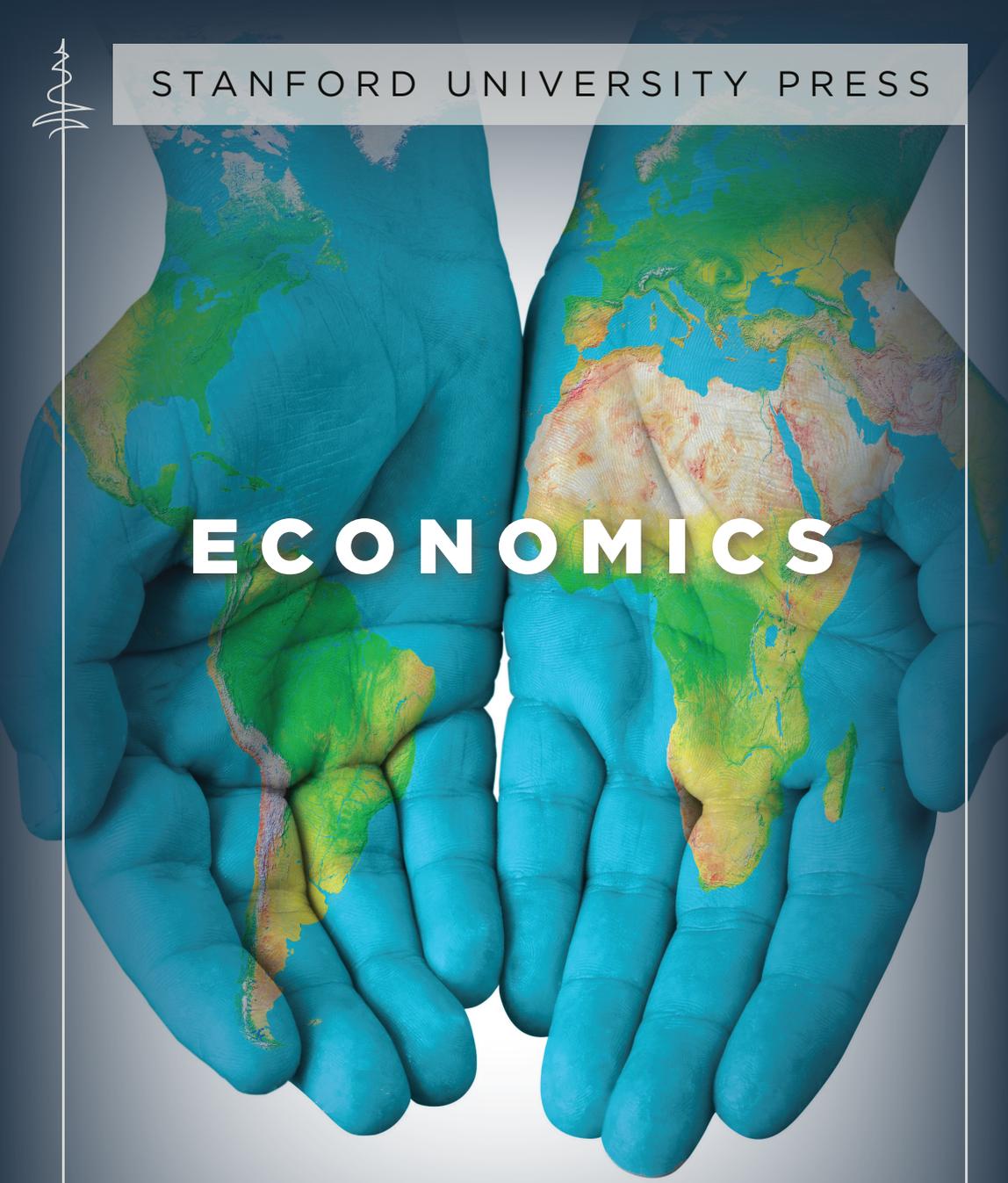




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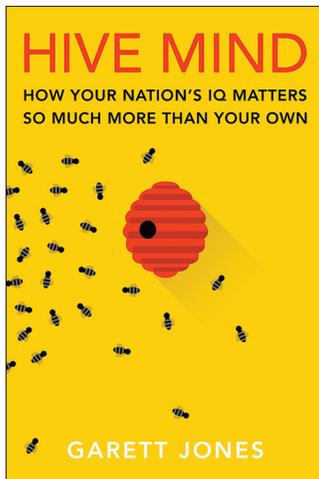
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NOW IN PAPERBACK

Hive Mind

How Your Nation's IQ Matters So Much More Than Your Own

Garrett Jones

Gold Medalist (Finance/Investment/Economics category) in the 2016 Independent Publisher Book Awards (IPPY), sponsored by the Independent Publisher Book Awards

Hive Mind provocatively argues that differences in national IQ can explain many cross-country inequalities. Expertly synthesiz-

ing research from psychology, economics, management, and political science, Garrett Jones finds that people who do well on standardized tests are, in fact, better poised to take on the challenges of today's economy. What's more, intelligent neighbors' good qualities rub off on one another, creating "positive spillovers." And thus, the worker bees in every nation create a "hive mind" with a power all its own. Once the hive is established, each individual has only a tiny impact on his or her own well-being.

Jones leaves readers with policy-oriented conclusions and hopeful speculation: Through measures like better nutrition and schooling we may be able to raise IQ. If we do so worldwide, it is possible that this period of massive global inequality will be a short season in human history.

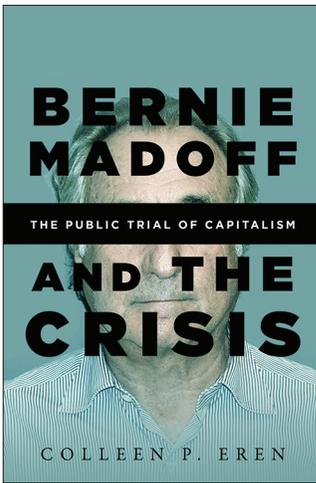
"Perhaps 2016's most important economics book, both for the development specialist and the general reader."

—Fred Thompson, *Governance*

"Those of us who live in the world's richest countries like to believe that it is our own intellect and ingenuity that accounts for our success. But what if our own intelligence matters less than the average skill of the country in which we live? Hive Mind offers a bracing account of why some countries are so rich while others are so poor."

—Reihan Salam, Executive Editor, *National Review*

224 pages, 2015
9781503600676 Paper \$19.95 **\$15.96 sale**



Bernie Madoff and the Crisis

*The Public Trial of
Capitalism*

Colleen P. Eren

Bernie Madoff's arrest could not have come at a more darkly poetic moment. Economic upheaval had plunged America into a horrid recession. Then, on December 11, 2008, Madoff's \$65 billion Ponzi scheme came to light. A father turned in by his sons;

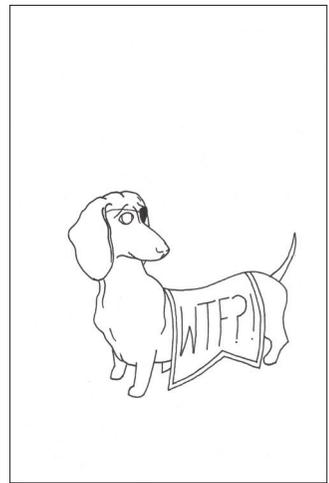
a son who took his own life; another son dying and estranged from his father; a woman at the center of a storm—Madoff's story was a media magnet, voraciously consumed by a justice-seeking public.

Bernie Madoff and the Crisis goes beyond purely investigative accounts to examine how and why Madoff became the epicenter of public fury and titillation. Colleen P. Eren analyzes media coverage of this landmark case alongside original interviews with dozens of journalists and editors involved in the reportage, the SEC Director of Public Affairs, and Bernie Madoff himself. Turning the mirror back onto society, Eren locates Madoff within a broader reckoning about free market capitalism, offering fresh insight into the 2008 crisis, whether we have come to terms with it, and what we have yet to gain from the case of the century.

"Eren crafts a narrative of Bernie Madoff's crimes as a sweeping comment on our society at large, which created and upheld the kill-or-be-killed finance ethos, and thereby produced the twenty-first century version of a Wall Street serial killer."

—Erin Arvedlund, author of *Too Good to Be True: The Rise and Fall of Bernie Madoff*

224 pages, June 2017
9781503602724 Paper \$25.95 **\$20.76 sale**



FORTHCOMING IN FALL 2017

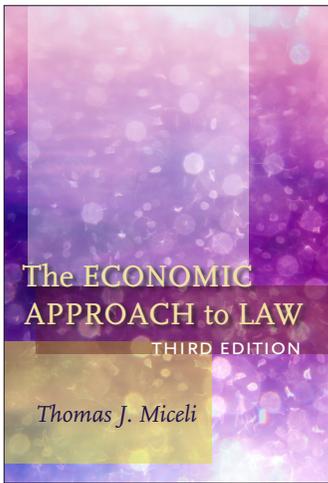
WTF?!

An Economic Tour of the Weird

Peter T. Leeson

Join a cast of colorful characters as they navigate *WTF?!'*s museum of social oddities with guide and economist Peter T. Leeson. As you wander from exhibit to exhibit and overhear Leeson's riotous exchanges with other patrons, you'll see how economic thinking reveals the hidden sense behind seemingly senseless human behavior. Leeson demonstrates that far from "irrational" or "accidents of history," humanity's most outlandish rituals are ingenious solutions to pressing problems—developed by clever people, driven by incentives, and tailor-made for their time and place. As the tour teaches: What varies isn't people, but the environments and the constraints within which they operate. Along the way, you'll learn how to use the economics lens to explain any weirdness in your own life. You'll never look at others' bizarre conduct—or your own—the same way again! Can you handle getting schooled by the strange? Better hurry; the tour is about to start!

232 pages, Fall 2017
9781503600911 Cloth \$27.95 **\$22.36 sale**



FORTHCOMING IN FALL 2017

The Economic Approach to Law

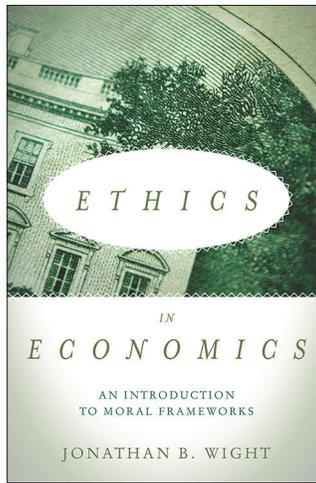
THIRD EDITION

Thomas J. Miceli

With a distinctly economic focus, *The Economic Approach to Law* provides an introductory treatment of law and economics, revealing how economic principles explain the structure of the law—and can help to make it more efficient. Thomas J. Miceli focuses on unifying themes in the field, rather than exhaustively covering legal topics. The result is a more unified, analytical “story” of law from an economic perspective.

The thoroughly updated third edition includes recent cases and the latest scholarship, with particular attention paid to torts, contracts, property rights, and the economics of crime. A new organization reveals how these topics, both civil and criminal, align and overlap. While the text features exercises and problems that encourage students to “do” law and economics, a companion website offers a full suite of resources to students and professors.

424 pages, Fall 2017
9781503600065 Cloth \$90.00 **\$72.00 sale**



Ethics in Economics *An Introduction to Moral Frameworks*

Jonathan B. Wight

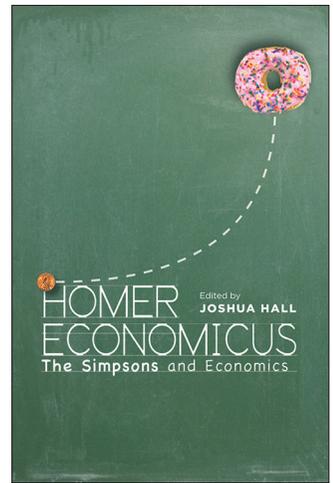
Winner of the 2016 Outstanding Academic Title Award, sponsored by Choice

In *Ethics in Economics*, Jonathan B. Wight examines the role that ethical considerations play in economic debates. His analysis is guided by the innovative concept of ethical pluralism—the recognition that while standard economics has vital applications, a piece is missing. Considering a wider moral framework, rather than concentrating on utility maximization alone, can lead to a richer understanding of human behavior and better policy decisions. This book is ideal for undergraduates or uninitiated readers who seek an introduction to economic policy.

“Jonathan Wight has produced a sweetly written introduction to ethics for economists—something the economists don’t think they need, but do. This book is highly dialogic, bringing students (and faculty) into core debates and resolving them. It is a triumph.”

—Deirdre N. McCloskey,
University of Illinois at Chicago

296 pages, 2015
9780804794534 Paper \$27.95 **\$22.36 sale**



Homer Economicus *The Simpsons and Economics*

Edited by Joshua Hall

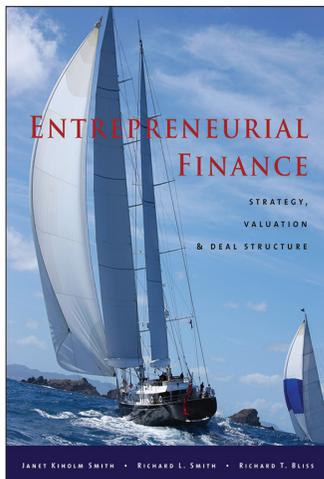
In *Homer Economicus*, a cast of lively contributors takes a field trip to Springfield, where the Simpsons reveal that economics is everywhere. By exploring the hometown of television’s first family, this book provides readers with the economic tools and insights to guide them at work, at home, and at the ballot box.

Reinforcing the nuts and bolts laid out in any principles text, this book is an excellent teaching resource that will also be at home on the bookshelf of any pop economics reader.

“Homer Economicus quenches your thirst for learning like a Duff beer. Through the lens of The Simpsons, a reader will learn more about economics in a few hours than any textbook can possibly teach. My advice is that you kick back, put your feet up at your desk, and enjoy a donut or two while you read. Mmm.”

—G. Dirk Mateer,
University of Arizona

256 pages, 2014
9780804791717 Paper \$24.95 **\$19.96 sale**



Entrepreneurial Finance

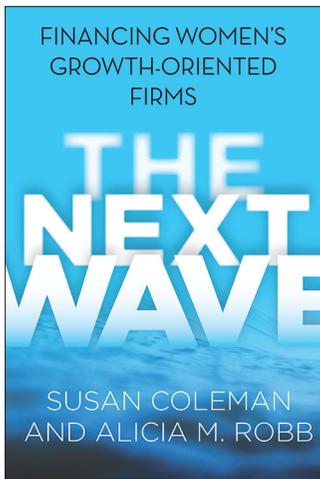
Strategy, Valuation, and Deal Structure

Janet Kiholm Smith,
Richard L. Smith, and
Richard T. Bliss

Entrepreneurial Finance applies the theory and methods of finance and economics to reveal how entrepreneurs, venture capitalists, and outside investors can rely on academic foundations to guide decision making. In this book, readers will find a unique focus on value creation as the objective of each strategic and financial choice. The authors specifically address the influences of risk and uncertainty on new venture success, devoting substantial attention to financial modeling and contract design. They also provide a comprehensive survey of approaches to valuation, with an emphasis on applications.

Simulation exercises bring the book to life, as do a series of interactive cases that correspond with the book chapters. *Entrepreneurial Finance* is most effectively used in conjunction with the companion website: sup.org/entrepreneurial-finance/.

744 pages, 2011
9780804770910 Cloth \$90.00 **\$72.00 sale**



The Next Wave

Financing Women's Growth-Oriented Firms

Susan Coleman and
Alicia M. Robb

Only two percent of women-owned firms generate more than one million dollars a year. This book presents data-driven advice to increase that percentage. It not only considers the unique approaches and specific concerns of female business owners, but also the growing pool of investors who will select and groom a new generation of leaders. Providing useful resources and illustrating the road ahead with real cases, this book serves as a strategy guide for the next wave of women who want to “go big.”

“Coleman and Robb plot a course for women entrepreneurs to follow, providing navigational ‘lines of position’ and first-person insights that will inspire many.”

—Julie R. Weeks,
President and CEO, Womenable

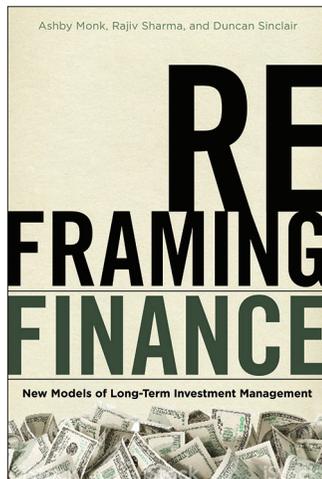
288 pages, 2016
9781503600003 Paper \$27.95 **\$22.36 sale**

The Rising Tide

Financial Strategies for Women-Owned Firms

Susan Coleman and
Alicia M. Robb

288 pages, 2012
9780804773065 Paper \$27.95 **\$22.36 sale**



Reframing Finance

New Models of Long-Term Investment Management

Ashby Monk, Rajiv Sharma,
and Duncan L. Sinclair

Since the 2008 financial crisis, beneficiary organizations—like pension funds, sovereign wealth funds, endowments, and foundations—have been seeking new ways to mitigate the risk of their investments. This book argues that institutional investors would better serve their long-term goals by putting money into large-scale, future-facing projects such as infrastructure, green energy, innovation in agriculture, and real estate development. At the same time, redirecting long-term investments would close significant financial gaps that government cannot. Drawing on an interdisciplinary research base, the book conceptualizes a collaborative model of investment that is becoming increasingly common: Large investors contribute more directly to private market assets, while financial intermediaries seek to foster co-investment partnerships, better aligning incentives for all.

“Skillfully blending theoretical insights with practical guidance and case studies, this book is essential reading.”

—Paul Rose,
Moritz College of Law,
Ohio State University

200 pages, August 2017
9781503601789 Cloth \$65.00 **\$52.00 sale**

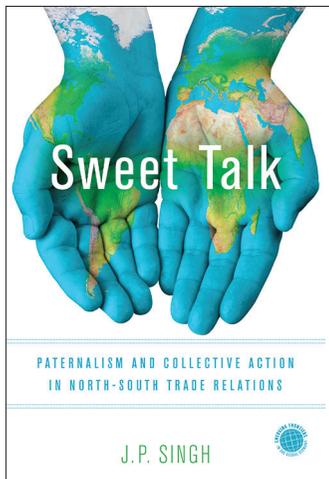


SERIES EDITOR

J.P. Singh

This series brings together authors from across the social sciences to address contemporary topics that (1) have come into being because of or (2) have been substantially changed as a result of globalization. While many of these subjects are relatively new—intellectual property in an international marketplace or the rise of the global services industry—others engage well-known themes like poverty and governance that take on new dimensions in light of the global economy.

Though they may be rooted in a home discipline, series titles are written accessibly for readers across fields of study. As a result, this series provides an interdisciplinary venue for discussions about economic globalization to intertwine and unfold.



Sweet Talk

Paternalism and Collective Action in North–South Trade Relations

J. P. Singh

Developed nations strive to create the impression that their hearts and pockets bleed for the developing world. However, five hundred years of colonial racism and post-colonial paternalism undermine trade negotiations. While

urging developing countries to participate in trade, the global North offers empty deals to “partners” in the global South that it regards as unequal. Using mixed methods, J. P. Singh exposes the actual position beneath the North’s image of benevolence and empathy: Join in the type of trade that developed countries offer, or be cast aside. He then reveals a path forward for developing nations, showing how they can garner truly favorable concessions.

“This riveting analysis shows the pernicious effects that culture clashes can have on the well-being of billions.”

—B. Peter Rosendorff, New York University

“Singh’s blockbuster offers fresh insight into international trade negotiations, where those in the developing world are sweetly taken to the cleaners. A penetrating, sobering, skillful, and alarming work.”

—I. William Zartman, Johns Hopkins University, and co-author of *The Global Power of Talk*

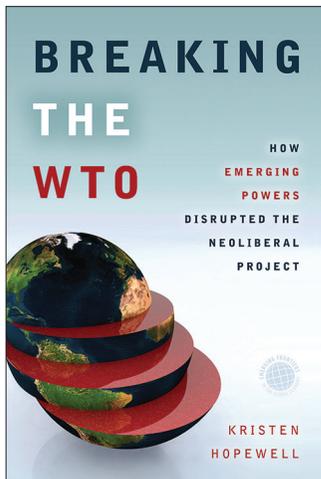
“A provocative and powerful critique that urges scholars and practitioners to reexamine how cultural beliefs and historical patterns shape interactions among countries.”

—Christina L. Davis, Princeton University

“Truly a ‘bridge-building’ exercise and a giant leap forward for the emerging post-colonial analyses of international political economy.”

—John M. Hobson, University of Sheffield, and author of *The Eurocentric Conception of World Politics*

264 pages, 2016
9781503601048 Paper \$24.95 **\$19.96 sale**



Breaking the WTO

How Emerging Powers Disrupted the Neoliberal Project

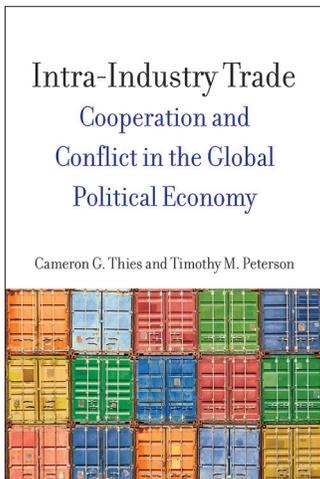
Kristen Hopewell

The world economic order has been upended by the rise of the BRIC nations and the attendant decline of the United States' international influence. This book provides a groundbreaking analysis of how power shifts in the world economic order have played out in the World Trade Organization. Historically, the U.S. has pressured other countries to open their markets while maintaining its own protectionist policies. But, over the course of the Doha Round negotiations in 2008, China, India, and Brazil challenged America's hypocrisy. Negotiations collapsed as these developing states demanded that all members of the WTO live up to the principles of "free trade." Probing the tensions between the WTO's liberal principles and the underlying reality of power politics, Kristen Hopewell explores what the Doha conflict tells us about the current and coming balance of power in the global economy.

"Hopewell's analysis is invaluable to understanding one of global neoliberalism's key institutions."

—Peter Evans,
University of California, Berkeley

288 pages, 2016
9781503600591 Paper \$27.95 **\$23.36 sale**



Intra-Industry Trade Cooperation and Conflict in the Global Political Economy

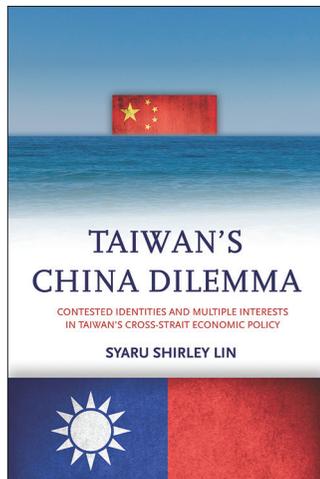
Cameron G. Thies and
Timothy M. Peterson

Our understanding of trade has not kept pace with its changing nature. Existing models, rooted in Ricardo's theories, describe trade between parties that offer different commodities and operate according to the logic of comparative advantage. However, intra-industry trade—international trade of the same or similar commodities, in which foreign and domestic brands compete—is increasingly prevalent. This book argues that our focus on the total volume of trade, rather than its composition, is misplaced. Trade composition matters not just because it gives us a fuller understanding of how trade works, but also because intra-industry trade increases the likelihood of peaceful relations and cooperation between states.

"This study is the first to do full justice, both theoretically and empirically, to the increasing importance of intra-industry trade. Well-informed, cogently argued, and methodologically sophisticated."

—Han Dorussen,
University of Essex

208 pages, 2015
9780804791335 Cloth \$55.00 **\$44.00 sale**



Taiwan's China Dilemma Contested Identities and Multiple Interests in Taiwan's Cross-Strait Economic Policy

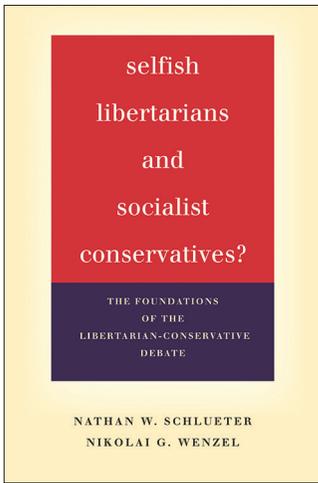
Syaru Shirley Lin

Taiwan's China Dilemma explains the divergence between the development of economic and political relations across the Taiwan Strait through the interplay of national identity and economic interests. Using primary sources, opinion surveys, and interviews with Taiwanese opinion leaders, Syaru Shirley Lin paints a vivid picture of one of the most unsettled and dangerous relationships in the contemporary world, illustrating the growing backlash against economic liberalization and regional economic integration around the world.

"This important book offers an interesting new perspective on the politics of Taiwan's evolving economic policy toward mainland China. The combination of a fresh theoretical approach—focusing on the role of national identity—and strong empirical analysis make Taiwan's China Dilemma a must-read for anyone interested in the dynamic cross-Strait relationship."

—Scott L. Kastner,
University of Maryland,
College Park

304 pages, 2016
9780804799287 Paper \$29.95 **\$23.96 sale**



Selfish Libertarians and Socialist Conservatives?

The Foundations of the Libertarian–Conservative Debate

Nathan W. Schlueter and Nikolai G. Wenzel

Selfish Libertarians and Socialist Conservatives? presents a lively debate about the essential questions that divide two competing political philosophies. Nikolai G. Wenzel—a libertarian—and Nathan

W. Schlueter—a conservative—explore the fundamental similarities and differences between their respective positions.

Over a series of point–counterpoint chapters, their engaging dialogue introduces readers to the foundations of each stance. To vividly illustrate their diverging principles, the authors explore three hot-button cases: marriage, immigration, and education. Compact, accessible, and complete with suggestions for further reading, this book is an ideal teaching tool and primer.

“Schlueter and Wenzel explore the conflict and kinship between conservatism and libertarianism with a degree of scholarship that shames the thin ‘debate’ foisted upon Americans by so many talking heads.”

—Jim DeMint, President, The Heritage Foundation

“A compelling model for how we can engage in respectful debate despite our deep disagreements. This timely title will help readers to see why the longstanding, but uneasy, alliance between conservatives and libertarians is now under threat.”

—Jason Brennan, Georgetown University, and author of *Against Democracy*

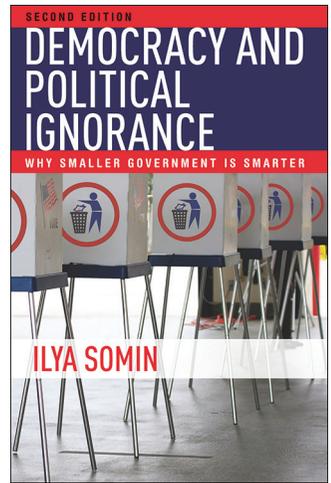
“Their arguments are rich and learned, clear and engaging. Schlueter and Wenzel never shirk the task of good political philosophy: wise judgment.”

—Robert P. George, Princeton University

“This dialogue illuminates the common ground and the profound disagreements among people who share a common heritage.”

—David Boaz, Executive Vice President, Cato Institute, and author of *The Libertarian Mind*

208 pages, 2016
9781503600287 Paper \$24.95 **\$19.96 sale**



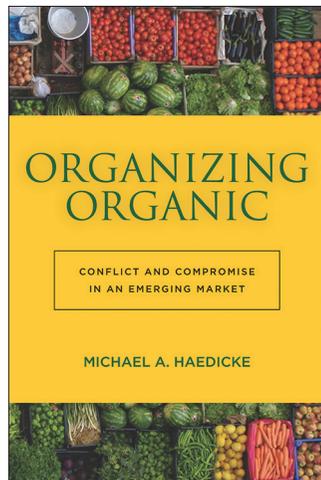
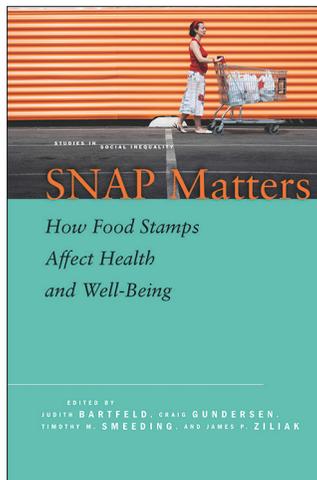
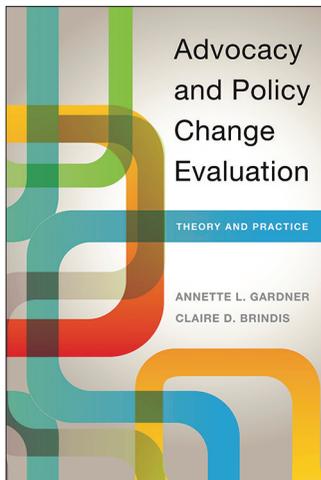
Democracy and Political Ignorance
Why Smaller Government is Smarter
SECOND EDITION

Ilya Somin

One of the biggest problems with modern democracy is that most of the public is ignorant of politics and government. Many people understand that their votes are unlikely to change the outcome of an election and don't see the point in learning much to contribute little.

The second edition of *Democracy and Political Ignorance* fully updates its analysis to include new and vital discussions on the implications of the “Big Sort” for politics, the link between political ignorance and the disproportionate political influence of the wealthy, an assessment of proposed strategies for increasing political knowledge, and up-to-date survey data on political ignorance during recent elections. Ilya Somin mines the depths of the current state of ignorance in America and reveals it as a major problem for democracy. He weighs various options for solving this problem, provocatively arguing that political ignorance is best mitigated and its effects lessened by decentralizing and limiting government.

312 pages, 2016
9780804799317 Paper \$27.95 **\$22.36 sale**



Advocacy and Policy Change Evaluation *Theory and Practice*

Annette L. Gardner and
Claire D. Brindis

This is the first book-length treatment of the concepts, designs, methods, and tools needed to conduct effective advocacy and policy change evaluations. Part I provides a conceptual foundation for navigating advocacy tactics within today's turbulent policy landscape. Part II offers recommendations for developing appropriate evaluation designs and working with unique advocacy and policy change-oriented instruments. Part III turns toward opportunities and challenges in this growing field.

To illuminate and advance evaluation practice, the authors draw on over 30 years of experience; collective wisdom based on a new, large-scale survey of evaluators in the field; and in-depth case studies.

"Advocacy and policy change evaluation has developed innovative approaches to the challenges of complex systems change. In this book, the field finds its first comprehensive, accessible synthesis."

—Michael Quinn Patton,
author of *Utilization-Focused Evaluation, 4th Edition*

248 pages, April 2017
9780804792561 Paper \$35.00 **\$28.00 sale**

SNAP Matters *How Food Stamps Affect Health and Well-Being*

Edited by Judith Bartfeld,
Craig Gundersen, Timothy M.
Smeeding, and James P. Ziliak

By 2013, more than one in seven Americans received food stamp benefits from the Supplemental Nutrition Assistance Program (SNAP) at a cost of nearly \$80 billion. This program faces sharp political pressure, but the research necessary to guide policy is still nascent. *SNAP Matters* begins to ask and answer key questions. What are the antipoverty effects of SNAP? Does SNAP cause obesity? To what extent does SNAP work in tandem with other assistance programs? Addressing these and other pressing issues, the volume concludes that SNAP is effective and highly responsive to macroeconomic pressures, but policymakers and researchers need to continue examining this pillar of social assistance in America.

"This volume, edited and written by some of the top safety net researchers, is a treasure. Such an important and versatile public program deserves an excellent analysis. Now it has one."

—Ron Haskins,
Brookings Institution

288 pages, 2015
9780804796835 Paper \$27.95 **\$22.36 sale**

Organizing Organic *Conflict and Compromise in an Emerging Market*

Michael A. Haedicke

Social activists contend that the organic food sector can break up the power of big agribusiness. Alternatively, professionals who are steeped in the culture of business emphasize the potential of market growth for fostering better behemoths. Independent food store owners are then left to reconcile these notions as they construct their professional identities and hone their business strategies. Michael A. Haedicke looks at how these groups make sense of their everyday work, paying particular attention to instances when individuals overcome conflicting narratives by creating new cultural concepts and organizational forms. At once an account of the sector's development and an analysis of individual choices within it, *Organizing Organic* charts the organic movement's attempt to negotiate ethical values and economic productivity.

"Rich with detail but also broad insights, this is a marvelous contribution."

—Tim Hallett,
Indiana University

232 pages, 2016
9780804795906 Cloth \$60.00 **\$48.00 sale**

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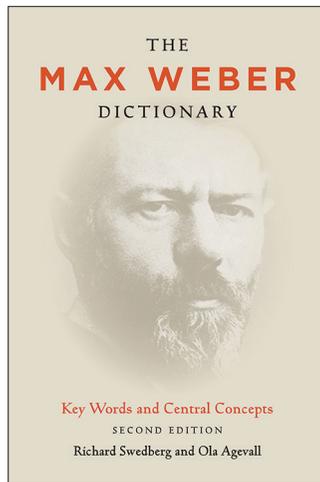
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The Max Weber Dictionary *Key Words and Central Concepts* SECOND EDITION

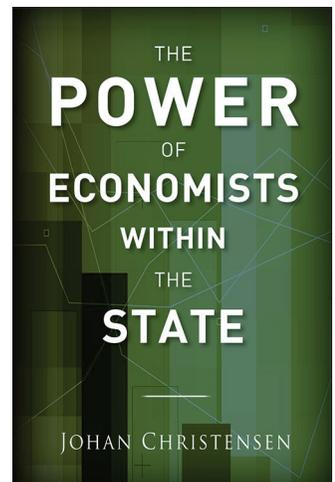
Richard Swedberg and
Ola Agevall

This fully updated and expanded edition reflects current scholarly threads of inquiry and introduces the most recent translations of and references to Weber's work. A wealth of new entries on various topics—including pragmatism and race and racism—have been added in light of the newly completed German edition of Weber's work. All entries are developed to help researchers use Weber's ideas, and illuminate how Weber himself thought that theorizing should occur. Every entry in the dictionary delves into Weber's scholarship and acts as a point of departure for discussion and research. More than an elementary dictionary, this is a contribution to the general culture and legacy of Weber's work. As such, it is an invaluable resource for students and scholars.

"An indispensable source of reference for social scientists."

—Sam Whimster,
editor of the *Journal for
Max Weber Studies*

472 pages, 2016
9780804783422 Paper \$29.95 **\$23.96 sale**



The Power of Economists within the State

Johan Christensen

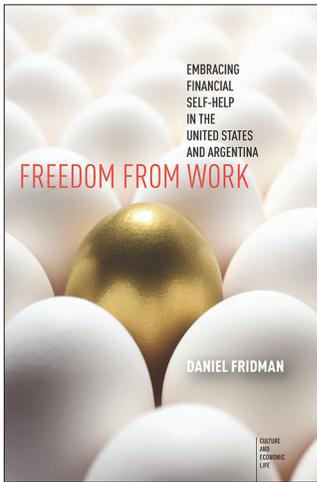
Market-oriented reforms have been a major political and economic trend of the late twentieth and early twenty-first centuries. Yet some countries have embraced them more than others. To help explain this, Johan Christensen examines one major influencer: the entrenchment of U.S.-trained, neoclassical economists in state bureaucracies.

He uses comparative case studies of New Zealand, Ireland, Norway, and Denmark to show how economists affected each nation's tax policies. He finds that, in countries where economic experts held strategic positions, neoclassical economics broke through with greater force. Drawing on interviews with policy elites, he examines the specific ways in which economists shaped reforms by leaning on an activist approach to policymaking and the perceived utility of their science.

"Full of surprises, this book shows how history and path dependence challenge what we thought we knew. A page-turner on tax policy is surely an event to celebrate."

—Mark Granovetter,
Stanford University

240 pages, April 2017
9781503600492 Cloth \$65.00 **\$52.00 sale**



Freedom from Work
Embracing Financial Self-Help in the United States and Argentina

Daniel Fridman

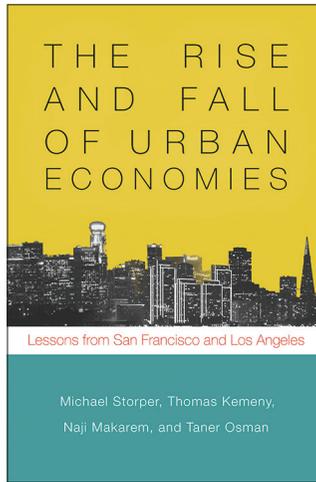
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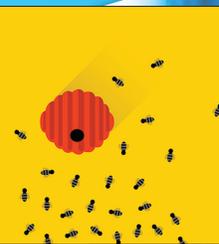
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