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Scarcity - Book Review  
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Means So Much ...~~

The authors discuss the role of scarcity in



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~~Scarcity: Why Having  
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Scarcity: Why Having  
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by Sendhil

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Scarcity: Why Having  
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Much. By Eldar Shafir  
and Sendhil

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Mullainathan.  
September 12, 2013.  
Image: Times Books.  
This article was

originally published on  
The Psych Report  
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Scarcity is more than

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just the displeasure of  
having very little. It  
changes how we think.  
It imposes itself on our  
minds.

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Harvard University  
economics professor  
Sendhil Mullainathan  
and Princeton

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and public-policy  
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This deprivation can  
lead to a life absorbed  
by preoccupations that  
impose ongoing

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The main argument of  
this book is that  
scarcity, defined as not  
having enough (be it  
time, money, food,  
companionship, or  
really any basic need),  
causes people to

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Living with too little imposes huge psychic costs, reducing our mental bandwidth and distorting our decisionmaking in ways that dig us deeper into a bad situation.

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Why do successful  
people get things done  
at the last minute? Why  
does poverty persist?  
Why do organizations  
keep putting out fires?  
Why do the lonely find  
it...

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Most Americans tend to make the same type of decision Sendhil made, albeit in different contexts. Self Help for the Irrational. The book Scarcity: Why Having Too Little Means So Much by Sendhil Mullianathan and Eldar Shafir examines decisions made whilst

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suffering from  
diminishing resources.

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September 17, 2013

Harvard Professor  
Sendhil Mullainathan,  
one of the leading  
economists in the field  
of behavioral  
economics, has recently  
released a new book

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with Princeton cognitive  
psychologist Professor  
Eldar Shafir entitled  
Scarcity: Why Having  
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Macmillan, 2013: ISBN:  
0805092641,  
9780805092646:  
Length: 288 pages:...

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Scarcity; Why Having  
Too Little Means So  
Much; By: ... For too

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long, scientists have focused on the dark side of our biological heritage: our capacity for aggression, cruelty, prejudice, and self-interest. But natural selection has given us a suite of beneficial social features, including our capacity for love, friendship, cooperation, and ...



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Shafir | Audiobook ...~~

Sendhil Mullainathan (pronunciation (help·info)) (born c. 1973) is an American professor of Computation and Behavioral Science at the University of Chicago Booth School of Business and the author of *Scarcity: Why*

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Having Too Little Means So Much (with Eldar Shafir ). He was hired with tenure by Harvard in 2004 after having spent six years at MIT. Mullainathan is a recipient of a MacArthur Foundation "genius grant" and conducts research on development economics, behavioral economics, and ...

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Shafir. Times Books,  
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organizations get stuck

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lonely find it hard to  
make friends? These  
questions seem  
unconnected, yet  
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and ...

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