

1. Record Nr.	UNINA9910781786003321
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Titolo	Strings attached [[electronic resource]] : untangling the ethics of incentives // Ruth W. Grant
Pubbl/distr/stampa	Princeton, : Princeton University Press, c2011
ISBN	1-283-26745-4 9786613267450 1-4008-3974-2
Edizione	[Course Book]
Descrizione fisica	1 online resource (221 p.)
Classificazione	CC 7220
Disciplina	170
Soggetti	Incentive (Psychology) Motivation (Psychology) Political psychology Political ethics
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 and index.
Nota di contenuto	Why worry about incentives? -- Incentives then and now : the clock and the engineer -- "Incentives talk" : what are incentives anyway? -- Ethical and not so ethical incentives -- Applying standards, making judgments -- Getting down to cases : plea bargaining, recruiting medical research subjects, IMF loan conditions, motivating children to learn -- Beyond voluntariness -- A different kind of conversation.
Sommario/riassunto	Incentives can be found everywhere--in schools, businesses, factories, and government--influencing people's choices about almost everything, from financial decisions and tobacco use to exercise and child rearing. So long as people have a choice, incentives seem innocuous. But Strings Attached demonstrates that when incentives are viewed as a kind of power rather than as a form of exchange, many ethical questions arise: How do incentives affect character and institutional culture? Can incentives be manipulative or exploitative, even if people are free to refuse them? What are the responsibilities of the powerful in using incentives? Ruth Grant shows that, like all other forms of power, incentives can be subject to abuse, and she identifies their legitimate and illegitimate uses. Grant offers a history of the

growth of incentives in early twentieth-century America, identifies standards for judging incentives, and examines incentives in four areas--plea bargaining, recruiting medical research subjects, International Monetary Fund loan conditions, and motivating students. In every case, the analysis of incentives in terms of power yields strikingly different and more complex judgments than an analysis that views incentives as trades, in which the desired behavior is freely exchanged for the incentives offered. Challenging the role and function of incentives in a democracy, *Strings Attached* questions whether the penchant for constant incentivizing undermines active, autonomous citizenship. Readers of this book are sure to view the ethics of incentives in a new light.
