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For many years the Handbook of Methods in Nonverbal Behavior Research (Scherer & Ekman, 1982) has been an invaluable text for researchers looking for methods to study nonverbal behavior and the expression of affect. A successor to this essential text, The New Handbook of Methods in Nonverbal Behavior Research includes chapters on coding and methodological issues for a variety of areas in nonverbal behavior: facial actions, vocal behavior, and body movement. Issues relevant to judgment

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studies, methodology, reliability, analyses, etc. have also been updated. The topics are broad and include specific information about methodology and coding strategies in education, psychotherapy, deception, nonverbal sensitivity, and marital and group behavior. There is also a chapter detailing specific information on the technical aspects of recording the voice and face, and specifically in relation to deception studies. This volume will be valuable for both new researchers and those already working in the fields of nonverbal behavior, affect expression, and related topics. It will play a central role in further refining research methods and coding strategies, allowing a comparison of results from various laboratories where research on

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nonverbal behavior is being conducted. This will advance research in the field and help to coordinate results so that a more comprehensive understanding of affect expression can be developed.

Ask a dozen talking heads about the course of action we should take to right the economy and you'll get thirteen different answers. But what if we possessed a handful of basic principles that could guide our decisions—both the personal ones about how to save and spend but also those national ones that have been capturing the headlines? Robert H. Frank has been illustrating these principles longer and more clearly than anyone else. In *The Economic Naturalist's Field Guide*, he reveals how they play out in

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Washington, on Wall Street, and in our own lives, covering everything from healthcare to tax policy to everyday decisions about what we do with our money. In today's uncertain economic climate, The Economic Naturalist's Field Guide's insights have more bearing than ever on our pocketbooks, policies, and personal happiness.

Financial disasters--and stories of the greedy bankers who precipitated them--seem to underscore the idea that self-interest will always trump concerns for the greater good. Indeed, this idea is supported by the prevailing theories in both economics and evolutionary biology. But is it valid? In *What Price the Moral High Ground?*, economist and social critic

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Robert Frank challenges the notion that doing well is accomplished only at the expense of doing good. Frank explores exciting new work in economics, psychology, and biology to argue that honest individuals often succeed, even in highly competitive environments, because their commitment to principle makes them more attractive as trading partners. Drawing on research he has conducted and published over the past decade, Frank challenges the familiar homo economicus stereotype by describing how people create bonds that sustain cooperation in one-shot prisoner's dilemmas. He goes on to describe how people often choose modestly paid positions in the public and nonprofit sectors over comparable, higher-

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paying jobs in the for-profit sector; how studying economics appears to inhibit cooperation; how social norms often deter opportunistic behavior; how a given charitable organization manages to appeal to donors with seemingly incompatible motives; how concerns about status and fairness affect salaries in organizations; and how socially responsible firms often prosper despite the higher costs associated with their business practices. Frank's arguments have important implications for the conduct of leaders in private as well as public life. Tossing aside the model of the self-interested homo economicus, Frank provides a tool for understanding how to better structure organizations, public policies, and even our

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own lives.

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Politics and Public Policy

Distributional Consequences of Direct Foreign Investment

Economics and Happiness

Maths for Economics

Never HIGHLIGHT a Book Again! Virtually all of the testable terms, concepts, persons, places, and events from the textbook are included. Cram101 Just the FACTS101 studyguides give all of the outlines, highlights, notes, and quizzes for your textbook with

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optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanys: 9780073375731 .

Robert Frank's Microeconomics and Behavior covers the essential topics of microeconomics while exploring the relationship between economic analysis and human behavior. Core analytical tools are embedded in a uniquely diverse collection of examples and applications to illuminate the power and versatility of the economic way of thinking. Students are encouraged to become “ Economic Naturalists ” who see the mundane details of ordinary existence in a sharp new light.

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This book covers the essential topics of microeconomics while exploring the relationship between economics analysis and human behaviour, which, in this context, is of significant interest to today's academic community. The clear narrative appeals to students, and the numerous examples help the development of economic intuition. The text introduces modern topics not often found in intermediate textbooks. Readers are encouraged to develop the distinctive mindset known as thinking like an economist.

Principles of Microeconomics

Microeconomics

Southern African Edition

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Microeconomics and Behavior

GEN CMB MICRO/BEH; Connect Access Card

Distributional Consequences of Direct Foreign Investment.

Labor Economics, 5e is a well-received text that blends coverage of traditional topics with modern theory and developments into a superb Labor Economics book. The Fifth Edition builds on the features and concepts that made the first four editions successful, updating and adding new content to keep the text on the cusp of recent events in the Labor Economics field. The new edition continues to be the most concise book in the market, enabling the instructor to teach all relevant material in a semester-long class. Despite the book's brevity, the

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instructor will find that all of the key topics in labor economics are efficiently covered in the Fifth Edition. Thanks to updated pedagogy, new end-of-chapter material, and even stronger instructor support, the Fifth Edition of Labor Economics remains one of the most relevant textbooks in the market.

Robert Frank's Microeconomics and Behavior covers the essential topics of microeconomics while exploring the relationship between economics analysis and human behavior. The book's clear narrative appeals to students, and its numerous examples help students develop economic intuition. This book introduces modern topics not often found in intermediate textbooks. Its focus

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throughout is to develop a student' s capacity to " think like an economist."

Framing the Analysis

Strategic Actors and Policy Domains

How Rising Inequality Harms the Middle Class

In Search of Explanations for Everyday Enigmas

Introduction to Economic Analysis

With an accessible approach, the third European edition of Principles of Economics provides students with the tools to analyze current economic issues. The book is underpinned by a focus on seven Core Principles, which help students to make the link between economic theory and practice. The 'economic naturalist' approach,

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supported by exercises, problems and examples, encourages students to employ economics principles to understand and explain the world around them.

Developed from the well-regarded US textbook by Frank and Bernanke, it presents an intuitive approach to economics and is suitable for all students taking a Principles of Economics course.

With a timely new foreword by Robert Frank, this groundbreaking book explores the very meaning of happiness and prosperity in America today. Although middle-income families don't earn much more than they did several decades ago, they are buying bigger cars, houses, and appliances. To pay for them, they spend

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more than they earn and carry record levels of debt. Robert Frank explains how increased concentrations of income and wealth at the top of the economic pyramid have set off "expenditure cascades" that raise the cost of achieving many basic goals for the middle class. Writing in lively prose for a general audience, Frank employs up-to-date economic data and examples drawn from everyday life to shed light on reigning models of consumer behavior. He also suggests reforms that could mitigate the costs of inequality. Falling Behind compels us to rethink how and why we live our economic lives the way we do.

Despite the recent misfortunes of many dotcoms, e-

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commerce will have major and lasting effects on economic activity. But the rise and fall in the valuations of the first wave of e-commerce companies show that vague promises of distant profits are insufficient. Only business models based on sound economic propositions will survive. This book provides professionals, investors, and MBA students the tools they need to evaluate the wide range of actual and potential e-commerce businesses at the microeconomic level. It demonstrates how these tools can be used to assess a variety of existing applications. Advances in web-based technology--particularly automation and delegation technologies such as smart agents, shopping bots, and bidding elves--support the

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further growth of e-commerce. In addition to enabling consumers to conduct automated comparisons and sellers to access visitors' background information in real time, such software programs can make decisions for individuals, negotiate with other programs, and participate in online markets. Much of e-commerce's economic value arises from this kind of automation, which not only reduces operating costs but adds value by generating new market interactions. This text teaches how to analyze the added value of such applications, considering consumer behavior, pricing strategies, incentives, and other critical factors. It discusses added value in several e-commerce arenas: online shopping,

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business-to-business e-commerce, application design, online negotiation (one-to-one trading), online auctions (one-to-many trading), and many-to-many electronic exchanges. Combining insights from several years of microeconomic research as well as from game theory and computer science, it stresses the importance of economic engineering in application design as well as the need for business models to take into account the "total game." As the only serious treatment of the microeconomics of e-commerce, this book should be read by anyone seeking e-commerce solutions or planning to work in the field.

9780073375946

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Principles of Economics

Putting Peer Pressure to Work

The Moral Foundation of Economic Behavior

Common Sense Principles for Troubled Times

This book deliberately avoids an encyclopedic approach.

The text is selective rather than exhaustive in its methodology. It adopts a slightly more analytical perspective to the study of economics, which challenges students to think critically while applying core economic principles to each scenario. Australian authors.

Robert Frank's Microeconomics and Behavior covers the essential topics of microeconomics while exploring the relationship between economics analysis and human

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behavior. The book's clear narrative appeals to students, and its numerous examples help students develop economic intuition. This book introduces modern topics not often found in intermediate textbooks. Its focus throughout is to develop a student's capacity to "think like an economist."

It then identifies specific characteristics that moral beliefs must have for the people who possess them to be regarded as trustworthy.

Under the Influence

Advances in Behavioral Economics

The Company of Strangers

9780073375731

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Maths for Economics provides a solid foundation in mathematical principles and methods used in economics, beginning by revisiting basic skills in arithmetic, algebra and equation solving and slowly building to more advanced topics, using a carefully calculated learning gradient.

Microeconomics and Behavior Irwin Professional Pub

Getting beyond the traditional policy cycle discussed in most textbooks, the fully updated fourth edition of Politics and Public Policy offers a more comprehensive and realistic view of

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polycymaking in the United States—one that looks beyond the jockeying between presidents and members of Congress, and explores the influence of corporate leaders, interest groups, bureaucrats, judges, and journalists. The book explores six distinct, yet connected, policy domains:

Boardroom Politics (decisions by business leaders and professionals); Bureaucratic Politics (rule-making and adjudication by administrators);

Cloakroom Politics (lawmaking by legislators);

Chief Executive Politics (decision making by presidents, governors, mayors, and their advisers);

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Courtroom Politics (rulings by judges); and Living Room Politics (opinions expressed through the mass media, grassroots movements, political activists, and voters). The authors' unique framework prepares students to evaluate the strategies of various political actors within each domain.

*Optimization, Experiments, and Behavior
Outlines and Highlights for Microeconomics and Behavior by Robert H Frank, Isbn
A Natural History of Economic Life
Studyguide for Microeconomics and Behavior by*

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Robert Frank, ISBN 9780077386351

Outlines and Highlights for Microeconomics and Behavior by Robert Frank, Isbn

From New York Times bestselling author and economics columnist Robert Frank, bold new ideas for creating environments that promise a brighter future Psychologists have long understood that social environments profoundly shape our behavior, sometimes for the better, often for the worse. But social influence is a two-way street—our environments are themselves products of our behavior. Under the Influence explains how to unlock the latent power of

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social context. It reveals how our environments encourage smoking, bullying, tax cheating, sexual predation, problem drinking, and wasteful energy use. We are building bigger houses, driving heavier cars, and engaging in a host of other activities that threaten the planet—mainly because that's what friends and neighbors do. In the wake of the hottest years on record, only robust measures to curb greenhouse gases promise relief from more frequent and intense storms, droughts, flooding, wildfires, and famines. Robert Frank describes how the strongest predictor of our willingness to support climate-

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friendly policies, install solar panels, or buy an electric car is the number of people we know who have already done so. In the face of stakes that could not be higher, the book explains how we could redirect trillions of dollars annually in support of carbon-free energy sources, all without requiring painful sacrifices from anyone. Most of us would agree that we need to take responsibility for our own choices, but with more supportive social environments, each of us is more likely to make choices that benefit everyone. Under the Influence shows how.

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Why do the keypads on drive-up cash machines have Braille dots? Why are round-trip fares from Orlando to Kansas City higher than those from Kansas City to Orlando? For decades, Robert Frank has been asking his economics students to pose and answer questions like these as a way of learning how economic principles operate in the real world-which they do everywhere, all the time. Once you learn to think like an economist, all kinds of puzzling observations start to make sense. Drive-up ATM keypads have Braille dots because it's cheaper to make the same machine for both drive-up and walk-

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up locations. Travelers from Kansas City to Orlando pay less because they are usually price-sensitive tourists with many choices of destination, whereas travelers originating from Orlando typically choose Kansas City for specific family or business reasons. The Economic Naturalist employs basic economic principles to answer scores of intriguing questions from everyday life, and, along the way, introduces key ideas such as the cost-benefit principle, the "no cash on the table" principle, and the law of one price. This is as delightful and painless a way to learn fundamental economics as there is.

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Never HIGHLIGHT a Book Again! Virtually all of the testable terms, concepts, persons, places, and events from the textbook are included. Cram101 Just the FACTS101 studyguides give all of the outlines, highlights, notes, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanys: 9780073375946 .

New Handbook of Methods in Nonverbal Behavior Research

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What Price the Moral High Ground?

The Economics of E-Commerce

Explores how humans' evolved ability of abstract reasoning has allowed such institutions as money, markets, cities and the banking system to provide a foundation of social trust, in a revised edition that has a new chapter explaining how the rise and fall of social trust resulted in the financial crisis. Original.

In this book, John P. Burkett presents microeconomics as an evolving science, interacting with mathematics, psychology, and

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other disciplines and offering solutions to a growing range of practical problems. The book shows how early contributors such as Xenophon, Ibn Khaldun, and David Hume posed the normative and positive questions central to microeconomics. It expounds constrained optimization techniques, as developed by economists and mathematicians from Daniel Bernoulli to Leonid Kantorovich, emphasizing their value in deriving norms of rational behavior and testable hypotheses about typical behavior. Applying these techniques, the book introduces partial equilibrium analysis of particular markets and general

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equilibrium analysis of market economies. The book both explains how laboratory and field experiments are used in testing economic hypotheses and provides materials for classroom experiments. It gives extensive and innovative coverage of recent findings in cognitive psychology and behavioral economics, which not only document behavior inconsistent with some traditional theories, but also advance positive theories with superior predictive power.

This book is the first of its kind to provide a comprehensive overview of happiness in Economics. Although it is comparatively

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unusual to put happiness and economics together, the association appears increasingly exciting and fruitful. A number of studies have been produced following Richard Easterlins and Tibor Scitovskys pioneering works throughout the 1970s. The essays collected in this book provide an authoritative and comprehensive assessment both theoretical, applied and partly experimental of the whole field moving from the so-called paradoxes of happiness in Economics. The book breaks new ground, particularly on the more recent directions of research on happiness, well-being,

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interpersonal relations and reciprocity. The meaning of happiness is thoroughly explored and the tension between a hedonic-subjective idea of happiness and a eudaimonic-objective one is discussed. This volume opens with Richard Easterlin's own assessment of the main issues. Other authors include Robert H. Frank, Robert Sugden, Bruno S. Frey, Alois Stutzer, Richard Layard, Martha C. Nussbaum, Matt Matravers, Bernard M.S, van Praag, Oded Stark, You Q. Wang, Ruut Veenhoven, Charlotte Phelps, Stefano Zamagni, and Luigi Pasinetti.

How to Succeed without Selling Your Soul
Microeconomics and Behaviour, 3e

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Labor Economics

Falling Behind

A Course in Microeconomic Theory

Twenty years ago, behavioral economics did not exist as a field. Most economists were deeply skeptical--even antagonistic--toward the idea of importing insights from psychology into their field. Today, behavioral economics has become virtually mainstream. It is well represented in prominent journals and top economics departments, and behavioral economists, including several contributors

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to this volume, have garnered some of the most prestigious awards in the profession. This book assembles the most important papers on behavioral economics published since around 1990. Among the 25 articles are many that update and extend earlier foundational contributions, as well as cutting-edge papers that break new theoretical and empirical ground. Advances in Behavioral Economics will serve as the definitive one-volume resource for those who want to familiarize themselves with the new field or keep up-to-date with the

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latest developments. It will not only be a core text for students, but will be consulted widely by professional economists, as well as psychologists and social scientists with an interest in how behavioral insights are being applied in economics. The articles, which follow Colin Camerer and George Loewenstein's introduction, are by the editors, George A. Akerlof, Linda Babcock, Shlomo Benartzi, Vincent P. Crawford, Peter Diamond, Ernst Fehr, Robert H. Frank, Shane Frederick, Simon Gächter, David

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Genesove, Itzhak Gilboa, Uri Gneezy, Robert M. Hutchens, Daniel Kahneman, Jack L. Knetsch, David Laibson, Christopher Mayer, Terrance Odean, Ted O'Donoghue, Aldo Rustichini, David Schmeidler, Klaus M. Schmidt, Eldar Shafir, Hersh M. Shefrin, Chris Starmer, Richard H. Thaler, Amos Tversky, and Janet L. Yellen.

This text covers the topics of intermediate microeconomics in South Africa while exploring the relationship between economic analysis and human behaviour. A clear narrative, a wide

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variety of Southern African examples and applied practical problems help students learn how to think like economists and apply economics in business and life.

Robert Frank's Microeconomics and Behavior covers the essential topics of microeconomics while exploring the relationship between economic analysis and human behavior. Core analytical tools are embedded in a uniquely diverse collection of examples and applications to illuminate the power and versatility of the economic way of thinking. Students are encouraged

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to become “Economic Naturalists” who see the mundane details of ordinary existence in a sharp new light.

The Economic Naturalist

Microeconomics and Behaviour: South African Edition

A Strategic Guide to Understanding and Designing the Online Marketplace

The Economic Naturalist's Field Guide Microeconomics and Behaviour

Never HIGHLIGHT a Book Again! Virtually all of the testable terms, concepts, persons,

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places, and events from the textbook are included. Cram101 Just the FACTS101 studyguides give all of the outlines, highlights, notes, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanys: 9780077386351 . David M. Kreps has developed a text in microeconomics that is both challenging and "user-friendly." The work is designed for the first-year graduate microeconomic theory course and is accessible to advanced

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undergraduates as well. Placing unusual emphasis on modern noncooperative game theory, it provides the student and instructor with a unified treatment of modern microeconomic theory--one that stresses the behavior of the individual actor (consumer or firm) in various institutional settings. The author has taken special pains to explore the fundamental assumptions of the theories and techniques studied, pointing out both strengths and weaknesses. The book begins with an exposition of the standard models of

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choice and the market, with extra attention paid to choice under uncertainty and dynamic choice. General and partial equilibrium approaches are blended, so that the student sees these approaches as points along a continuum. The work then turns to more modern developments. Readers are introduced to noncooperative game theory and shown how to model games and determine solution concepts. Models with incomplete information, the folk theorem and reputation, and bilateral bargaining are

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covered in depth. Information economics is explored next. A closing discussion concerns firms as organizations and gives readers a taste of transaction-cost economics.

"would also be accessible and engaging to students. The more common approach in this market has been to emphasize one of these dimensions or the other. For example, some texts have done well by sacrificing rigor in the name of user-friendliness. But although such books sometimes keep students happy, they often fail to prepare them for upper-

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division courses in the major. Others texts have succeeded by sacrificing accessibility in the name of rigor, where rigor all too often means little more than mathematical density. These courses overwhelm many undergraduates, and even those few who become adept at solving well-posed mathematical optimization problems are often baffled by questions drawn from everyday contexts"--