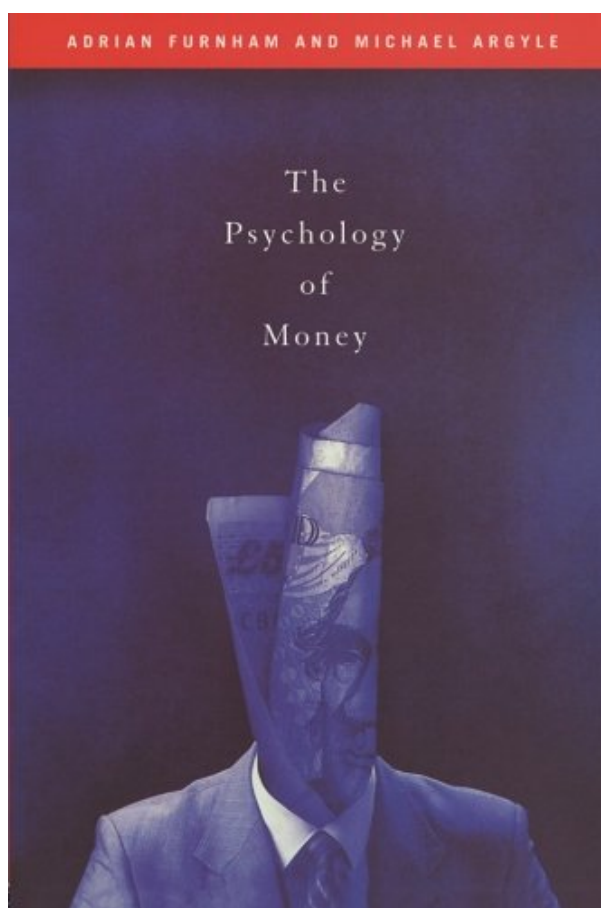


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"[The authors] join forces to provide a compendium of research findings on what is known about the attitudinal underpinnings of economic decision making in contemporary western market economies.."

--Paul Schervish, "Contemporary Sociology

About the Author

Adrian Furham is Professor of Psychology at University College London. Michael Argyle is Emeritus Professor of Psychology at Oxford Brookes University.

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This fascinating book examines such diverse and compelling subjects as: money and power, gender differences, morality and tax, the very rich, the poor, lottery and pools winners, how possessions and wealth affect self-image and esteem, why some people become misers and others gamblers, spendthrifts and tycoons, and why some people gain more pleasure from giving away money than from retaining it.

Comprehensive and cross-cultural, The Psychology of Money integrates fascinating and scattered literature from many disciplines, and includes the most recent material to date. It will be of interest to psychologists, sociologists, anthropologists and to people interested in business and economics.

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British authors and research

By Dr. Mary Gresham

The topic of this book is of interest to me but the vast majority of the material has quite a British slant to it. The author makes some very good points..one being that we have developed many intuitive programs to help children learn money responsibilities but unlike other areas of development have done no research to see which kinds of parent teaching methods are most effective. The writing is broad in spectrum but I must admit I found my interest waning with the studies of pocket money in British children. Also I felt some of the material was a bit dated but I must give them credit for producing a well researched book on the topic. Now if only some US psychologists would write a comprehensive review of the topic. Dr. Mary Gresham Atlanta Ga

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Great book.

By S

Thorough book on the psychology of money. Contains huge amounts of data on the way we think about money.

31 of 41 people found the following review helpful.

European psychologists examine money and the mind

By A Customer

As a researcher in the field of economic psychology, I am impressed by Furnham and Argyle's depth of knowledge in this area. Most of the research reported in this book is European in perspective, but the European's have always outpaced American economists and psychologists in this field. I am especially pleased to report that the authors have become aware that we poor American scholars do exist and personally, I am estatic that they cite several of the research articles that I have written in the last five years. Those interested in the cross cultural study of money in this age of a global economy should read this book very closely to discover the differences and similarities in the human mind when it comes to thoughts about money. It is my hope that this book has many readers and that it creates more practical and academic perspsectives on the study of the mind and money around the world.

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