



The Joyless Economy: The Psychology of Human Satisfaction

By Tibor Scitovsky

[Download now](#)

[Read Online](#) 

The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky

When this classic work was first published in 1976, its central tenet--more is not necessarily better--placed it in direct conflict with mainstream thought in economics. Within a few years, however, this apparently paradoxical claim was gaining wide acceptance. Scitovsky's ground-breaking book was the first to apply theories of behaviorist psychology to questions of consumer behavior and to do so in clear, non-technical language. Setting out to analyze the failures of our consumerist lifestyle, Scitovsky concluded that people's need for stimulation is so vital that it can lead to violence if not satisfied by novelty--whether in challenging work, art, fashion, gadgets, late-model cars, or scandal.

Though much of the book stands as a record of American post-war prosperity and its accompanying problems, the revised edition also takes into account recent social and economic changes. A new preface and a foreword by economist Robert Frank introduce some of the issues created by those changes and two revised chapters develop them, discussing among others the assimilation of counter-cultural ideas throughout American society, especially ideas concerning quality of life. Scitovsky draws fascinating connections between the new elite of college-educated consumers and the emergence of a growing underclass plagued by drugs and violence, perceptively tracing the reactions of these disparate groups to the problems of leisure and boredom.

In the wake of the so-called "decade of greed" and amidst calls for a "kindler, gentler" society, *The Joyless Economy* seems more timely than ever.

 [Download The Joyless Economy: The Psychology of Human Satis ...pdf](#)

 [Read Online The Joyless Economy: The Psychology of Human Sat ...pdf](#)

The Joyless Economy: The Psychology of Human Satisfaction

By Tibor Scitovsky

The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky

When this classic work was first published in 1976, its central tenet--more is not necessarily better--placed it in direct conflict with mainstream thought in economics. Within a few years, however, this apparently paradoxical claim was gaining wide acceptance. Scitovsky's ground-breaking book was the first to apply theories of behaviorist psychology to questions of consumer behavior and to do so in clear, non-technical language. Setting out to analyze the failures of our consumerist lifestyle, Scitovsky concluded that people's need for stimulation is so vital that it can lead to violence if not satisfied by novelty--whether in challenging work, art, fashion, gadgets, late-model cars, or scandal.

Though much of the book stands as a record of American post-war prosperity and its accompanying problems, the revised edition also takes into account recent social and economic changes. A new preface and a foreword by economist Robert Frank introduce some of the issues created by those changes and two revised chapters develop them, discussing among others the assimilation of counter-cultural ideas throughout American society, especially ideas concerning quality of life. Scitovsky draws fascinating connections between the new elite of college-educated consumers and the emergence of a growing underclass plagued by drugs and violence, perceptively tracing the reactions of these disparate groups to the problems of leisure and boredom.

In the wake of the so-called "decade of greed" and amidst calls for a "kindler, gentler" society, *The Joyless Economy* seems more timely than ever.

The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky Bibliography

- Sales Rank: #584690 in Books
- Published on: 1992-03-26
- Original language: English
- Number of items: 1
- Dimensions: 5.31" h x .69" w x 8.00" l, .96 pounds
- Binding: Paperback
- 352 pages



[Download](#) The Joyless Economy: The Psychology of Human Satis ...pdf



[Read Online](#) The Joyless Economy: The Psychology of Human Sat ...pdf

Download and Read Free Online The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky

Editorial Review

Users Review

From reader reviews:

Deana Broom:

People live in this new morning of lifestyle always try to and must have the time or they will get lot of stress from both lifestyle and work. So , when we ask do people have spare time, we will say absolutely of course. People is human not really a huge robot. Then we consult again, what kind of activity do you possess when the spare time coming to an individual of course your answer will unlimited right. Then do you try this one, reading textbooks. It can be your alternative in spending your spare time, often the book you have read is usually The Joyless Economy: The Psychology of Human Satisfaction.

Edward Carter:

The Joyless Economy: The Psychology of Human Satisfaction can be one of your basic books that are good idea. All of us recommend that straight away because this reserve has good vocabulary that will increase your knowledge in vocab, easy to understand, bit entertaining but nonetheless delivering the information. The author giving his/her effort that will put every word into satisfaction arrangement in writing The Joyless Economy: The Psychology of Human Satisfaction although doesn't forget the main place, giving the reader the hottest and also based confirm resource info that maybe you can be one of it. This great information may drawn you into fresh stage of crucial imagining.

Jason Serrano:

Reading a book to be new life style in this 12 months; every people loves to study a book. When you read a book you can get a large amount of benefit. When you read textbooks, you can improve your knowledge, due to the fact book has a lot of information in it. The information that you will get depend on what types of book that you have read. If you need to get information about your examine, you can read education books, but if you act like you want to entertain yourself look for a fiction books, these us novel, comics, as well as soon. The The Joyless Economy: The Psychology of Human Satisfaction will give you a new experience in studying a book.

Donald Edmond:

As a scholar exactly feel bored to help reading. If their teacher requested them to go to the library in order to make summary for some reserve, they are complained. Just minor students that has reading's soul or real their hobby. They just do what the instructor want, like asked to go to the library. They go to there but nothing reading really. Any students feel that looking at is not important, boring and can't see colorful

images on there. Yeah, it is to become complicated. Book is very important for you. As we know that on this age, many ways to get whatever we want. Likewise word says, ways to reach Chinese's country. Therefore this The Joyless Economy: The Psychology of Human Satisfaction can make you experience more interested to read.

Download and Read Online The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky #53IKUMVSDRZ

Read The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky for online ebook

The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky 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 The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky books to read online.

Online The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky ebook PDF download

The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky Doc

The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky MobiPocket

The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky EPub

53IKUMVSDRZ: The Joyless Economy: The Psychology of Human Satisfaction By Tibor Scitovsky