Save More Tomorrow Practical Behavioral Finance Solutions To Improve 401 K Plans

The definitive introduction to the behavioral insights approach, which applies evidence about human behavior to practical problems. Our behavior is strongly influenced by factors that lie outside our conscious awareness, although we tend to underestimate the power of this "automatic" side of our behavior. As a result, governments make ineffective policies, businesses create bad products, and individuals make unrealistic plans. In contrast, the behavioral insights approach applies evidence about actual human behavior—rather than assumptions about it—to practical problems. This volume in the MIT Press Essential Knowledge series, written by two leading experts in the field, offers an accessible introduction to behavioral insights, describing core features, origins, and practical examples. Since 2010, these insights have opened up new ways of addressing some of the biggest challenges faced by societies, changing the way that governments, businesses, and nonprofits work in the process. This book shows how the approach is grounded in a concern with practical problems, the use of evidence about human behavior to address those problems, and experimentation to evaluate the impact of the solutions. It gives an overview of the approach's origins in psychology and behavioral economics, its early adoption by the UK's pioneering "nudge unit," and its recent expansion into new areas. The book also provides examples from across different policy areas and guidance on how to run a behavioral insights project. Finally, the book outlines the limitations and ethical implications of the approach, and what the future holds for this fast-moving area.

A leading behavioral economist reveals the tools that will improve our decision making on screens Office workers spend the majority of their waking hours staring at screens. Unfortunately, few of us are aware of the visual biases and behavioral patterns that influence our thinking when we're on our laptops, iPads, smartphones, or smartwatches. The sheer volume of information and choices available online, combined with the ease of tapping "buy," often make for poor decision making on screens. In The Smarter Screen, behavioral economist Shlomo Benartzi reveals a tool kit of interventions for the digital age. Using engaging reader exercises and provocative case studies, Benartzi shows how digital designs can influence our decision making on screens in all sorts of surprising ways. For example: • You're more likely to add bacon to your pizza if you order online. • If you read this book on a screen, you're less likely to remember its content. • You might buy an item just because it's located in a screen hot spot, even if better options are available. • If you shop using a touch screen, you'll probably overvalue the product you're considering. • You're more likely to remember a factoid like this one if it's displayed in an ugly, difficult-to-read font. Drawing on the latest research on digital nudging, Benartzi reveals how we can create an online world that helps us think better, not worse.

Interventions for students who exhibit challenging behavior Written by behavior specialists Kaye Otten and Jodie Tuttle--who together have 40 years of experience working with students with challenging behavior in classroom settings--this book offers educators a practical approach to managing problem behavior in schools. It is filled with down-to-earth advice, ready-to-use forms, troubleshooting tips, recommended resources, and teacher-tested strategies. Using this book, teachers are better able to intervene proactively, efficiently, and effectively with students exhibiting behavior problems. The book includes research-backed support for educators and offers: Instructions for creating and implementing an effective class-wide behavior management program Guidelines for developing engaging lessons and activities that teach and support positive behavior Advice for assisting students with the self-regulation and management their behavior and emotions

A powerful critique of nudge theory and the paternalist policies of behavioral economics, and an argument for a more inclusive form of

rationality.

The #1 New York Times bestseller. Over 3 million copies sold! Tiny Changes, Remarkable Results No matter your goals, Atomic Habits offers a proven framework for improving--every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results. If you're having trouble changing your habits, the problem isn't you. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems. Here, you'll get a proven system that can take you to new heights. Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field. Learn how to: • make time for new habits (even when life gets crazy); • overcome a lack of motivation and willpower; • design your environment to make success easier; • get back on track when you fall off course; ...and much more. Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits--whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit smoking, lose weight, reduce stress, or achieve any other goal.

The Primary Care Behavioral Health (PCBH) model is emerging as the future of integration between mental health and primary care services. The first book to detail the model, Behavioral Consultation and Primary Care explains in hands-on terms how to achieve truly integrated care. From starting up a new PCBH service to evaluating its outcome, clinicians and medical administrators alike will value in this up-to-the-minute resource.

In this accessible collection, leading academic economists, psychologists and philosophers apply behavioural economic findings to practical policy concerns.

The best way to improve your quality of life is through the decisions you make. This book teaches several fundamental decision-making skills, provides numerous applications and examples, and ultimately nudges you toward smarter decisions. These nudges frame more desirable decisions for you to face by identifying the objectives for your decisions and generating superior alternatives to those initially considered. All of the nudges are based on psychology and behavioral economics research and are accessible to all readers. The new concept of a decision opportunity is introduced, which involves creating a decision that you desire to face. Solving a decision opportunity improves your life, whereas resolving a decision problem only restores the quality of your life to that before the decision problem occurred. We all can improve our decision-making and reap the better quality of life that results. This book shows you how.

Argues that public finance--the study of the government's role in economics--should incorporate principles from behavior economics and other branches of psychology.

Now available: Nudge: The Final Edition The original edition of the multimillion-copy New York Times bestseller by the winner of the Nobel Prize in Economics, Richard H. Thaler, and Cass R. Sunstein: a revelatory look at how we make decisions—for fans of

Malcolm Gladwell's Blink, Charles Duhigg's The Power of Habit, James Clear's Atomic Habits, and Daniel Kahneman's Thinking, Fast and Slow Named a Best Book of the Year by The Economist and the Financial Times Every day we make choices—about what to buy or eat, about financial investments or our children's health and education, even about the causes we champion or the planet itself. Unfortunately, we often choose poorly. Nudge is about how we make these choices and how we can make better ones. Using dozens of eye-opening examples and drawing on decades of behavioral science research, Nobel Prize winner Richard H. Thaler and Harvard Law School professor Cass R. Sunstein show that no choice is ever presented to us in a neutral way, and that we are all susceptible to biases that can lead us to make bad decisions. But by knowing how people think, we can use sensible "choice architecture" to nudge people toward the best decisions for ourselves, our families, and our society, without restricting our freedom of choice.

Overcoming people's inability to recognize their own wrongdoing is the most important but regrettably neglected area of the behavioral approach to law.

The Future of Nursing explores how nurses' roles, responsibilities, and education should change significantly to meet the increased demand for care that will be created by health care reform and to advance improvements in America's increasingly complex health system. At more than 3 million in number, nurses make up the single largest segment of the health care work force. They also spend the greatest amount of time in delivering patient care as a profession. Nurses therefore have valuable insights and unique abilities to contribute as partners with other health care professionals in improving the quality and safety of care as envisioned in the Affordable Care Act (ACA) enacted this year. Nurses should be fully engaged with other health professionals and assume leadership roles in redesigning care in the United States. To ensure its members are well-prepared, the profession should institute residency training for nurses, increase the percentage of nurses who attain a bachelor's degree to 80 percent by 2020, and double the number who pursue doctorates. Furthermore, regulatory and institutional obstacles -- including limits on nurses' scope of practice -- should be removed so that the health system can reap the full benefit of nurses' training, skills, and knowledge in patient care. In this book, the Institute of Medicine makes recommendations for an action-oriented blueprint for the future of nursing.

The Last Mile helps lay readers not only to understand behavioral science, but to apply its lessons to their own organizations' last mile problems, whether they work in business, government, or the nonprofit sector.

A reprint of the 1976 Macmillan edition. This fictional outline of a modern utopia has been a center of controversy ever since its publication in 1948. Set in the United States, it pictures a society in which human problems are solved by a scientific technology of human conduct.

Climate change: watershed or endgame? In this compelling new book, Noam Chomsky, the world's leading public intellectual, and Robert Pollin, a renowned progressive economist, map out the catastrophic consequences of unchecked climate change—and present a realistic blueprint for change: the Green New Deal. Together, Chomsky and Pollin show how the forecasts for a hotter

planet strain the imagination: vast stretches of the Earth will become uninhabitable, plagued by extreme weather, drought, rising seas, and crop failure. Arguing against the misplaced fear of economic disaster and unemployment arising from the transition to a green economy, they show how this bogus concern encourages climate denialism. Humanity must stop burning fossil fuels within the next thirty years and do so in a way that improves living standards and opportunities for working people. This is the goal of the Green New Deal and, as the authors make clear, it is entirely feasible. Climate change is an emergency that cannot be ignored. This book shows how it can be overcome both politically and economically.

This manual provides guidance on proven disease prevention strategies and practical behavioral science principles for health workers involved in all levels of planning and operating local and regional health programmes. Issues discussed include: basic disease prevention principles; community health intervention strategies; improving health throughout the life cycle; leading forms of death and disability including brain and behavioural disorders, cardiovascular diseases, strokes and cancers; and successful strategies for behavioural change.

This indispensable manual takes school practitioners step by step through conducting functional behavioral assessments and using them to plan effective interventions. The authors present a cogent rationale for the use of functional behavioral assessment (FBA), clearly explaining its advantages over traditional approaches to dealing with problem behavior. Basic terms and procedures are defined and the process of working with individual students is described in depth. Bringing concepts to life with realistic case examples, the authors also include a variety of sample FBA reports and corresponding positive behavior support plans. A Q&A chapter offers straightforward answers to practitioners' frequently asked questions. Perhaps most important, the volume provides all of the tools needed to complete a reliable and valid FBA, including forms, questionnaires, and worksheets, with a large-size format and lay-flat binding for ease of photocopying.

One of the world's top experts in behavioral finance offers innovative strategies for improving 401(k) plans. Half of Americans do not have access to a retirement saving plan at their workplace. Of those who do about a third fail to join. And those who do join tend to save too little and often make unwise investment decisions. In short, the 401(k) world is in crisis, and workers need help. Save More Tomorrow provides that help by focusing on the behavioral challenges that led to this crisis inertia, limited self-control, loss aversion, and myopia—and transforms them into behavioral solutions. These solutions, or tools, are based on cutting edge behavioral finance research and they can dramatically improve outcomes by, for example, helping employees: -Save, even if they aren't ready to do so now, by using future enrollment. -Save more by showing them images of their future selves. -Save smarter by reshuffling the order of funds on the investment menu. Save More Tomorrow is the first comprehensive application of behavioral finance to improve retirement outcomes. It also makes it easy for plan sponsors and their advisers to apply these behavioral tools using its innovative Behavioral

Audit process.

Many racial and ethnic groups in the United States, including blacks, Hispanics, Asians, American Indians, and others, have historically faced severe discriminationâ€"pervasive and open denial of civil, social, political, educational, and economic opportunities. Today, large differences among racial and ethnic groups continue to exist in employment, income and wealth, housing, education, criminal justice, health, and other areas. While many factors may contribute to such differences, their size and extent suggest that various forms of discriminatory treatment persist in U.S. society and serve to undercut the achievement of equal opportunity. Measuring Racial Discrimination considers the definition of race and racial discrimination, reviews the existing techniques used to measure racial discrimination, and identifies new tools and areas for future research. The book conducts a thorough evaluation of current methodologies for a wide range of circumstances in which racial discrimination may occur, and makes recommendations on how to better assess the presence and effects of discrimination.

"Pompian is handing you the magic book, the one that reveals your behavioral flaws and shows you how to avoid them. The tricks to success are here. Read and do not stop until you are one of very few magicians." —Arnold S. Wood, President and Chief Executive Officer, Martingale Asset Management Fear and greed drive markets, as well as good and bad investment decision-making. In Behavioral Finance and Wealth Management, financial expert Michael Pompian shows you, whether you're an investor or a financial advisor, how to make better investment decisions by employing behavioral finance research. Pompian takes a practical approach to the science of behavioral finance and puts it to use in the real world. He reveals 20 of the most prominent individual investor biases and helps you properly modify your asset allocation decisions based on the latest research on behavioral anomalies of individual investors.

The practical, nonpartisan guide to making our retirement savings systems work for America's people, our economy, and the nation at large At a time of fierce political divisiveness, From Here to Security is a refreshingly balanced, non-ideological guide to solving what may be our nation's most pressing policy challenge: achieving retirement security for all. A pioneer of the 401(k) system, Robert L. Reynolds eschews radical calls for throwing out the 401(k) entirely and creating a new government-run savings system. Our best course, he shows, is to build on what we have: a flexible, dynamic private-public system of Social Security and more robust workplace savings. From Here to Security provides a clear, powerful new approach to solving America's retirement challenge – based on facts, data, and Reynolds' decades of experience. While fear-mongers claim that the U.S. retirement system is on the verge of collapse; Reynolds shows why our system is actually the envy of the world. But From Here to Security is no status quo book. Reynolds lays out an action agenda to dramatically improve our retirement systems – public and private – lift our savings rate, improve

people's retirement prospects, spur faster growth – and reboot America's national morale.

A definitive guide to the growing field of behavioral finance This reliable resource provides a comprehensive view of behavioral finance and its psychological foundations, as well as its applications to finance. Comprising contributed chapters written by distinguished authors from some of the most influential firms and universities in the world, Behavioral Finance provides a synthesis of the most essential elements of this discipline, including psychological concepts and behavioral biases, the behavioral aspects of asset pricing, asset allocation, and market prices, as well as investor behavior, corporate managerial behavior, and social influences. Uses a structured approach to put behavioral finance in perspective Relies on recent research findings to provide guidance through the maze of theories and concepts Discusses the impact of sub-optimal financial decisions on the efficiency of capital markets, personal wealth, and the performance of corporations Behavioral finance has quickly become part of mainstream finance. If you need to gain a better understanding of this topic, look no further than this book.

A campaign to prepare Americans for their futures Transform Tomorrow investigates why so many Americans are at risk of out-living their savings. Author Stig Nybo draws inspiration from successful behavior change campaigns to identify the drivers of change—context and beliefs—and how they can be successfully employed to boost retirement savings rates. While the retirement savings industry increasingly embraces the contextual drivers of behavior, very little is being done to shape our beliefs to start saving smarter and sooner. Nybo suggests a retirement readiness campaign to inspire and enlist the support of individuals, employers, industry, government, and the media. Explains how society can transition from treating 401(k) as a voluntary benefit to the basis upon which each individual who wants to or needs to can retire comfortably. Details a national, coordinated retirement readiness campaign, along the lines of successful Public Service Advertisements—like "The Crying Indian" and Rosie the Riveter—that will help change behavior and re-shape the culture of our nation Makes a call to action for such a campaign Retirement in America is endangered, but Transform Tomorrow shows a path back from the brink.

This book offers beginning researchers in psychology and education with limited statistics backgrounds a practical, hands-on guide to the preparation, assessment, and development of quantitative research instruments. With the explicit goal in mind of making the text accessible to readers with only a beginning level of statistical expertise, the authors include numerous examples and figures to illustrate necessary concepts and procedures, while minimizing jargon. The book includes an appendix with directions for the required statistical analyses for readers with access to SPSS. The organization of the book into two sections, theoretical and practical, with complementary chapters in each section, results in a practical and versatile resource to have in a variety of contexts. Because of its versatility, the book may be used

either as a textbook for courses on test construction and instrument design or quantitative research methods in psychology and education, as a reference for researchers using and constructing quantitative instruments, or as background reading for professionals in related fields.

A groundbreaking framework for improving portfolio performance that goes beyond traditional analytics, offering new ways to understand investment skills, process, and behaviors. Portfolio management is a tough business. Each day, managers face the challenges of an ever-changing and unforgiving market, where strategies and processes that worked yesterday may not work today, or tomorrow. The usual advice for improving portfolio performance—refining your strategy, staying within your style, doing better research, trading more efficiently—is important, but doesn't seem to affect outcomes sufficiently. This book, by an experienced advisor to institutional money managers, goes beyond conventional thinking to offer a new analytic framework that enables investors to improve their performance confidently, deliberately, and simply, by applying the principles of behavioral finance. W. Edwards Deming observed that you can't improve what you don't measure. Active portfolio management lacks methods for measuring key inputs to management success like skills, process, and behavioral tendencies. Michael Ervolini offers a conceptually straightforward and well-tested framework that does just that, with evidence of how it helps managers enhance self-awareness and become better investors. In a series of short, accessible chapters, Ervolini investigates a range of topics from psychology and neuroscience, describing their relevance to the challenges of portfolio management. Finally, Ervolini offers seven ideas for improving. These range from maintaining an investment diary to performing rudimentary calculations that quantify basic skills; each idea, or "project," helps managers gain a deeper understanding of their strengths and shortcomings and how to use this knowledge to improve investment performance.

Behavioral finance presented in this book is the second-generation of behavioral finance. The first generation, starting in the early 1980s, largely accepted standard finance's notion of people's wants as "rational" wants—restricted to the utilitarian benefits of high returns and low risk. That first generation commonly described people as "irrational"—succumbing to cognitive and emotional errors and misled on their way to their rational wants. The second generation describes people as normal. It begins by acknowledging the full range of people's normal wants and their benefits—utilitarian, expressive, and emotional—distinguishes normal wants from errors, and offers guidance on using shortcuts and avoiding errors on the way to satisfying normal wants. People's normal wants include financial security, nurturing children and families, gaining high social status, and staying true to values. People's normal wants, even more than their cognitive and emotional shortcuts and errors, underlie answers to important questions of finance, including saving and spending, portfolio construction, asset pricing, and market efficiency.

From the acclaimed behavioral economist Shlomo Benartzi, a powerful new approach to thinking smarter when making important life decisions. Although we've been blessed with a very powerful thinking machine—our minds—there's good evidence that we don't like to think. In fact, one study shows that many people prefer receiving electric shocks to thinking and reflecting. Other studies show that even when we do think, we tend to think in too narrow and shallow a fashion. With these shortcomings, how can

we be smarter when thinking about life situations like retirement? For example, once we have built up a financial nest egg, how can we become better thinkers about what to do in retirement? To help us, behavioral economist Shlomo Benartzi introduces the notion of thinking architecture and thinking tools. In this book, he offers one such thinking tool—a unique seven-step system called the Goal Planning System (GPS)—and explains the science behind it. When applied to retirement planning, this system helps readers identify what they value most, what they want to achieve in retirement, and ultimately, who they really are. By going through GPS, readers will then have a solid foundation upon which to build a tailored action plan that can help them attain their goals. To illustrate the impact GPS can have, Thinking Smarter considers the cases of Phillip and Francesca, actual retirees, and the action plans they developed after using GPS. For example: • Spend More Today: While many people spend too much and outlive their assets, Phillip discovered that he errs on the side of spending too little, so he will plan to spend more on something he values a lot—traveling with his wife. • Claim More Tomorrow: GPS taught Francesca that she places a high value on financial independence. An action plan that makes sense for her is to reap the financial benefit derived from deferring Social Security until she's seventy, rather than claiming it as soon as she becomes eligible at age sixty-two. Thinking Smarter will become your indispensable guide to making better life decisions and achieving the future you really want.

By focusing on the cognitive-behavioral model and treatment options, Dugas and Robichaud present a detailed analysis of the etiology, assessment, and treatment of Generalized Anxiety Disorder (GAD). Cognitive-Behavioral Treatment for Generalized Anxiety Disorder: From Science to Practice provides a review of the empirical support for the different models of GAD. It includes a detailed description of the assessment and step-by-step treatment of GAD (including many examples of therapist-client dialogue), data on treatment efficacy in individual and group therapy, and concludes with a description of maintenance and follow-up strategies.

Behavioral Economics for Tourism applies behavioral perspectives to business and policy challenges in the tourism industry. The book enables professionals and early career researchers to succeed by focusing on market and consumer trends, technological advancements, and the modern tourist. It covers the transformation of purchasing decisions, tourism hosting dynamics, digital mediation and disintermediation of tourism organizations, service design, and planning policy considerations. The volume concludes with case studies illustrating successful and unsuccessful behavioral tactics and strategies for tourism businesses and organizations. Provides behavioral profiling of the digitally-informed, mobile, self-managed tourist Allows the tourism industry to better understand tourists, both cognitively and emotionally Supports business success, technology development and sustainability in the tourism industry Features case studies on behavioral tactics and strategies for use in tourism

Winner of the Nobel Prize in Economics Get ready to change the way you think about economics. Nobel laureate Richard H. Thaler has spent his career studying the radical notion that the central agents in the economy are humans—predictable, error-prone individuals. Misbehaving is his arresting, frequently hilarious account of the struggle to bring an academic discipline back down to earth—and change the way we think about economics, ourselves, and our world. Traditional economics assumes rational actors.

Early in his research, Thaler realized these Spock-like automatons were nothing like real people. Whether buying a clock radio, selling basketball tickets, or applying for a mortgage, we all succumb to biases and make decisions that deviate from the standards of rationality assumed by economists. In other words, we misbehave. More importantly, our misbehavior has serious consequences. Dismissed at first by economists as an amusing sideshow, the study of human miscalculations and their effects on markets now drives efforts to make better decisions in our lives, our businesses, and our governments. Coupling recent discoveries in human psychology with a practical understanding of incentives and market behavior, Thaler enlightens readers about how to make smarter decisions in an increasingly mystifying world. He reveals how behavioral economic analysis opens up new ways to look at everything from household finance to assigning faculty offices in a new building, to TV game shows, the NFL draft, and businesses like Uber. Laced with antic stories of Thaler's spirited battles with the bastions of traditional economic thinking, Misbehaving is a singular look into profound human foibles. When economics meets psychology, the implications for individuals, managers, and policy makers are both profound and entertaining. Shortlisted for the Financial Times & McKinsey Business Book of the Year Award

Many "nudges" aim to make life simpler, safer, or easier for people to navigate, but what do members of the public really think about these policies? Drawing on surveys from numerous nations around the world, Sunstein and Reisch explore whether citizens approve of nudge policies. Their most important finding is simple and striking. In diverse countries, both democratic and nondemocratic, strong majorities approve of nudges designed to promote health, safety, and environmental protection—and their approval cuts across political divisions. In recent years, many governments have implemented behaviorally informed policies, focusing on nudges—understood as interventions that preserve freedom of choice, but that also steer people in certain directions. In some circles, nudges have become controversial, with questions raised about whether they amount to forms of manipulation. This fascinating book carefully considers these criticisms and answers important questions. What do citizens actually think about behaviorally informed policies? Do citizens have identifiable principles in mind when they approve or disapprove of the policies? Do citizens of different nations agree with each other? From the answers to these questions, the authors identify six principles of legitimacy—a "bill of rights" for nudging that build on strong public support for nudging policies around the world, while also recognizing what citizens disapprove of. Their bill of rights is designed to capture citizens' central concerns, reflecting widespread commitments to freedom and welfare that transcend national boundaries.

"Money for Life addresses the concerns of a wide range of people who are planning their retirements and hoping to create a retirement income that last for life. Part One of this valuable guidebook outlines specific action steps and describes the various retirement income generators in an easy-to-understand manner, using charts, illustrations, and examples. It also introduces the Money for Life retirement income rating system to help you choose the solution that works best for you. Part Two serves as a resource for readers who want more details on the methods for generating a retirement income and on specific retirement tax and insurance issues."-- Back cover.

"This text is a valuable new resource that we recommend for all of our professionals and are proud to incorporate as part of our AFC® certification program. With expertise representing the breadth and depth of the financial counseling profession, the content in this text provides you with a rigorous foundation of knowledge, considers critical theoretical models, and explores foundational skills of communication, self-awareness, and bias. This type of comprehensive approach aligns with our mission and vision—providing you with the foundational knowledge to meet clients where they are across the financial life-cycle and impact long-term financial capability." -Rebecca Wiggins, Executive Director, AFCPE® (Association for Financial Counseling and Planning Education®) This timely volume presents a comprehensive overview of financial counseling skills in accessible, practical detail for readers throughout the career span. Expert financial counselors, educators, and researchers refer to classic and current theories for up-to-date instruction on building long-term client competence, working with clients of diverse backgrounds, addressing problem financial behavior, and approaching sensitive topics. From these core components, readers have a choice of integrated frameworks for guiding clients in critical areas of financial decision-making. This essential work: · Offers an introduction to financial counseling as a practice and profession · Discusses the challenges of working in financial counseling · Explores the elements of the client/counselor relationship · Compares delivery systems and practice models · Features effective tools and resources used in financial counseling · Encourages counselor ethics, preparedness, and self-awareness A standout in professional development references, Financial Counseling equips students and new professionals to better understand this demanding field, and offers seasoned veterans a robust refresher course in current best practices.

The intelligence community (IC) plays an essential role in the national security of the United States. Decision makers rely on IC analyses and predictions to reduce uncertainty and to provide warnings about everything from international diplomatic relations to overseas conflicts. In today's complex and rapidly changing world, it is more important than ever that analytic products be accurate and timely. Recognizing that need, the IC has been actively seeking ways to improve its performance and expand its capabilities. In 2008, the Office of the Director of National Intelligence (ODNI) asked the National Research Council (NRC) to establish a committee to synthesize and assess evidence from the behavioral and social sciences relevant to analytic methods and their potential application for the U.S. intelligence community. In Intelligence Analysis for Tomorrow: Advances from the Behavioral and Social Sciences, the NRC offers the Director of National Intelligence (DNI) recommendations to address many of the IC's challenges. Intelligence Analysis for Tomorrow asserts that one of the most important things that the IC can learn from the behavioral and social sciences is how to characterize and evaluate its analytic assumptions, methods, technologies, and management practices. Behavioral and social scientific knowledge can help the IC to understand and improve all phases of the analytic cycle: how to recruit, select, train, and motivate analysts; how to master and deploy the most suitable analytic methods; how to organize the day-to-day work of analysts, as individuals and teams; and how to communicate with its customers. The report makes five broad recommendations which offer practical ways to apply the behavioral and social sciences, which will bring the IC substantial immediate and longer-term benefits with modest costs and minimal disruption.

Based on Stanford University psychologist Kelly McGonigal's wildly popular course "The Science of Willpower," The Willpower Instinct is the first book to explain the science of self-control and how it can be harnessed to improve our health, happiness, and productivity. Informed by the latest research and combining cutting-edge insights from psychology, economics, neuroscience, and medicine, The Willpower Instinct explains exactly what willpower is, how it works, and why it matters. For example, readers will learn: • Willpower is a mind-body response, not a virtue. It is a biological function that can be improved through mindfulness, exercise, nutrition, and sleep. • Willpower is not an unlimited resource. Too much self-control can actually be bad for your health. • Temptation and stress hijack the brain's systems of self-control, but the brain can be trained for greater willpower • Guilt and shame over your setbacks lead to giving in again, but self-forgiveness and self-compassion boost self-control. • Giving up control is sometimes the only way to gain self-control. • Willpower failures are contagious—you can catch the desire to overspend or overeat from your friends—but you can also catch self-control from the right role models. In the groundbreaking tradition of Getting Things Done, The Willpower Instinct combines life-changing prescriptive advice and complementary exercises to help readers with goals ranging from losing weight to more patient parenting, less procrastination, better health, and greater productivity at work. Behavioral science is playing an increasing role in public policy, and it is raising new questions about fundamental issues - the role of government, freedom of choice, paternalism, and human welfare. In diverse nations, public officials are using behavioral findings to combat serious problems - poverty, air pollution, highway safety, COVID-19, discrimination, employment, climate change, and occupational health. Exploring theory and practice, this Element attempts to provide one-stop shopping for those who are new to the area and for those who are familiar with it. With reference to nudges, taxes, mandates, and bans, it offers concrete examples of behaviorally informed policies. It also engages the fundamental questions, include the proper analysis of human welfare in light of behavioral findings. It offers a plea for respecting freedom of choice - so long as people's choices are adequately informed and free from behavioral biases.
Wall Street Journal bestseller "A welcome revelation." --The Financial Times Award-winning Wharton Professor and Choiceology podcast host Katy Milkman has devoted her career to the study of behavior change. In this ground-breaking book, Milkman reveals a proven path that can take you from where you are to where you want to be, with a foreword from psychologist Angela Duckworth, the best-selling author of Grit. Change comes most readily when you understand what's standing between you and success and tailor your solution to that roadblock. If you want to work out more but find exercise difficult and boring, downloading a goal-setting app probably won't help. But what if, instead, you transformed your workouts so they became a source of pleasure instead of a chore? Turning an uphill battle into a downhill one is the key to success. Drawing on Milkman's original research and the work of her world-renowned scientific collaborators, How to Change shares strategic methods for identifying and overcoming common barriers to change, such as impulsivity, procrastination, and forgetfulness. Through case studies and engaging stories, you'll learn: • Why timing can be everything when it comes to making a change • How to turn temptation and inertia into assets • That giving advice, even if it's about something you're struggling with, can help you achieve more Whether you're a manager,

coach, or teacher aiming to help others change for the better or are struggling to kick-start change yourself, How to Change offers an invaluable, science-based blueprint for achieving your goals, once and for all.

An essential new edition?revised and updated from cover to cover?of one of the most important books of the last two decades, by Nobel Prize winner Richard H. Thaler and Cass R. Sunstein * More than 2 million copies sold * New York Times bestseller Since the original publication of Nudge more than a decade ago, the title has entered the vocabulary of businesspeople, policy makers, engaged citizens, and consumers everywhere. The book has given rise to more than 400 "nudge units" in governments around the world and countless groups of behavioral scientists in every part of the economy. It has taught us how to use thoughtful "choice architecture"—a concept the authors invented—to help us make better decisions for ourselves, our families, and our society. Now, the authors have rewritten the book from cover to cover, making use of their experiences in and out of government over the past dozen years as well as an explosion of new research in numerous academic disciplines. To commit themselves to never undertaking this daunting task again, they are calling this the "final edition." It offers a wealth of new insights, for both its avowed fans and newcomers to the field, about a wide variety of issues that we face in our daily lives—COVID-19, health, personal finance, retirement savings, credit card debt, home mortgages, medical care, organ donation, climate change, and "sludge" (paperwork and other nuisances we don't want, and that keep us from getting what we do want)—all while honoring one of the cardinal rules of nudging: make it fun!

This book has been replaced by Becoming a Behavioral Science Researcher, Second Edition, ISBN 978-1-4625-3879-9. Development economics and policy are due for a redesign. In the past few decades, research from across the natural and social sciences has provided stunning insight into the way people think and make decisions. Whereas the first generation of development policy was based on the assumption that humans make decisions deliberatively and independently, and on the basis of consistent and self-interested preferences, recent research shows that decision making rarely proceeds this way. People think automatically: when deciding, they usually draw on what comes to mind effortlessly. People also think socially: social norms guide much of behavior, and many people prefer to cooperate as long as others are doing their share. And people think with mental models: what they perceive and how they interpret it depend on concepts and worldviews drawn from their societies and from shared histories. The World Development Report 2015 offers a concrete look at how these insights apply to development policy. It shows how a richer view of human behavior can help achieve development goals in many areas, including early childhood development, household finance, productivity, health, and climate change. It also shows how a more subtle view of human behavior provides new tools for interventions. Making even minor adjustments to a decision-making context, designing interventions based on an understanding of social preferences, and exposing individuals to new experiences and ways of thinking may enable people to improve their lives. The Report opens exciting new avenues for development work. It shows that poverty is not simply a state of material deprivation, but also a tax ? on cognitive resources that affects the quality of decision making. It emphasizes that all humans, including experts and policy makers, are subject to psychological and social influences on thinking, and that development

organizations could benefit from procedures to improve their own deliberations and decision making. It demonstrates the need for more discovery, learning, and adaptation in policy design and implementation. The new approach to development economics has immense promise. Its scope of application is vast. This Report introduces an important new agenda for the development community.

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