

1. Record Nr.	UNINA9910967529803321
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Titolo	Bringing in the future : strategies for farsightedness and sustainability in developing countries / / William Ascher
Pubbl/distr/stampa	Chicago, : University of Chicago Press, 2009
ISBN	9786612426094 9781282426092 1282426095 9780226029184 0226029182
Edizione	[1st ed.]
Descrizione fisica	1 online resource (343 p.)
Disciplina	338.9/27091724
Soggetti	Sustainable development - Developing countries Natural resources - Developing countries - Management Economic forecasting - Developing countries Developing countries Economic conditions
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. [273]-297) and index.
Nota di contenuto	Frontmatter -- Contents -- List of Tables -- Preface -- Acknowledgments -- 1. The Challenge of Farsightedness -- 2. The Root Causes of Shortsightedness and Their Manifestations in Developing Countries -- 3. Gaining Traction to Overcome Obstacles to Farsightedness -- 4. Creating and Rescheduling Tangible Benefits and Costs -- 5. Creating and Rescheduling Social and Psychological Rewards -- 6. Realigning Performance Evaluation -- 7. Self-Restraint Instruments -- 8. Analytic Exercises -- 9. Deepening Problem Definitions -- 10. Design Dimensions of Communicating Farsighted Appeals -- 11. The Triple Appeal Principle -- 12. Managing Heuristics -- 13. Empowering and Insulating the Farsighted Leader -- 14. Structuring Decision-Making Processes -- 15. Conclusions -- Notes -- References -- Index
Sommario/riassunto	Humans are plagued by shortsighted thinking, preferring to put off work on complex, deep-seated, or difficult problems in favor of quick-fix solutions to immediate needs. When short-term thinking is applied

to economic development, especially in fragile nations, the results—corruption, waste, and faulty planning—are often disastrous. In *Bringing in the Future*, William Ascher draws on the latest research from psychology, economics, institutional design, and legal theory to suggest strategies to overcome powerful obstacles to long-term planning in developing countries. Drawing on cases from Africa, Asia, and Latin America, Ascher applies strategies such as the creation and scheduling of tangible and intangible rewards, cognitive exercises to increase the understanding of longer-term consequences, self-restraint mechanisms to protect long-term commitments and enhance credibility, and restructuring policy-making processes to permit greater influence of long-term considerations. Featuring theoretically informed research findings and sound policy examples, this volume will assist policy makers, activists, and scholars seeking to understand how the vagaries of human behavior affect international development.
