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ECONOMICS

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NEW & FORTHCOMING 2017
Hive Mind
How Your Nation’s IQ Matters So Much More Than Your Own
Garett 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 synthesizing research from psychology, economics, management, and political science, Garett 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’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

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
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

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

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 Rising Tide
Financial Strategies for Women-Owned Firms
Susan Coleman and Alicia M. Robb

288 pages, 2012
9780804773065 Paper $27.95 $22.36 sale
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
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 $22.36 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–Conservation 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
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."


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

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
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
The Rise and Fall of Urban Economies
Lessons from San Francisco and Los Angeles

Michael Storper, Thomas Kemeny, Naji Makarem, and Taner Osman

Today, the Bay Area is home to the most successful knowledge economy in America, while Los Angeles has fallen progressively farther behind its neighbor to the north. Yet, in 1970, experts would have predicted that L.A. would keep pace with San Francisco. The usual factors—luck, immigration, local economic policies, and the pool of skilled labor—do not account for the contrast between the two cities and their fates. So what does?

The Rise and Fall of Urban Economies challenges many of the conventional notions about economic development and sheds new light on its workings. We must understand the interactions of three major components—economic specialization, human capital formation, and institutional factors—to determine how well a regional economy will cope with new opportunities and challenges. Drawing on economics, sociology, political science, and geography, the authors argue that the economic development of metropolitan regions hinges on previously underexplored capacities for organizational change in firms and networks of people. By studying San Francisco and Los Angeles in unprecedented levels of depth, this book extracts lessons for the field of economic development studies and urban regions around the world.

“Throughout history, commerce and cities have invented and paced each other. This lively and exhaustively documented study tells the story of how two representative urban regions have carried on the ancient and ever-new competition for commerce and hegemony.”

—Kevin Starr, University of Southern California

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

Daniel Fridman

In an era where dollar value signals moral worth, Daniel Fridman paints a vivid portrait of Americans and Argentinians trying to become worthy of millions, illustrating how a neoliberal emphasis on responsibility, individualism, and entrepreneurship binds people together through aspiration. This book delves into a world of financial self-help where books, seminars, and board games reject “get rich quick” formulas and instead suggest that participants themselves must change if they are to succeed. Through this microcosm, Fridman shows that the market transformations of the last several decades have been accompanied by the rise of popular resources that put even more pressure on the people trying to thrive—or even survive—in our global economy.

“Fridman effortlessly oscillates between rich ethnographic data and serious analytical depth to dissect the painful retooling that people perform in pursuit of an elusive ‘freedom from work.’”

—Marion Fourcade, University of California, Berkeley

INNOVATION AND TECHNOLOGY IN THE WORLD ECONOMY

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