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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
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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' price 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 Social Emergence 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 PermanenceControl; 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 NegotiationsSocial 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?""

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#### 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.

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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
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Note generali	Includes index.
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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 Fertility; 7 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

#### 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