the Industrial Revolution - an economy confined and limited by the Earth's physical resources - into, as one economist titled his book, "the economy in mind," in which there are no bounds on human imagination and the freedom to create is the most precious natural resource."

Written by Ronald Baker and Ed Kless, hosts of *The Soul of Enterprise: Business in the Knowledge Economy*, the popular radio show on Voice America's Business Channel, *The Soul of Enterprise: Dialogues on Business in the Knowledge Economy* sounds the clarion call that organizations can no longer ignore this seismic shift that has occurred in the economy since 1959. *The Soul of Enterprise* introduces the three components of Intellectual Capital - human capital, social capital, and structural capital - and how to

leverage them to create wealth in today's economy, by revealing: The physical fallacy - why wealth no longer consists of tangible things, but of ideas, imagination and knowledge from human minds The best learning tool ever invented: After Action Reviews Why Frederick Taylor and the Scientific Management movement was a fraud and the wrong focus for knowledge workers The fact that effectiveness always and everywhere trumps efficiency The First Law of Pricing: All value is subjective The Second Law of Pricing: All prices are contextual The Morality of Markets: Doing well and doing good Why your organization - and you - need to be driven by a higher purpose than profit *The Soul of Enterprise* will inspire and challenge readers to unlock the enormous financial and competitive power hidden in the intellectual capital of their organizations and knowledge

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workers."

Bettering Humanomics - Deirdre

Nansen McCloskey 2021-05-28

Economic historian Deirdre Nansen McCloskey has distinguished herself through her writing on the Great Enrichment and the betterment of the poor—not just materially but spiritually. In Bettering Humanomics she continues her intellectually playful yet rigorous analysis with a focus on humans rather than the institutions. Going against the grain of contemporary neo-institutional and behavioral economics which privilege observation over understanding, she asserts her vision of “humanomics,” which draws on the work of Bart Wilson, Vernon Smith, and most prominently, Adam Smith. She argues for an economics that uses a comprehensive understanding of human action beyond behaviorism. McCloskey clearly articulates her points of contention with believers in

“imperfections,” from Samuelson to Stiglitz, claiming that they have neglected scientific analysis in their haste to diagnose the ills of the system. In an engaging and erudite manner, she reaffirms the global successes of market-tested betterment and calls for empirical investigation that advances from material incentives to an awareness of the human within historical and ethical frameworks. Bettering Humanomics offers a critique of contemporary economics and a proposal for an economics as a better human science.

*Economics for the Common Good*

- Jean Tirole 2019-05-14

"When Jean Tirole won the 2014 Nobel Prize in Economics, he suddenly found himself being stopped in the street by complete strangers and asked to comment on issues of the day, no matter how distant from his own areas of research. His transformation from academic economist to public intellectual prompted him

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to reflect further on the role economists and their discipline play in society. The result is *Economics for the Common Good*, a passionate manifesto for a world in which economics, far from being a 'dismal science,' is a positive force for the common good. Economists are rewarded for writing technical papers in scholarly journals, not joining in public debates. But Tirole says we urgently need economists to engage with the many challenges facing society, helping to identify our key objectives and the tools needed to meet them. To show how economics can help us realize the common good, Tirole shares his insights on a broad array of questions affecting our everyday lives and the future of our society, including global warming, unemployment, the post-2008 global financial order, the euro crisis, the digital revolution, innovation, and the proper balance between the free market and regulation. Providing

a rich account of how economics can benefit everyone, *Economics for the Common Good* sets a new agenda for the role of economics in society"--Provided by publisher.

### **The Once and Future Worker -**

Oren Cass 2020-08-04

"[Cass's] core principle--a culture of respect for work of all kinds--can help close the gap dividing the two Americas...." - William A. Galston, The Brookings Institution The American worker is in crisis. Wages have stagnated for more than a generation. Reliance on welfare programs has surged. Life expectancy is falling as substance abuse and obesity rates climb. These woes are not the inevitable result of irresistible global and technological forces. They are the direct consequence of a decades-long economic consensus that prioritized increasing consumption--regardless of the costs to American workers, their

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families, and their communities. Donald Trump's rise to the presidency focused attention on the depth of the nation's challenges, yet while everyone agrees something must change, the Left's insistence on still more government spending and the Right's faith in still more economic growth are recipes for repeating the mistakes of the past. In this groundbreaking re-evaluation of American society, economics, and public policy, Oren Cass challenges our basic assumptions about what prosperity means and where it comes from to reveal how we lost our way. The good news is that we can still turn things around--if the nation's proverbial elites are willing to put the American worker's interests first. Which is more important, pristine air quality, or well-paying jobs that support families? Unfettered access to the cheapest labor in the world, or renewed investment in the employment

of Americans? Smoothing the path through college for the best students, or ensuring that every student acquires the skills to succeed in the modern economy? Cutting taxes, expanding the safety net, or adding money to low-wage paychecks? The renewal of work in America demands new answers to these questions. If we reinforce their vital role, workers supporting strong families and communities can provide the foundation for a thriving, self-sufficient society that offers opportunity to all.

*The Myth of the Entrepreneurial State* - Deirdre Nansen

McCloskey 2020-10-16

A common narrative of the post-World War II economists was that the State is indispensable for guiding investment and fostering innovation. They claimed that the wealth of the modern world is the result of past State guidance and that what is needed for future economic growth is more State guidance. This position has

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recently been rejuvenated in reaction to the Great Recession of 2008. The truth is that the enriched modern economy was not a product of State coercion. It was a product of a change in political and social rhetoric in north western Europe from 1517 to 1789. The Great Enrichment, that is, came from human ingenuity emancipated from the bottom up, not human ingenuity directed from the top down. The true question is what on balance is the best way to organize innovation—by the “wise State” or by commercially tested betterment? The American Institute for Economic Research in Great Barrington, Massachusetts, was founded in 1933 as the first independent voice for sound economics in the United States. Today it publishes ongoing research, hosts educational programs, publishes books, sponsors interns and scholars, and is home to the world-renowned Bastiat Society

and the highly respected Sound Money Project. The American Institute for Economic Research is a 501c3 public charity. The Adam Smith Institute is one of the world's leading think tanks, recognised as the best domestic and international economic policy think-tank in the UK and ranked 2nd in the world among Independent Think Tanks by the University of Pennsylvania. Independent, non-profit and non-partisan, the Adam Smith Institute works to promote free market, neoliberal ideas through research, publishing, media outreach, and education. The Institute is today at the forefront of making the case for free markets and a free society in the United Kingdom. The Institute was founded in the 1970s, as post-war socialism reached its high-watermark. Then, as now, its purpose was to educate the public about free markets and economic policy, and to inject sound ideas into the public debate.

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Success and Luck - Robert H.

Frank 2017-09-26

From New York Times

bestselling author and economics columnist Robert Frank, a compelling book that explains why the rich underestimate the importance of luck in their success, why that hurts everyone, and what we can do about it How important is luck in economic success? No question more reliably divides conservatives from liberals. As conservatives correctly observe, people who amass great fortunes are almost always talented and hardworking. But liberals are also correct to note that countless others have those same qualities yet never earn much. In recent years, social scientists have discovered that chance plays a much larger role in important life outcomes than most people imagine. In *Success and Luck*, bestselling author and New York Times economics columnist Robert Frank explores the

surprising implications of those findings to show why the rich underestimate the importance of luck in success—and why that hurts everyone, even the wealthy. Frank describes how, in a world increasingly dominated by winner-take-all markets, chance opportunities and trivial initial advantages often translate into much larger ones—and enormous income differences—over time; how false beliefs about luck persist, despite compelling evidence against them; and how myths about personal success and luck shape individual and political choices in harmful ways. But, Frank argues, we could decrease the inequality driven by sheer luck by adopting simple, unintrusive policies that would free up trillions of dollars each year—more than enough to fix our crumbling infrastructure, expand healthcare coverage, fight global warming, and reduce poverty, all without requiring

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painful sacrifices from anyone. If this sounds implausible, you'll be surprised to discover that the solution requires only a few, noncontroversial steps.

Compellingly readable, *Success and Luck* shows how a more accurate understanding of the role of chance in life could lead to better, richer, and fairer economies and societies.

**Innovation Equity** - Elie Ofek  
2016-09-30

From drones to wearable technology to Hyperloop pods that can potentially travel more than seven hundred miles per hour, we're fascinated with new products and technologies that seem to come straight out of science fiction. But, innovations are not only fascinating, they're polarizing, as, all too quickly, skepticism regarding their commercial viability starts to creep in. And while fortunes depend on people's ability to properly assess their prospects for success, no one can really agree

on how to do it, especially for truly radical new products and services. In *Innovation Equity*, Elie Ofek, Eitan Muller, and Barak Libai analyze how a vast array of past innovations performed in the marketplace—from their launch to the moment they became everyday products to the phase where consumers moved on to the “next big thing.” They identify key patterns in how consumers adopt innovations and integrate these with marketing scholarship on how companies manage their customer base by attracting new customers, keeping current customers satisfied, and preventing customers from switching to competitors' products and services. In doing so, the authors produce concrete models that powerfully predict how the marketplace will respond to innovations, providing a much more authoritative way to estimate their potential monetary

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value, as well as a framework for making it possible to achieve that value.

Grave New World - Stephen D. King 2018-05-22

A controversial look at the end of globalization and what it means for prosperity, peace, and the global economic order

Globalization, long considered the best route to economic prosperity, is not inevitable. An approach built on the principles of free trade and, since the 1980s, open capital markets, is beginning to fracture. With disappointing growth rates across the Western world, nations are no longer willing to sacrifice national interests for global growth; nor are their leaders able—or willing—to sell the idea of pursuing a global agenda of prosperity to their citizens. Combining historical analysis with current affairs, economist Stephen D. King provides a provocative and engaging account of why globalization is

being rejected, what a world ruled by rival states with conflicting aims might look like, and how the pursuit of nationalist agendas could result in a race to the bottom. King argues that a rejection of globalization and a return to “autarky” will risk economic and political conflict, and he uses lessons from history to gauge how best to avoid the worst possible outcomes.

Age of Discovery - Ian Goldin 2016-05-24

The present is a contest between the bright and dark sides of discovery. To avoid being torn apart by its stresses, we need to recognize the fact—and gain courage and wisdom from the past. Age of Discovery shows how. Now is the best moment in history to be alive, but we have never felt more anxious or divided. Human health, aggregate wealth and education are flourishing. Scientific discovery is racing forward. But the same global flows of trade,

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capital, people and ideas that make gains possible for some people deliver big losses to others—and make us all more vulnerable to one another. Business and science are working giant revolutions upon our societies, but our politics and institutions evolve at a much slower pace. That’s why, in a moment when everyone ought to be celebrating giant global gains, many of us are righteously angry at being left out and stressed about where we’re headed. To make sense of present shocks, we need to step back and recognize: we’ve been here before. The first Renaissance, the time of Columbus, Copernicus, Gutenberg and others, likewise redrew all maps of the world, democratized communication and sparked a flourishing of creative achievement. But their world also grappled with the same dark side of rapid change: social division, political extremism, insecurity, pandemics and other

unintended consequences of discovery. Now is the second Renaissance. We can still flourish—if we learn from the first.

*The Sex Factor* - Victoria Bateman 2019-07-01

Why did the West become so rich? Why is inequality rising? How ‘free’ should markets be? And what does sex have to do with it? In this passionate and skilfully argued book, leading feminist Victoria Bateman shows how we can only understand the burning economic issues of our time if we put sex and gender – ‘the sex factor’ – at the heart of the picture. Spanning the globe and drawing on thousands of years of history, Bateman tells a bold story about how the status and freedom of women are central to our prosperity. Genuine female empowerment requires us not only to recognize the liberating potential of markets and smart government policies but also to challenge the

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double-standard of many modern feminists when they celebrate the brain while denigrating the body. This iconoclastic book is a devastating exposé of what we have lost from ignoring ‘the sex factor’ and of how reversing this neglect can drive the smart economic policies we need today. *The Applied Theory of Price* - Deirdre N. McCloskey 1985

**Rhetorical Style and Bourgeois Virtue** - Mark Garrett Longaker 2015-09-29

During the British Enlightenment, the correlation between effective communication and moral excellence was undisputed—so much so that rhetoric was taught as a means of instilling desirable values in students. In *Rhetorical Style and Bourgeois Virtue*, Mark Garrett Longaker explores the connections between rhetoric and ethics in the context of the history of capitalism. Longaker’s study lingers on four British

intellectuals from the late seventeenth to the mid-nineteenth century: philosopher John Locke, political economist Adam Smith, rhetorical theorist Hugh Blair, and sociologist Herbert Spencer. Across one hundred and fifty years, these influential men sought to mold British students into good bourgeois citizens by teaching them the discursive habits of clarity, sincerity, moderation, and economy, all with one incontrovertible truth in mind: the free market requires virtuous participants in order to thrive. Through these four case studies—written as biographically focused yet socially attentive intellectual histories—Longaker portrays the British rhetorical tradition as beholden to the dual masters of ethics and economics, and he sheds new light on the deliberate intellectual engineering implicit in Enlightenment pedagogy.

*Humanism Challenges*

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*Materialism in Economics and  
Economic History* - Roderick

Floud 2017-01-23  
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references and index.