

[Free] The Joyless Economy: The Psychology of Human Satisfaction

The Joyless Economy: The Psychology of Human Satisfaction

Tibor Scitovsky

*DOC | *audiobook | ebooks | Download PDF | ePub*

Copyrighted Material

The Joyless Economy

The
Psychology of
Human Satisfaction

REVISED EDITION

Tibor Scitovsky

Copyrighted Material

DOWNLOAD



READ ONLINE

#1406556 in eBooks 1992-03-26 1992-02-11 File Name: B000QTD1H4 | File size: 62.Mb

Tibor Scitovsky : The Joyless Economy: The Psychology of Human Satisfaction before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Joyless Economy: The Psychology of Human Satisfaction:

2 of 3 people found the following review helpful. Loved it. By lewis colon This is a great little book and even though it was written decades ago, nearly everything within it remains relevant and applicable today. It's a real gem and too bad more people don't know about it. I highly recommend reading it. 10 of 13 people found the following review helpful. Excessive Stimulation or Excessive Comfort? By A Customer This bifurcated question lies at the core of this excellent

classic. The assumption that all choice is rational, that rationality chooses freedom a priori, and freedom is its own intrinsic good has been the foundation of contemporary economics and liberal political theory for more than a century? This book challenges this and other assumptions, demonstrating that the true human "need" is not for freedom in itself, but instrumentally, so that our choices to bring about the right mixture of stimulation in our lives is balanced by an appropriate dose of comfort. Too much stimulation produces pain, too much comfort produces boredom, the excess of which lies outside the "mean." This book goes beyond challenging our most basic presumptions; it argues coherently, cohesively, and cogently that the summa bonum of human life is not merely choice, but the right choices that balance our conflicting desires for something "new" with our desire for "stability." Most theories gravitate toward one extreme or the other; Scitovsky demonstrates the Aristotelean "mean." Sadly, this book is only available in hardback and is very pricey. Not that this book isn't worth the high cost Oxford Press demands, rather that it will unfortunately limit widespread access to this treasure. For those wanting a preview of this book's contents, see "Critical Review" Vol 10, No.4.9 of 11 people found the following review helpful. The puritan economy By Bernie Koenig This book is a must for all people who want to challenge the current free market dogma. Scitovsky shows that economic practices are aspects of one's culture: people in different countries spend their money very differently. These spending patterns are not based on the amount of income but on what is important to them. Thus Europeans with less income than Americans spend more of their income on fresh fruit and other foods, as well as on entertainment. Americans may buy bigger, but Europeans buy better. An American will boast about how much something cost, while a European will boast about how much they saved. By showing that economics is based on culture, the whole concept of economics as a value free science gets undermined. And, the book is readable for the non professional.

When this classic work was first published in 1976, its central tenet--more is not necessarily better--placed it in direct conflict with mainstream thought in economics. Within a few years, however, this apparently paradoxical claim was gaining wide acceptance. Scitovsky's ground-breaking book was the first to apply theories of behaviorist psychology to questions of consumer behavior and to do so in clear, non-technical language. Setting out to analyze the failures of our consumerist lifestyle, Scitovsky concluded that people's need for stimulation is so vital that it can lead to violence if not satisfied by novelty--whether in challenging work, art, fashion, gadgets, late-model cars, or scandal. Though much of the book stands as a record of American post-war prosperity and its accompanying problems, the revised edition also takes into account recent social and economic changes. A new preface and a foreword by economist Robert Frank introduce some of the issues created by those changes and two revised chapters develop them, discussing among others the assimilation of counter-cultural ideas throughout American society, especially ideas concerning quality of life. Scitovsky draws fascinating connections between the new elite of college-educated consumers and the emergence of a growing underclass plagued by drugs and violence, perceptively tracing the reactions of these disparate groups to the problems of leisure and boredom. In the wake of the so-called "decade of greed" and amidst calls for a "kindler, gentler" society, *The Joyless Economy* seems more timely than ever.

"Magnificent....A book one absolutely has to read."--Jagdish Bhagwati, Columbia University "An original and profound critique of American culture."--Kenneth J. Arrow, Stanford University "A brilliant contribution to welfare economics."--*The Economist* "An intriguing book--some novel perspectives and insights on satisfaction which have stimulated some research hypotheses and directions I hope to follow up on in the consumer behaviour area."--Kenneth R. Lord, SUNY, Buffalo "Stimulating and imaginative."--*The New Statesman* From the Back Cover His first four chapters present what remains one of the most artful and accessible summaries of what psychologists know about human motivation. Economists will learn that the concept of utility in economic models corresponds to the psychologist's notion of comfort; and they will see substantial evidence against the idea that people are comfort maximizers. About the Author Tibor Scitovsky is Emeritus Professor of Economics at Stanford University.