

## THE SABE NEWSLETTER

### THE SOCIETY FOR THE ADVANCEMENT OF BEHAVIORAL ECONOMICS

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Editors: Morris Altman and Shlomo Maital

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#### NEWSLETTER HIGHLIGHTS

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2. SABE's forthcoming Poster Session in Boston, January 2000
3. SABE's 1999 Conference in San Diego a Great Success
4. 1999 Report on SABE's Board meeting during the San Diego SABE Conference
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6. Important Changes to the *Journal of Economic Psychology* and the *Journal of Socio-Economics*
1. Membership renewals....Help us to help you!

#### Notice

**We are publishing all SABE newsletters on our Web Site simultaneous with our paper version. In short order we hope to have all back issues of the newsletter on the Web as well.**

#### SABE Email Project

**Please send your email plus name and affiliation to [Altman@sask.usask.ca](mailto:Altman@sask.usask.ca) so that you can be placed on SABE's email list. This will allow you to be informed immediately of all of SABE's most recent activities.**

**Please visit SABE at our WEB site:  
<http://www.usask.ca/economics/SABE/>**

## Joint Conference

Year 2000

### **SABE and the IAREP (International Association for Research In Economic Psychology)**

**Baden/Vienna, Austria, 2000**

### **CALL FOR PAPERS**

**Society for Advancement of Behavioral Economics (SABE)**

The **Twenty-Fifth Annual Convention of Economic Psychology** will be held July 12 to 16, 2000 in Vienna (Baden), Austria. This is a joint conference of the International Association for Research in Economic Psychology (IAREP) and the **Society for the Advancement of Behavioral Economics (SABE)**. This conference marks a quarter of century of research in economic psychology and will focus on interdisciplinary research on the many topics that relate to the interface between psychology and economics.

Please submit paper proposals through our email at : **iarep-sabe2000.psychologie@univie.ac.at** .

If you wish to organize a session, please contact the above email address and cc your request to Morris Altman at: **altman@sask.usask.ca**.

Feel free to contact your SABE representatives and members of the organizing committee Morris Altman (**altman@sask.usask.ca**) or Kishor Thanawala (**kishor.thanawala@villanova.edu**).

The conference theme is "Fairness and Cooperation." Looking back on many years of research in economic psychology and behavioral economics and facing the new millennium, this topic is of growing importance. In changing national economies and with increasing globalization, cooperation between individuals, firms and governments becomes more and more vital. Trust and fairness build the basis for fruitful cooperation and mutually profitable solutions that satisfy all partners.

**Please note that paper proposals on other subjects are also welcome.**

The conference site is a renovated 13th-century castle housing a luxury conference hotel. Baden, Vienna/Austria is a small town about twenty kilometers from Vienna City center and famous for its spa and imperial history. We chose this location for its hospitality and friendliness, believing that this special atmosphere enhances focused scientific discussion as well as informal communication. The conference will start on Wednesday, 12 July 2000 with registration and an opening ceremony. From Thursday to Sunday, there will be the scientific presentations in three to four parallel sessions. One afternoon will be reserved for social events and sightseeing in the city center of Vienna.

The conference language will be English. If you are interested in presenting a paper or poster, please use the Paper Submission Form (Web Site) to submit your paper to the scientific committee until **31 January 2000**. If your paper is accepted for the conference, you should supply a final paper of no more than ten

pages until 15 May 2000. Final papers submitted after this date will not be included in the conference proceedings. By 1 June 2000 we will provide a preliminary program. Please note that early registration is possible until 1 April 2000; if you register later, the conference fee will be 50 Euro more. Please use the Conference Registration Form to register.

### **Conference Fees**

Normal rate

(conference fee = 320 + membership IAREP 2001 = 50 + membership SABE 2001 = 15): 385 Euro

Student rate (with a copy of student card)

(conference fee = 280 + membership IAREP 2001 = 25 + membership SABE 2001 = 7.50): 312.50 Euro

Accompanying person: 280 Euro

**For registration after 1 April 2000, please add 50 Euro**

**Please note that these fees include: admission to scientific program; conference proceedings; all meals, refreshments at coffee breaks; social program.**

For further and detailed information, including downloadable submission and registration forms, please see our conference web site at: <http://www.univie.ac.at/iarep-sabe2000/> or the SABE web site at: <http://www.usask.ca/economics/SABE/>.

You can also write to:

IAREP/SABE

2000, Prof. Dr. Erich Kirchler

University of Vienna

Department of Psychology

Universitaetsstrasse 7

A-1010 Vienna, Austria.

**Scientific Committee**

Morris Altman (SABE) - University of Saskatchewan, Canada

Friedel Bolle - Europa-Universität Frankfurt (Oder), Germany

Helga Dittmar - University of Sussex, United Kingdom

Erich Kirchler, University of Vienna, Austria

Ellen Katrine Nyhus - Tilburg University, Netherlands

Roland Pepermans - Vrije Universiteit Brussel, Belgium

Kishor Thanawala (SABE) - Villanova University, USA

Salvatore Zappalà - University of Bologna, Italy

### **The SABE Poster Session in Boston, Saturday, January 8, 2000**

SABE will hold a poster session in conjunction with the AEA-ASSA annual meetings in Boston, Jan 7-9, 2000, in association with the Industrial Relations Research Association (IRRA). The SABE session will be held at Boston Park Plaza Hotel. You are invited to submit a proposal for a poster-paper to be presented in this session. See our Web site for new information:

**(<http://www.usask.ca/economics/SABE/>)**

Poster sessions encourage interaction between presenters and the viewers. Posters can portray succinctly and visually, a model, theory, or an empirical study, and invite

viewers to discuss the paper with the presenter.

If you've attended poster sessions before you know how effective they can be. If you've never attended one--we invite you to try your hand at preparing one.

We look forward to seeing you, either as a presenter or viewer, in Boston.

Submit your proposal to:

PROFESSOR John Tomer

**Email: [Jtomere@juno.com](mailto:Jtomere@juno.com)**

#### **PREPARING A POSTER**

Posters are mounted on poster boards. The space available for SABE's posters permits about 10 poster-papers to be mounted.

**Specific Instructions:**

1. prepare 4-5 pages on ordinary letter-sized paper (8.5" x 11"). The written or graphic material should fit inside a box measuring 5" x 6" (11.5cm x 15 cm).
2. Enlarge each page on 11" x 17" paper. For example, if you enlarge each page 41% twice, you get an 11" x 17" page twice the size of the original. If you use 12-point print in your original, then after enlargement your print will be 24 point--big enough to read easily, even from a distance.
3. After enlargement, your poster-paper should comprise 4-5 pages, each 11' x 17'. Each page should be numbered so that they can be arranged in logical order on a Poster Board.

**Page One:** Title, Author(s), and a short Abstract

**Page Two:** Main Results (perhaps as a "bullet" list)

**Pages Three and Four:** Tables, Figures, and/or Verbal Description of the Model.

**Page Five:** References

## **San Diego SABE Meetings A Great Success**

**Many thanks to the Conference organizers, Shoshana Grossbard-Shechtman and Christopher Clague**

**Exploring the Reorientation of Economics, June 12-14, 1999 , San Diego State University (SDSU)**

### **Papers presented**

- C.W.J. Granger, University of California, San Diego, "Economists and Statisticians"
- Timur Kuran, University of Southern California, Los Angeles, "Availability Cascades and the Political Economy of Regulation"
- Vernon Ruttan, University of Minnesota, "Social Science Knowledge and Economic Development"
- Louis Levy-Garboua, Universite Paris I (Sorbonne) and CNRS, "Expected Utility and Cognitive Consistency"
- Charlotte Phelps, Yale University and Temple University, " Maternal vs. Material Aspirations: Easterlin's Theory of Relative Income Revisited"
- Richard Easterlin, University of Southern California, Los Angeles, "Life Cycle Welfare: Evidence and Conjecture"
- Olivia Ekert-Jaffe', Institut National d'Etudes Demographiques, France. "Unemployment and Formation of the Family in France" (with Anne Solaz)
- Herbert Emery, University of Calgary, Canada, "Labor Supply and Marriage Markets: the US and Canada" (with Joan Wallace)
- Xuanning Fu, Social Sciences, Brigham Young University-Hawaii, "An Inter-Racial Study of Marital Disruption in Hawaii"
- Julie Zissimopoulos, University of California, Los Angeles, "Do Spouses Cooperate in Caring for Elderly Parents?"
- Morris Altman, University of Saskatchewan, "Paradoxes and Boll Weevils: Economic Theory and the Challenge of Innovative Work Practices"
- Michael Gibbs, School of Business, University of Southern California, and Alec Levenson, Milken Institute, Los Angeles, "The Role of the Economic Approach in Personnel Research"

- Vai-Lam Mui, University of Southern California, "Toward a Theory of Organizational Dissent " (with Nicholas Argyres, Marshall School of Business, University of Southern California)
- John Treble, University of Wales, U.K., "The Psychology and Economics of Worker Absenteeism"
- James Gerber, San Diego State University, "The Effects of a Depreciation of the Peso on Cross Border Retail Sales in San Diego County"
- Akos Rona-Tas, Department of Sociology, University of California, San Diego, "Uncertainty, Risk and Trust: A Comparison of the Russian and American Credit Card Markets" (with Alya Guseva)
- Ross Starr, University of California, San Diego, "On the Origin of Money: a Formal Model"
- Hugh Schwartz, Visiting Professor, Federal University of Parana, Brazil. "Rationality Gone Awry? Decision Making Inconsistent with Economic and Financial Theory"
- Richard Ball, Haverford College, U.K., "Norms of Cooperation and Economic Development: An Evolutionary Analysis"
- Martha Lampland, Department of Sociology, University of California, San Diego, "A Social History of Rationalizing Agriculture: Scientific Management and the State in Hungary, 1920-50"
- Bijou Yang, Drexel University and Davis Lester, Richard Stockton College, "An Exploration of the Impact of Culture on the Economy: An Empirical Study of Unemployment"
- Omar Azfar, IRIS Center, University of Maryland, "On Gender Differentials in the Incidence of Corruption" (with Steve Knack, Young Lee, and A. Swamy)
- Discussant: Harriet Barber, Department of Philosophy, University of San Diego
- Larry Iannaccone, Santa Clara University, "Economists and Sociologists: Religious Studies"
- Catherine Sofer, LEO-CRESEP, University of Orleans and CNRS, France, "Actors models: Some Methodological Differences and Similarities Between Economics and Sociology"
- Dipak Gupta, School of Public Administration, San Diego State University, "Homo Collectivus: Combining Economics and Social Psychology."
- James E. Rauch, University of California, San Diego and Gary G. Hamilton, Department of Sociology, University of Washington, Seattle, "Integrating Network and Market Models of the Economy"
- Tulus Tambunan, The Institute of Economics Studies, Indonesia, "Development Strategy of Rural Small and Household Industries with a Cluster Approach: the Case of Indonesia"
- Prasanta Pattanaik and Indranil Dutta, University of California, Riverside, "Housing Deprivation in a Village in India"
- Raghav Gaiha, University of Delhi, "Participation and Empowerment of the Rural Poor: The Case of Panchayats in India" (with P.D. Kaushik and Vani Kulkarni)
- Kishor Thanawala, Villanova University, "Behavior, Values and Culture in the Context of Economic Development"
- Lalith Munasinghe, Barnard College, and Nachum Sicherman, School of Business, Columbia University, "Why Do Dancers Smoke? Time Preference, Occupational Choice, and Wage Growth".
- Jrong-Yoo Kim, Dongguk University, Korea, "An Economic Theory of Deviance"
- Sherrie Kossoudji, School of Social Work, University of Michigan, "The Many Meanings of Assimilation"
- Murat Somer, California State University, Fullerton, "The Limits of Diversity: A Theory of Ethnic Polarization and Lessons from Turkey and Ex-Yugoslavia"
- Richard Hattwick, Western Illinois University, "The Future of Behavioral Economics: Three Visions"
- Herbert Kiesling, Indiana University, "Does Economic Science Have a Broad Enough Subject Matter?"
- Robin Matthews, Kingston Business School, U.K., "The Evolution of Institutions, Cooperative Games and Statistical Mechanics"
- John Tomer, Manhattan College, "Economics and Human Resource Management: Understanding

the True Potential of the Employer-Employee Relationship"

- Luis Bernardes, U. Catolica Portuguesa, "Prospect Theory and the Ideal Speed of Economic Liberalization"
- Christopher Clague, University of Maryland and San Diego State University, "Economic Policy Reform: Analytical Approaches from Economics and Political Science"
- Gary D. Lynne, Agricultural Economics, University of Nebraska-Lincoln, "Microeconomics or Metaeconomics: In Search of a Social Theory for Analyzing Agricultural Industrialization"
- Vijayendra Rao (with Francis Bloch, and Sonalde Desai), World Bank, "Wedding Celebrations as Signals of Social Status in Rural South India"
- Irma Adelman, University of California, Berkeley, "Fallacies in Development Theory and Implications for Development Policy"
- Andrea Beller, Yale University and Agricultural and Consumer Economics, University of Illinois, Champaign, "On the Contribution of Hazel Kyrk to Family Economics" (with D. Elizabeth Kiss)
- Ranjini Thaver, Stetson University, Florida, "Housework and Gross Domestic Product: A Case for Non-Inclusion"
- Bertrand Lemennicier, Universite de Paris II, "Marriage Contracts and the Law and Economics Movement: a Critical View from an Austrian Perspective" (with Shoshana Grossbard-Shechtman, San Diego State University)
- Gillian Hamilton, University of Toronto, Canada, "Marriage and Fertility in a Catholic Society: Eighteenth-Century Quebec"
- Giuseppina Autiero, Research Fellow, University of Salerno, Italy, "Governmental Organized Learning and Co-ordination Problems"
- Gerald A. Cory, Jr, Center for Behavioral Ecology, San Jose, "An Alternative Neurobehavioral Model for Theories of Socioeconomic Exchange and Rational Choice."
- Roger Frantz, San Diego State University, "The Brain's Division of Labor in the Writings of Adam Smith"
- Robert Oxoby, University of California, Davis, "Cognition, Social Status, and Endogeneous Preferences"
- Louis Levy-Garboua, Universite de Paris I (Sorbonne) and CNRS, "Becker and the Reorientation of Economics"
- Shoshana Grossbard-Shechtman, San Diego State University, "The New Institutional Home Economics"

## **The SABE Business Meeting During the SABE San Diego Conference**

Sunday, June 13, 1999

San Diego State University

Present: Morris Altman, Shoshana Grossbard-Shechtman, Ewa Gucwa-Le?ny, Richard Hattwick, Bijou Yang Lester, Kishor Thanawala, John Tomer (Chair)

The meeting was called to order at 5:45 p.m. and Kishor Thanawala was appointed Secretary pro tem.

A resolution was unanimously adopted thanking Shoshana Grossbard-Shechtman and Christopher Clague Shoshana for organizing a very successful conference. The Board also requested Shoshana to convey its appreciation to other staff members at SDSU for making the participants' stay academically stimulating and for handling local arrangements very smoothly.

Treasurer Bijou Yang Lester presented the financial report. She said that the balance in the bank account, as of December 31, 1998, was \$4,022.57, and as of May 31, 1999, was \$4,129.60. It was agreed that individual members of the Board will explore

cost-effective ways of achieving non-profit status for SABE so as to reduce expenses.

Morris Altman reported on the annual conference (jointly with IAREP) to be held in Baden, Austria. The Theme of the conference is "Fairness and Cooperation." Call for Papers will go out later in the summer. The Conference will be held on July 12-16, 2000. Morris Altman and Kishor Thanawala are SABE representatives on the eight-member Scientific Committee of the Conference.

Richard Hattwick briefed the members on the history of negotiations with potential publishing houses, leading to the purchase of the Journal of Socio-Economics by North Holland-Elsevier. Papers by and of interest to SABE members will continue to be published in the Journal of Socio-Economics. Richard Hattwick expressed the view that SABE will be one of the three main constituents of the journal, the other two being SASE and Law and Socio-Economics.

John Tomer and Morris Altman reported on SABE's relationship with the Journal of Economic Psychology. (Morris is an Associate Editor of this Journal.) The Editors of JOEP proposed that "Behavioral Economics" be included in the title of the Journal and that a closer relationship be established with SABE.

There was discussion about SABE's (independent) Conference in 2001. Some members expressed the hope that it could be held on the East Coast (of the U.S.). It was suggested that the responsibility of organizing local arrangements could be separated from that of putting together the Conference Sessions, and that two different individuals might handle these two sets of jobs. No decision about the place/date for the 2001 Conference was reached.

John Tomer will organize a Poster Session during the ASSA Conference to be held during January 2000 in Boston. Details about this Poster Session will be included in the Newsletter and will also be put on SABE website.

The possibility of having a SABE Session at the Eastern Economic Association meetings to be held during March 2000 in Washington, D.C. was discussed. No firm decision was reached.

Shoshana Grossbard-Shechtman reported that the San Diego Conference had attracted 80 new members to SABE. She suggested that a fresh approach should be made by SABE for ASSA recognition. She agreed to contact the ASSA regarding their membership criteria.

John Tomer reported that Li Way Lee had contacted him and discussed the possibility of his (Lee's) stepping down as Secretary. Members expressed appreciation for the support Wayne State University has given to SABE and for Lee's contributions to SABE during the past five years. Lee will continue to be Secretary until SABE elects a new person.

There was a brief discussion about election of officers of the Society by mail ballot. Discussion on this topic will continue in the next business meeting.

Because of time constraints, John Tomer asked members to forward to him ideas about improving procedures for collecting dues as well as increasing membership.

There was a brief discussion about SABE's website. Morris Altman requested members to send him ideas for enhancing the site.

Several members expressed the need for codifying the procedures, by-laws and constitution of the Society.

The meeting was adjourned shortly after 7:00 p.m.

### **Name Change Debate**

In an e-mail message several days after the SABE Conference in June, Shoshana Grossbard-Shechtman proposed changing the name of SABE to the International Association for Behavioral and Socio-Economics. Shoshana's main reason is that we should have a name that "conveys the idea that our organization is not solely about psychology and economics which is what behavioral economics conveys." In the several weeks after that, there were many e-mails back and forth among SABE Board members on

this issue. Some expressed some support for the proposed change. Others were very much against a change. There were several other proposed name changes including: 1) Social and Behavioral Economics, 2) Socio-Economics and Behavioral Economics, 3) International Behavioral Economics Association, and 4) Behavioral Economics Association. No consensus on a name change developed at this time.

### **Publication Opportunities**

The first three journals listed below openly welcome submissions from SABE members with all of the methodological predispositions expected of SABE fellow and sister travelers.

**Journal of Socio-Economics (North Holland-Elsevier):** <http://www.elsevier.nl/inca/publications/store/6/2/0/1/7/5/>

**Journal of Economic Psychology (North Holland-Elsevier):**

<http://www.elsevier.nl:80/inca/publications/store/5/0/5/5/8/9/>

**Review of Social Economy (Routledge):**

<http://www.routledge.com/routledge/journal/rse.html>

**Refer also to:**

**Journal of Economic Behavioral and Organization:**

<http://www.elsevier.nl/inca/publications/store/5/0/5/5/5/9/>

**Risk, Decision & Policy:**

<http://www.routledge.com/routledge/journal/rdp.html>

**Journal of Economics Issues:**

<http://economics.csusb.edu/orgs/JEI/>

**Ecological Economics:**

<http://www.elsevier.nl/inca/publications/store/5/0/3/3/0/5/>

**For a comprehensive list of and information on economics journals see:  
<http://www.helsinki.fi/WebEc/journals.html>**

### CHANGES TO SABE-RELATED JOURNALS

**The Journal of Socio-Economics has been purchased by North Holland-Elsevier, the prestigious publishers of leading economics journal. The Journal of Economic Psychology has long been published by North Holland-Elsevier. To send out the message that it welcomes papers in behavioral economics the JOEP will see its name changed to the Journal of Economic Psychology: Research in Economic Psychology and Behavioral Economics.**

#### Membership Call for the Industrial Relations Research Association (IRRA)

The Industrial Relations Research Association (IRRA) has brought together representatives of labor, management, government, and academics advocates and neutrals, for 50 years. Founded in 1947, IRRA has more than 4,000 members, in the areas of labor and management relations, academic research and education, human resources, public policy, union administration, labor and employment law, and others.

IRRA has been a faithful friend of SABE, allowing us to use their poster facilities at the ASSA meetings for many years. One of these poster sessions, held in New Orleans during the 1991 ASSA meetings was instrumental in reviving a once moribund SABE. SABE members whose research touches human resources are urged to become IRRA members.

For further information, contact Kay Hutchison, Administrator, IRRA, Univ. of Wisconsin-Madison, 4233 Social Science Building, 1180 Observatory Drive, Madison WI 53706-1393, tel: 608-262-2762, fax 608 - 265 4591.

### CALL FOR MEMBERSHIP AND THE RENEWAL OF MEMBERSHIP

#### Join SABE Now

We are always seeking new members to contribute to realizing SABE's objectives. You will also be able to take pleasure in knowing that you are a member of a small but important group that is at the frontier of efforts to change the shape of the discipline of economics.

#### JOIN SABE!!

Membership dues are \$10. Please enclose a check drawn on a US bank or a US dollar money order, payable to **SABE--Society for the Advancement of Behavioral Economics**.

NAME: \_\_\_\_\_

AFFILIATION: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: home \_\_\_\_\_

office \_\_\_\_\_

fax \_\_\_\_\_

BITNET:(E-Mail) \_\_\_\_\_@\_\_\_\_\_

Please return to: John F. Tomer, SABE

5 Grand View Ave., Troy, NY 12180, USA

## RENEW YOUR MEMBERSHIPS NOW!

We are requesting that all current members renew their membership for the year 1998 if you have not already done so. We plan to send reminders to individuals who have not renewed their membership. Ultimately, we will have to stop mailings to these members.

Your fees provide SABE with capacity to publish a newsletter, organize conferences, as well as performing other good deeds.

Congratulations to David Lester and Bijou Yang on  
their book, The Economy and Suicide: Economic  
Perspectives on Suicide. Commack, New York: Nova  
Science Publishers, 1997.

### BOOKS OF INTEREST

**George A. Akerlof and Janet .L. Yellen, eds., Efficiency Wage Models of the Labor**

**Market**, Cambridge, England and New York: Cambridge University Press., 1986.

George A. Akerlof, **An Economic Theorist's Book of Tales**. Cambridge, England and New York: Cambridge University Press., 1984.

Morris Altman, **Human Agency and Material Welfare: Revisions in Microeconomics and their Implications for Public Policy**. Boston, Dordrecht, London: Kluwer Academic Publishers, 1996.

Gerrit Antonides, W. Fred van Raaij, and Shlomo Maital, eds. **Advances in Economic Psychology** . Chichester, New York : Wiley, 1997.

Gerrit Antonides, **Psychology in Economics and Business**. Dordrecht: Kluwer Academic Publishers, 1991.

J.L. Baxter, **Behavioral Foundations of Economics**. Macmillan Press/St. Martin's Press, 1993.

Kenneth Button, ed., **The Collected Essays of Harvey Leibenstein** (2 Vols.). New York: New York University Press, 1989.

Young Back Choi, **Paradigms and Conventions: Uncertainty, Decision Making, and Entrepreneurship**. Ann Arbor: University of Michigan Press, 1993.

Gary S. Becker. **Accounting for Tastes**, Cambridge, Mass: Harvard University Press, 1998.

Richard M. Cyert and James G. March, **A Behavioral Theory of the Firm**, 2nd edition. Cambridge, Mass.: Blackwell Business, 1992.

Peter E. Earl, **Behavioural Economics** (2 Vols.). United Kingdom: Edward Elgar Publishing, 1988.

Peter E. Earl and Simon Kemp, eds., **The Elgar Companion to Consumer Research and Economic Psychology**. Cheltenham, United Kingdom, 1999.

Roger S. Frantz, **X-Efficiency: Theory, Evidence and Applications**, 2<sup>nd</sup> edition. Boston: Kluwer Academic Publishers, 1997.

Daniel Friedman and Shyam Saunders, **Experimental Economics: A Primer for Economists**. New York: Cambridge University Press, 1994.

Shoshana Grossbard-Shechtman, **On the Economics of Marriage: A Theory of Marriage, Labor, and Divorce**. Boulder, Colorado: Westview Press, 1992.

Bill Jordan, Simon James, Helen Kay and Marcus Redley, **Trapped in Poverty: Labour Market Decisions in Low Income Households**. London: Routledge, 1992.

Robert Kuttner, **The Economic Illusion: False Choices Between Prosperity and Social**

**Justice**. Philadelphia: University of Pennsylvania Press, 1987.

Stephen E.G. Lea, Paul Webley and Brian M. Young, eds., **New Directions in Economic Psychology: Theory, Experiment and Application**. United Kingdom: Edward Elgar Publishing, 1992.

Harvey Leibenstein, **Inside the Firm: The Inefficiencies of Hierarchy**. Cambridge, Mass.: Harvard University Press, 1987.

David Lester and Bijou Yang, **The Economy and Suicide : Economic Perspectives on Suicide**. Commack, New York: Nova Science Publishers, 1997.

David Lester and Bijou Yang, **Suicide And Homicide In The Twentieth Century: Changes Over Time**. Commack, New York: Nova Science Publishers, 1998.

Alan Lewis, Paul Webley, and Adrian Furnham, **The New Economic Mind : The Social Psychology of Economic Behaviour**. New York: Harvester Wheatsheaf, 1995.

Alan Lewis and Karl-Erik Warneryd, eds., **Ethics and Economic Affairs**. New York and London: Routledge.

Alan Lewis, Paul Webley and Adrian Furnham, **The New Economic Mind: The social Psychology of Economic Behaviour**. New York and London: Prentice Hall, 1995.

Shlomo Maital and Sharon Maital, eds., **Economics and Psychology**. United Kingdom: Edward Elgar Publishing, 1993.

Shlomo Maital, **Executive Economics: Ten Essential Tools for Managers**. New York: The Free Press, 1994.

Joyce Rothschild and J. Allen Whitt, **The Cooperative Workplace: Potentials and Dilemmas of Organizational Democracy and Participation**. New York: Cambridge University Press, 1986.

Marvin E. Rozen, **The Economics of Organizational Choice: Workers, Jobs, Labor Markets, and Implicit Contracting**. Ann Arbor: University of Michigan Press, 1991.

Hugh Schwartz, **Rationality Gone Awry? Decision Making Inconsistent with Economics and Financial Theory**. Praeger Publishers, 1998

Richard H. Thaler, **The Winner's Curse: Paradoxes and Anomalies of Economic Life**. New York: The Free Press, 1992.

John F. Tomer, **Organizational Capital: The Path to Higher Productivity and Well-Being**. London, New York, Praeger, 1987.

John F. Tomer, **The Human Firm: A Socio-Economic Analysis of its Behavior and Potential in a New Economic Age**. New York, Routledge, 1999.

**Charles Hampden-Turner and Alphons Trumpenaars, Seven Ways of Wealth Creation. New York: Doubleday, 1993.**

**Klaus Weiermair and Mark Perlman, eds., Studies in Economic Rationality: X-Efficiency Examined and Extolled. Ann Arbor: University of Michigan Press, 1990.**

**Karl Erik Warneryd, The Psychology Of Saving: A Study on Economic Psychology. United Kingdom: Edward Elgar Publishing, 1999.**

## REMINDER

**Please forward information on books, articles, or conferences which might be of interest to our members to: Professor Morris Altman, Department of Economics, University of Saskatchewan, 9 Campus Drive, Saskatoon, Saskatchewan, Canada, S7N 5A5**

### The SABE Executive Board:

John Tomer (Manhattan College) President

Li Way Lee (Wayne State University) Secretary

Bijou Yang (Drexel University) Treasurer

Morris Altman (University of Saskatchewan)

Coeditor of the SABE Newsletter

Shlomo Maital (Technion-Israel Institute of Technology)

Coeditor of the SABE Newsletter

Gerritt Antonides (Erasmus University and IAREP)

Member-at-large

Richard E. Hattwick (Western Illinois University)

Member-at-large and Editor of The Journal of Socio-Economics

Flora Gill (University of Sydney, Australia)

Member-at-large

Art Goldsmith (Washington & Lee University)

Member-at-large

Noah Meltz (University of Toronto) Member-at-large

Shoshana Grossbard-Shechtman (San Diego State University) Member-at-large

Harinder Singh (Grand Valley State University)

Member-at-large

Kishor Thanawala (Villanova University)

Member-at-large