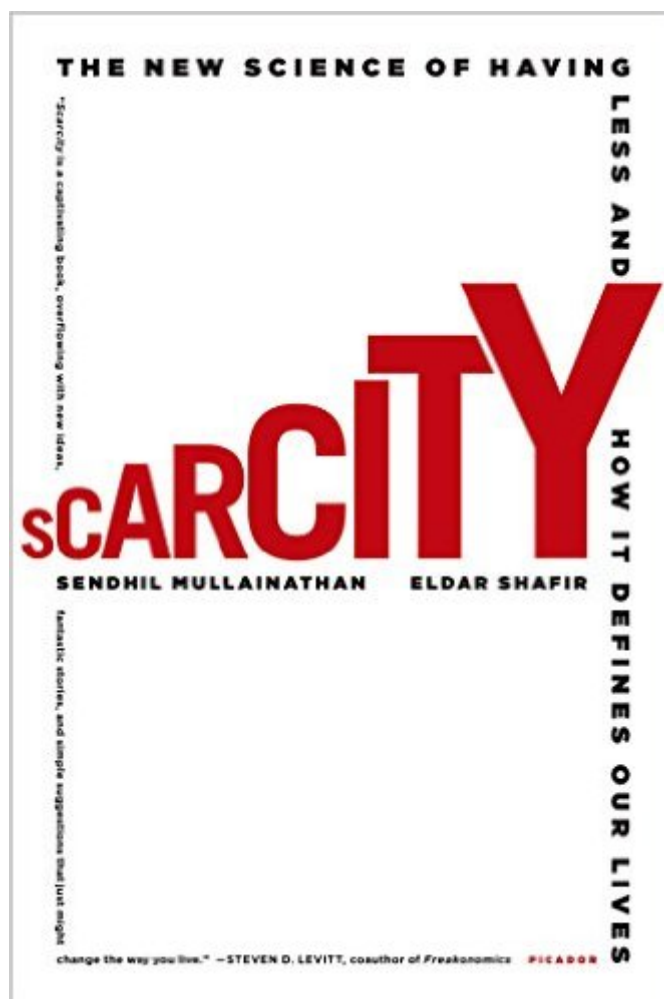


The book was found

Scarcity: The New Science Of Having Less And How It Defines Our Lives



Synopsis

In this provocative book based on cutting-edge research, Sendhil Mullainathan and Eldar Shafir show that scarcity creates a distinct psychology for everyone struggling to manage with less than they need. Busy people fail to manage their time efficiently for the same reasons the poor and those maxed out on credit cards fail to manage their money. The dynamics of scarcity reveal why dieters find it hard to resist temptation, why students and busy executives mismanage their time, and why the same sugarcane farmers are smarter after harvest than before. Once we start thinking in terms of scarcity, the problems of modern life come into sharper focus, and *Scarcity* reveals not only how it leads us astray but also how individuals and organizations can better manage scarcity for greater satisfaction and success.

Book Information

Paperback: 304 pages

Publisher: Picador; Reprint edition (November 4, 2014)

Language: English

ISBN-10: 125005611X

ISBN-13: 978-1250056115

Product Dimensions: 5.5 x 0.8 x 8.2 inches

Shipping Weight: 11.2 ounces (View shipping rates and policies)

Average Customer Review: 4.2 out of 5 stars [See all reviews](#) (173 customer reviews)

Best Sellers Rank: #24,688 in Books (See Top 100 in Books) #42 in [Books > Medical Books > Psychology > Applied Psychology](#) #101 in [Books > Medical Books > Psychology > Social Psychology & Interactions](#) #111 in [Books > Health, Fitness & Dieting > Psychology & Counseling > Applied Psychology](#)

Customer Reviews

I once heard Sendhil Mullainathan speak at an event in DC, and he was smart and engaging. He's a MacArthur Foundation genius, a Harvard economist, and a TED speaker. He has a wry sense of humor and tells anecdotes from his personal life to make his economics work come alive. And all of that is in this book, written with his long-time collaborator, Eldar Shafir, who's a Princeton psychologist. Still this book was a bit of a disappointment, possibly because I expected so much. A lot of the conclusions are, well, obvious. The book's entire thesis can be summarized as: "People make bad decisions when they are resource-constrained, whether the resources in question are money, time, food, or something else." Some of it recaps what has been said before about

hyperbolic discounting in economics. The book's chapters go like this...Intro - definition of "scarcity" and overview of its consequences Chap. 1 - The good: scarcity can cause focus. The bad: focus can mean inattention to other things. Chap. 2 - Scarcity causes an internal disruption that makes it harder to make good decisions. Chap. 3 - Slack (the opposite of scarcity) allows better choices and reduces the bad consequences of failure. Chap. 4 - Poor people are sometimes more realistic about estimating costs, because they have to be. Chap. 5 - Borrowing when you're short of cash leads to a descending spiral of debt. Chap. 6 & 7 - Poverty is a vicious circle of scarcity leading to bad decisions leading to scarcity... Chap. 8 - Poverty can be alleviated by creating slack, such as extra cash or day care to create more time. Chap. 9 - Efficient use of resources and division of labor helps organizations become more efficient. Chap.

[Download to continue reading...](#)

Scarcity: The New Science of Having Less and How It Defines Our Lives Having Nathan's Baby (Having His Baby Book 1) Never Out of Season: How Having the Food We Want When We Want It Threatens Our Food Supply and Our Future Anti Inflammatory Diet: The Ultimate Guide to Looking 10 Years Younger, Having More Energy and Less Pain (Diet Therapy Diet Therapy Guide, Diabetes 101, Diabetes Guide,) Beyond Resource Wars: Scarcity, Environmental Degradation, and International Cooperation (Global Environmental Accord: Strategies for Sustainability and Institutional Innovation) Water Resource Economics: The Analysis of Scarcity, Policies, and Projects (MIT Press) Southern Water, Southern Power: How the Politics of Cheap Energy and Water Scarcity Shaped a Region Post-Scarcity Anarchism (Working Classics) Vaccine Epidemic: How Corporate Greed, Biased Science, and Coercive Government Threaten Our Human Rights, Our Health, and Our Children Dataclysm: Love, Sex, Race, and Identity--What Our Online Lives Tell Us about Our Offline Selves Human Transit: How Clearer Thinking about Public Transit Can Enrich Our Communities and Our Lives When Our Grown Kids Disappoint Us: Letting Go of Their Problems, Loving Them Anyway, and Getting on with Our Lives The Fatherless Daughter Project: Understanding Our Losses and Reclaiming Our Lives Writing as a Way of Healing: How Telling Our Stories Transforms Our Lives Our Lives As Torah: Finding God in Our Stories New Illustrated Lives of Great Composers: Gustav Mahler (Illustrated Lives of the Great Composers) Fake Science 101: A Less-Than-Factual Guide to Our Amazing World The Cult of the Amateur: How blogs, MySpace, YouTube, and the rest of today's user-generated media are destroying our economy, our culture, and our values The Story of Stuff: How Our Obsession with Stuff Is Trashing the Planet, Our Communities, and Our Health-and a Vision for Change Our Story: 77 Hours That Tested Our Friendship and Our Faith

