



Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics

By Gary Belsky, Thomas Gilovich

Download now

Read Online ➔

Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich

Why do so many otherwise smart people make foolish financial choices? Why do investors sell stocks just before they skyrocket -- and cling to others as they plummet? Why do shoppers overspend when using credit cards rather than cash? What do our habits of tipping or buying lottery tickets indicate about our relationship with money? In this fascinating investigation of the ways we spend, invest, save, borrow, and waste money, Gary Belsky and Thomas Gilovich reveal the psychological causes -- the patterns of thinking and decision making -- of irrational behavior. Most important, they focus on the decisions we make every day and, using entertaining examples, provide invaluable tips on avoiding the financial faux pas that can cost thousands of dollars each year.

 [Download Why Smart People Make Big Money Mistakes And How T ...pdf](#)

 [Read Online Why Smart People Make Big Money Mistakes And How ...pdf](#)

Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics

By Gary Belsky, Thomas Gilovich

Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich

Why do so many otherwise smart people make foolish financial choices? Why do investors sell stocks just before they skyrocket -- and cling to others as they plummet? Why do shoppers overspend when using credit cards rather than cash? What do our habits of tipping or buying lottery tickets indicate about our relationship with money? In this fascinating investigation of the ways we spend, invest, save, borrow, and waste money, Gary Belsky and Thomas Gilovich reveal the psychological causes -- the patterns of thinking and decision making -- of irrational behavior. Most important, they focus on the decisions we make every day and, using entertaining examples, provide invaluable tips on avoiding the financial faux pas that can cost thousands of dollars each year.

Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich Bibliography

- Sales Rank: #421016 in Books
- Brand: Brand: Simon n Schuster
- Published on: 2000-04-06
- Original language: English
- Number of items: 1
- Dimensions: .54" h x 5.58" w x 8.50" l, .90 pounds
- Binding: Paperback
- 224 pages

 [Download Why Smart People Make Big Money Mistakes And How T ...pdf](#)

 [Read Online Why Smart People Make Big Money Mistakes And How ...pdf](#)

Download and Read Free Online Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich

Editorial Review

Amazon.com Review

Why do so many otherwise rational individuals make irrational decisions when it comes to money? Financial journalist Gary Belsky and Cornell University psychology professor Thomas Gilovich contend the answers can be found--and the deficiencies remedied--with help from a relatively new science called behavioral economics. Still largely unknown outside academic circles, the field can be traced to research on the impact of rewards and punishments on human judgment and decision-making that first were undertaken at Jerusalem's Hebrew University some 30 years ago. In *Why Smart People Make Big Money Mistakes*, Belsky and Gilovich update this pioneering work and show readers how to understand exactly why they invest, spend, and save as they do. More importantly, using examples that everyone can identify with and language that anyone can understand, the authors offer dozens of workable suggestions that can help readers manage their money better. "We believe that by identifying the psychological causes behind many types of financial decisions," they write, "you can effectively change your behavior in ways that will ultimately put more money in your pocket and help you keep more of what you already have." --*Howard Rothman*

Review

Beth Kobliner author of *Get a Financial Life* This is a terrific book. Belsky and Gilovich tackle financial decisions from the inside out...sweeping away the psychological obstacles that stand in the way of our goals. -- *Review*

About the Author

Gary Belsky is editor in chief of *ESPN The Magazine*, where he has worked since 1998. The author of several books, he lectures frequently on the psychology of decision-making to business and consumer groups around the world. From 1994 through 1998, Belsky was a regular commentator on CNN's *Your Money* and a frequent contributor to *Good Morning America*, *CBS This Morning*, *Crossfire* and *Oprah*; he continues to appear on local and national radio and TV, commenting on sports, economics, business and personal finance. A St. Louis native, Belsky graduated from the University of Missouri in that city in 1983 with a BA in speech communication and political science. Before joining *ESPN* he was a writer at *Money* magazine and a reporter for *Crain's New York Business* and the *St. Louis Business Journal*. In 1990, Belsky won the Gerald Loeb Award for Distinguished Business and Financial Journalism, administered by The Anderson School at UCLA. Belsky, who lives in Manhattan, serves on the board of directors of Urban Pathways, one of New York City's largest providers of services to the homeless and mentally ill; as well as the New York Neo-Futurists, an East Village theater company.

Thomas Gilovich is a professor of psychology at Cornell University and author of *How We Know What Isn't So*. He lives in Ithaca, New York.

Users Review

From reader reviews:

Enrique Flora:

Book is definitely written, printed, or outlined for everything. You can learn everything you want by a publication. Book has a different type. As we know that book is important issue to bring us around the world.

Alongside that you can your reading talent was fluently. A publication Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics will make you to always be smarter. You can feel considerably more confidence if you can know about every thing. But some of you think that open or reading any book make you bored. It is not necessarily make you fun. Why they can be thought like that? Have you searching for best book or suitable book with you?

Larry Parrish:

The publication with title Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics includes a lot of information that you can find out it. You can get a lot of profit after read this book. This specific book exist new understanding the information that exist in this guide represented the condition of the world right now. That is important to yo7u to be aware of how the improvement of the world. That book will bring you in new era of the syndication. You can read the e-book on the smart phone, so you can read the idea anywhere you want.

Dana Vinson:

The book untitled Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics contain a lot of information on the idea. The writer explains the girl idea with easy approach. The language is very simple to implement all the people, so do not worry, you can easy to read the item. The book was authored by famous author. The author brings you in the new age of literary works. You can easily read this book because you can read on your smart phone, or program, so you can read the book inside anywhere and anytime. In a situation you wish to purchase the e-book, you can wide open their official web-site as well as order it. Have a nice read.

Karen Johnson:

You can obtain this Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics by go to the bookstore or Mall. Merely viewing or reviewing it could possibly to be your solve trouble if you get difficulties for ones knowledge. Kinds of this e-book are various. Not only by written or printed but additionally can you enjoy this book through e-book. In the modern era like now, you just looking of your mobile phone and searching what their problem. Right now, choose your own personal ways to get more information about your publication. It is most important to arrange yourself to make your knowledge are still up-date. Let's try to choose right ways for you.

Download and Read Online Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich #OT3CRFMVI2G

Read Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich for online ebook

Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich books to read online.

Online Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich ebook PDF download

Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich Doc

Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich Mobipocket

Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich EPub

OT3CRFMVI2G: Why Smart People Make Big Money Mistakes And How To Correct Them: Lessons From The New Science Of Behavioral Economics By Gary Belsky, Thomas Gilovich