

1. Record Nr.	UNINA9910451418403321
Autore	Maxwell Sarah <1938->
Titolo	The price is wrong [[electronic resource]] : understanding what makes a price seem fair and the true cost of unfair pricing / / Sarah Maxwell
Pubbl/distr/stampa	Hoboken, N.J., : John Wiley & Sons, c2008
ISBN	1-281-13494-5 9786611134945 0-470-22619-6
Descrizione fisica	1 online resource (258 p.)
Disciplina	338.4/3 338.52
Soggetti	Prices Pricing Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references (p. 213-231) and index.
Nota di contenuto	The Price Is Wrong; Contents; Foreword; Acknowledgments; About the Author; PART I: BACKGROUND; Chapter 1: Introduction "'Play fair or I quit"' ; A Fair Price; The Social Norms; An Emotional Response; In Sum . . . ; Chapter 2: History "'A 'just' rice is not God-given!'" ; Influence of Aristotle; A "Just" Price; Since the Scholastics; In Sum . . . ; PART II: MODEL; Chapter 3: Model "'Now I'm not just annoyed, I'm furious'" ; Personal Fairness; Social Fairness; Trust and Power; In Sum . . . ; Chapter 4: Norms "'That's wrong,and we all know it!'" ; Descriptive versus Prescriptive Norms; Utility of Norms Selfish versus SocialEmergence of Norms; In Sum . . . ; Chapter 5: Emotions "'You're not being fair and I hate you!'" ; Sequence of Emotional Responses; Separating Emotional Responses; Function of Emotional Responses; In Sum . . . ; Chapter 6: Expectations "'That price is a rip-off!'" ; Expectations of Pricing Practices; Expectations of Prices; Reference Prices; In Sum . . . ; Chapter 7: Outcomes "'You should get what you pay for!'" ; Norm of Equity; Norm of Equality; Special Norms for Need; Colliding Norms; In Sum . . . ; Chapter 8: Attributions "'The seller is to blame!'"

Responsibility and Permanence; Control; Attributional Biases; In Sum . . . ; Chapter 9: Process ""Ya gotta play by the rules!""; Norm of Voice or Choice; Norm of Transparency; Norm of Impartiality; In Sum . . . ; Chapter 10: Punishment ""Revenge is sweet!; Norm of Reciprocity; Effort to Punish; Evidence from Dictator Games; Punishment Is Proportional; In Sum . . . ; Chapter 11: Power ""Beware a customer wronged!""; Power to the Seller; Power to the Consumer; Constraints on Power; In Sum . . . ; Chapter 12: Trust ""Fair price? I doubt it!""; Levels of Trust; Motivations; Trust and Power; In Sum . . .

PART III: APPLICATIONS Chapter 13: Modifications ""Sorry! The rules have changed""; Trend to Market Solutions; Social Trends; Countertrends; In Sum . . . ; Chapter 14: TIPPING ""Just don't stiff the waiter!""; Evolution of Tipping; Reasons for Tipping; Customer Attitude Toward Tipping; In Sum . . . ; Chapter 15: Discrimination ""It's unfair to charge me more than others!""; Descriptive Norms of Personal Fairness; Distributive Norms of Social Fairness; Procedural Norms of Social Fairness; In Sum . . . ; Chapter 16: Negotiations ""Split the difference. That's fair""

Personal Fairness of Negotiations Social Fairness of Negotiated Outcomes; Social Fairness of the Negotiation Process; Trust and Power in Negotiations; In Sum . . . ; Chapter 17: Taxes ""Paying taxes is as American as disliking taxes""; Personal Fairness of Taxes; Distributive Fairness of Taxes; Procedural Fairness of Taxes; Power, Trust, and Taxes; In Sum . . . ; Chapter 18: Culture ""But I never ordered any bread!""; Personal Fairness across Cultures; Fair Outcomes across Cultures; Fair Process across Cultures; Reaction to Unfair Pricing across Cultures; Other Effects of Culture; In Sum . . .

Chapter 19: Practices ""So how is a company supposed to price fairly?""

Sommario/riassunto

Fair pricing is an issue that affects us all, whether we're consumers or merchants. Throughout her career, Sarah Maxwell has seen how pricing practices across a variety of different areas, from mobile phones and airline tickets to prescription drugs and gasoline, impact our everyday lives. Now, with *The Price Is Wrong*, Maxwell shares her deepest insights on this issue and examines both the psychological and sociological basis of fair pricing.

2. Record Nr.	UNINA9910814344503321
Titolo	Love, marriage, and Jewish families : paradoxes of a social revolution / / Sylvia Barack Fishman, editor
Pubbl/distr/stampa	Waltham, Massachusetts : , : Brandeis University Press, , 2015 ©2015
ISBN	1-61168-861-2
Descrizione fisica	1 online resource (359 p.)
Collana	HBI Series on Jewish Women
Disciplina	306.85/089924
Soggetti	Jewish families Marriage - Religious aspects Families - Religious aspects Jewish way of life Jews - Social conditions - 21st century Jews - Social life and customs - 21st century
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover; CONTENTS; Foreword; Acknowledgments; Introduction: Paradoxes of a Social Revolution; PART I Love, Sexuality, and Personal Choice; 1 What's Love Got to Do with It? Marriage and Non-Marriage among Younger American Jews; 2 Caught in the Middle: Gender, Dating, and Singlehood among Religious Zionist Jews; 3 "We All Still Have to Potty Train": Same-Sex Couple Families and the American Jewish Community; 4 Gays and Lesbians in Israel: An Overview; PART II Family Transformations; 5 View from a Different Planet: Fertility Attitudes, Performances, and Policies among Jewish Israelis 6 Dreams and Realities: American Jewish Young Adults' Decisions about Fertility7 Jewish Single Mothers by Choice; 8 Judaism as the "Third Shift": Jewish Families Negotiating Work, Family, and Religious Lives; PART III Marriage and the Law; 9 Behold You Are [Fill in the Blank] to Me: Contemporary Legal and Ritual Approaches to Qiddushin; 10 Negotiating Divorce at the Intersection of Jewish and Civil Law in North America; 11 Women, Divorce, and Mamzer Status in the State of Israel; PART IV Backlash and Reaction; 12 The Secret of Jewish Masculinity:

Contemporary Haredi Gender Ideology

13 Between Modesty and Beauty: Reinterpreting Female Piety in the
Israeli Haredi Community

Notes about the Art; Contributors; Index

Sommario/riassunto

Illustrates the complex and diverse ways that Jews in the United States
and Israel are reshaping dating, marriage, and family life-with some
surprising consequences