

# THE RHETORIC OF ECONOMICS

Deirdre N. McCloskey

Second Edition



"SLASHING AND WITTY" —New York Review of Books

# Mccloskeys Economic Thought The Rhetoric Of An Economist

**Deirdre N. McCloskey**



## **Mccloskeys Economic Thought The Rhetoric Of An Economist:**

*The Rhetoric of Economics* Deirdre N. McCloskey, 1998-05-15 A classic in its field this pathbreaking book humanized the scientific rhetoric of economics to reveal its literary soul Economics needs to admit that it like other sciences works with metaphors and stories Its most mathematical and statistical moments are properly dominated by comparison and narration that is to say human persuasion The book was McCloskey s opening move in the development of a humanomics and unification of the sciences and the humanities on the field of ordinary business life *McCloskey's Rhetoric* Benjamin Balak, 2005-11-25 The rhetoric of economics has long claimed scientific objectivity however the late great economist Joan Robinson argued that the purpose of studying economics is not to acquire a set of ready made answers to economic questions but to learn how to avoid being deceived by economists This unique book examines the use of rhetoric in economics focusing on the work of Deirdre McCloskey and other major economic philosophers McCloskey is one of the most recognizable names in economics yet this is the first real attempt to analyze her work in book form She views economics as a language that uses all the rhetorical devices of everyday conversation and her controversial standpoint on judging economics by aesthetic and literary standards has been hugely influential Utilizing the views of Derrida and Foucault amongst others Benjamin Balak analyzes McCloskey s major texts and critically evaluates the linguistic literary and philosophical approaches they introduce This long overdue examination of the methodological and philosophical consequences of McCloskey s work will be of interest to philosophers and economists alike

**Knowledge and Persuasion in Economics** Deirdre N. McCloskey, 1994-05-05 Is economics a science Deidre McCloskey says Yes but Yes economics measures and predicts but like other sciences it uses literary methods too Economists use stories as geologists do and metaphors as physicists do The result is that the sciences economics among them must be read as rhetoric in the sense of writing with intent McCloskey s books *The Rhetoric of Economics* 1985 and *If You re So Smart* 1990 have been widely discussed In *Knowledge and Persuasion in Economics* he converses with his critics suggesting that they too can gain from knowing their rhetoric The humanistic and mathematical approaches to economics says McCloskey fit together in a new interpretive economics Along the way he places economics within the sciences examines the role of mathematics in the field replies to critics from the left right and centre and shows how economics can again take a leading place in the conversation of humankind *If You're So Smart* Deirdre N. McCloskey, 1992-05-15 In this witty accessible and revealing book Deirdre McCloskey demystifies economic theory and practice to show that behind the economists claim to certainty is the ancient art of storytelling *If You re So Smart* will engage enlighten and empower anyone trying to evaluate the experts who stand ready to engineer our lives Writing with delicious wit and great seriousness Publishers Weekly McCloskey is more interesting on an uninspired day than most of her peers can manage at their very best Peter Passell New York Times

**Economical Writing, Third Edition** Deirdre Nansen McCloskey, 2019-05-17 The book every entrepreneur should read Better than Strunk and White The work of a master

Stephen Kinsella University of Limerick Economics is not a field that is known for good writing Charts yes Sparkling prose no Except that is when it comes to Deirdre Nansen McCloskey Her conversational and witty yet always clear style is a hallmark of her classic works of economic history enlivening the dismal science and engaging readers well beyond the discipline And now she s here to share the secrets of how it s done Economical Writing is itself economical a collection of thirty five pithy rules for making your writing clear concise and effective Proceeding from big picture ideas to concrete strategies for improvement at the level of the paragraph sentence or word McCloskey shows us that good writing after all is not just a matter of taste it s a product of adept intuition and a rigorous revision process Debunking stale rules warning us that footnotes are nests for pedants and offering an arsenal of readily applicable tools and methods she shows writers of all levels of experience how to rethink the way they approach their work and gives them the knowledge to turn mediocre prose into magic At once efficient and digestible hilarious and provocative Economical Writing lives up to its promise With McCloskey as our guide it s impossible not to see how any piece of writing on economics or any other subject can be a pleasure to read

Bettering Humanomics Deirdre Nansen McCloskey,2023-06-05 Deirdre Nansen McCloskey s latest meticulous work examines how economics can become a more human science Economic historian Deirdre Nansen McCloskey has distinguished herself through her writing on the Great Enrichment and the betterment of the poor not just materially but spiritually In Bettering Humanomics she continues her intellectually playful yet rigorous analysis with a focus on humans rather than the institutions Going against the grain of contemporary neo institutional and behavioral economics which privilege observation over understanding she asserts her vision of humanomics which draws on the work of Bart Wilson Vernon Smith and most prominently Adam Smith She argues for an economics that uses a comprehensive understanding of human action beyond behaviorism McCloskey clearly articulates her points of contention with believers in imperfections from Samuelson to Stiglitz claiming that they have neglected scientific analysis in their haste to diagnose the ills of the system In an engaging and erudite manner she reaffirms the global successes of market tested betterment and calls for empirical investigation that advances from material incentives to an awareness of the human within historical and ethical frameworks Bettering Humanomics offers a critique of contemporary economics and a proposal for an economics as a better human science Bourgeois Dignity Deirdre N. McCloskey,2011-11-15 Arguing that the biggest economic story of our times is how China India have embraced neoliberalism Deirdre McCloskey suggests that economic change depends less on foreign trade investment or material causes a whole lot more on ideas what people believe *The Rhetoric of the Human Sciences* John S. Nelson,Allan Megill,Deirdre N. McCloskey,1987 Opening with an overview of the renewal of interest in rhetoric for inquiries of all kinds this volume addresses rhetoric in individual disciplines mathematics anthropology psychology economics sociology political science and history Drawing from recent literary theory it suggests the contribution of the humanities to the rhetoric of inquiry and explores communications beyond the academy particularly in women s issues religion and law The

final essays speak from the field of communication studies where the study of rhetoric usually makes its home      *The Bourgeois Virtues* Deirdre Nansen, 2010-03-15 For a century and a half the artists and intellectuals of Europe have scorned the bourgeoisie And for a millennium and a half the philosophers and theologians of Europe have scorned the marketplace The bourgeois life capitalism Mencken's booboisie and David Brooks's bobos all have been and still are framed as being responsible for everything from financial to moral poverty world wars and spiritual desuetude Countering these centuries of assumptions and unexamined thinking is Deirdre McCloskey's *The Bourgeois Virtues* a magnum opus that offers a radical view capitalism is good for us McCloskey's sweeping charming and even humorous survey of ethical thought and economic realities from Plato to Barbara Ehrenreich overturns every assumption we have about being bourgeois Can you be virtuous and bourgeois Do markets improve ethics Has capitalism made us better as well as richer Yes yes and yes argues McCloskey who takes on centuries of capitalism's critics with her erudition and sheer scope of knowledge Applying a new tradition of virtue ethics to our lives in modern economies she affirms American capitalism without ignoring its faults and celebrates the bourgeois lives we actually live without supposing that they must be lives without ethical foundations High Noon Kant Bill Murray the modern novel van Gogh and of course economics and the economy all come into play in a book that can only be described as a monumental project and a life's work *The Bourgeois Virtues* is nothing less than a dazzling reinterpretation of Western intellectual history a dead serious reply to the critics of capitalism and a surprising page turner      **How to be Human-- Though an Economist** Deirdre N. McCloskey, 2000 A witty and thoughtful romp through the profession and practice of economics      *The Applied Theory of Price* Deirdre N. McCloskey, 1985      *Bourgeois Equality* Deirdre N. McCloskey, 2017-10-13 The last 200 years have witnessed a 100 fold leap in well being Deirdre McCloskey argues that most people today are stunningly better off than their forbearers were in 1800 and that the rest of humanity will soon be A purely materialist incentivist view of economic change does not explain this leap We have now the third in McCloskey's three volume opus about how bourgeois values transformed Europe Volume 3 nails the case for that transfiguration telling us how aristocratic virtues of hierarchy were replaced by bourgeois virtues more precisely by attitudes toward virtues that made it possible for ordinary folk with novel ideas to change the way people farmed manufactured traveled ruled themselves and fought It is a dramatic story and joins a dramatic debate opened up by Thomas Piketty in his best selling *Capital* in the 21st Century McCloskey insists that economists are far too preoccupied by capital and saving arguing against the position of Piketty and most others that capital induces a tendency to get more that money reproduces itself that riches are created from riches Not so our intrepid McCloskey shows Bill Gates and Steve Jobs among the biggest wealth accumulators in our era didn't get rich through the magic of compound interest on capital They got rich through intellectual property creating billions of dollars from virtually nothing Capital was no more important an ingredient to the original Apple or Microsoft than cookies or cucumbers The debate is between those who think riches are created from riches versus those who with McCloskey think

riches are created from rags between those who see profits as a generous return on capital or profits coming from innovation that ultimately benefits us all

**Humanism Challenges Materialism in Economics and Economic History** Roderick Floud, Santhi Hejeebu, David Mitch, 2017-01-23 Most of the existing research on economic history relies either solely or ultimately on calculations of material interest to explain the major events of the modern world However care must be taken not to rely too heavily on materialism with its associated confidence in perfectly rational actors that simply do not exist What is needed for a more cogent understanding of the long history of capitalist growth is a more realistic human centered approach that can take account of the role of nonmaterial values and beliefs an approach convincingly articulated by Deirdre McCloskey in her landmark trilogy of books on the moral and ethical basis of modern economic life With Humanism Challenges Materialism in Economics and Economic History Roderick Floud Santhi Hejeebu and David Mitch have brought together a distinguished group of scholars in economics economic history political science philosophy gender studies and communications who synthesize and build on McCloskey's work The essays in this volume illustrate the ways in which the humanistic approach to economics that McCloskey pioneered can open up new vistas for the study of economic history and cultivate rich synergies with a wide range of disciplines The contributors show how values and beliefs become embedded in the language of economics and shape economic outcomes Chapters on methodology are accompanied by case studies discussing particular episodes in economic history

**The Secret Sins of Economics** Deirdre N. McCloskey, 2002 Deirdre N. McCloskey's work in economics calls into question its reputation as the dismal science She writes with passion and an unusually wide scope drawing on literature and intellectual history in exciting if unorthodox ways In this pamphlet McCloskey reveals what she sees as the secret sins of economics that no one will discuss two sins that cripple economics as a scientific enterprise

**Modern Dogma and the Rhetoric of Assent** Wayne C. Booth, 1974-10-15 When should I change my mind What can I believe and what must I doubt In this new philosophy of good reasons Wayne C Booth exposes five dogmas of modernism that have too often inhibited efforts to answer these questions Modern dogmas teach that you cannot reason about values and that the job of thought is to doubt whatever can be doubted and they leave those who accept them crippled in their efforts to think and talk together about whatever concerns them most They have willed upon us a befouled rhetorical climate in which people are driven to two self destructive extremes defenders of reason becoming confined to ever narrower notions of logical or experimental proof and defenders of values becoming more and more irresponsible in trying to defend the heart the gut or the gonads Booth traces the consequences of modernist assumptions through a wide range of inquiry and action in politics art music literature and in personal efforts to find identity or a self In casting doubt on systematic doubt the author finds that the dogmas are being questioned in almost every modern discipline Suggesting that they be replaced with a rhetoric of systematic assent Booth discovers a vast neglected reservoir of good reasons many of them known to classical students of rhetoric some still to be explored These good reasons are here restored to intellectual

respectability suggesting the possibility of widespread new inquiry in all fields into the question When should I change my mind

**Beyond Economic Man** Marianne A. Ferber, Julie A. Nelson, 2009-04-01 This is the first book to examine the central tenets of economics from a feminist point of view In these original essays the authors suggest that the discipline of economics could be improved by freeing itself from masculine biases Beyond Economic Man raises questions about the discipline not because economics is too objective but because it is not objective enough The contributors nine economists a sociologist and a philosopher discuss the extent to which gender has influenced both the range of subjects economists have studied and the way in which scholars have conducted their studies They investigate for example how masculine concerns underlie economists concentration on market as opposed to household activities and their emphasis on individual choice to the exclusion of social constraints on choice This focus on masculine interests the contributors contend has biased the definition and boundaries of the discipline its central assumptions and its preferred rhetoric and methods However the aim of this book is not to reject current economic practices but to broaden them permitting a fuller understanding of economic phenomena These essays examine current economic practices in the light of a feminist understanding of gender differences as socially constructed rather than based on essential male and female characteristics The authors use this concept of gender along with feminist readings of rhetoric and the history of science as well as postmodernist theory and personal experience as economists to analyze the boundaries assumptions and methods of neoclassical socialist and institutionalist economics The contributors are Rebecca M Blank Paula England Marianne A Ferber Nancy Folbre Ann L Jennings Helen E Longino Donald N McCloskey Julie A Nelson Robert M Solow Diana Strassmann and Rhonda M Williams

The Soul of Enterprise Ronald J Baker, Ed Kless, 2015-02-26 The world s economy has been transformed from a twentieth century materials based economy to the Age of the Knowledge Based Economy and the currency of this realm is ideas imagination creativity and knowledge According The World Bank 80% of the developed world s wealth now resides in human capital Perhaps President Ronald Reagan said it best in his address to Moscow State University on May 31 1988 Like a chrysalis we re emerging from the economy of the Industrial Revolution an economy confined and limited by the Earth s physical resources into as one economist titled his book the economy in mind in which there are no bounds on human imagination and the freedom to create is the most precious natural resource Written by Ronald Baker and Ed Kless hosts of The Soul of Enterprise Business in the Knowledge Economy the popular radio show on Voice America s Business Channel The Soul of Enterprise Dialogues on Business in the Knowledge Economy sounds the clarion call that organizations can no longer ignore this seismic shift that has occurred in the economy since 1959 The Soul of Enterprise introduces the three components of Intellectual Capital human capital social capital and structural capital and how to leverage them to create wealth in today s economy by revealing The physical fallacy why wealth no longer consists of tangible things but of ideas imagination and knowledge from human minds The best learning tool ever invented After Action Reviews Why Frederick Taylor and the Scientific Management movement

was a fraud and the wrong focus for knowledge workers The fact that effectiveness always and everywhere trumps efficiency The First Law of Pricing All value is subjective The Second Law of Pricing All prices are contextual The Morality of Markets Doing well and doing good Why your organization and you need to be driven by a higher purpose than profit The Soul of Enterprise will inspire and challenge readers to unlock the enormous financial and competitive power hidden in the intellectual capital of their organizations and knowledge workers

**Free Market Fairness** John Tomasi, 2013-05-05 A provocative new vision of free market capitalism that achieves liberal ends by libertarian means Can libertarians care about social justice In *Free Market Fairness* John Tomasi argues that they can and should Drawing simultaneously on moral insights from defenders of economic liberty such as F A Hayek and advocates of social justice such as John Rawls Tomasi presents a new theory of liberal justice This theory free market fairness is committed to both limited government and the material betterment of the poor Unlike traditional libertarians Tomasi argues that property rights are best defended not in terms of self ownership or economic efficiency but as requirements of democratic legitimacy At the same time he encourages egalitarians concerned about social justice to listen more sympathetically to the claims ordinary citizens make about the importance of private economic liberty in their daily lives In place of the familiar social democratic interpretations of social justice Tomasi offers a market democratic conception of social justice free market fairness Tomasi argues that free market fairness with its twin commitment to economic liberty and a fair distribution of goods and opportunities is a morally superior account of liberal justice Free market fairness is also a distinctively American ideal It extends the notion prominent in America s founding period that protection of property and promotion of real opportunity are indivisible goals Indeed according to Tomasi free market fairness is social justice American style Provocative and vigorously argued *Free Market Fairness* offers a bold new way of thinking about politics economics and justice one that will challenge readers on both the left and right

**Natural Images in Economic Thought** Philip Mirowski, 2010-01-19 This collection of interdisciplinary essays is the first to investigate how images in the history of the natural and physical sciences have been used to shape the history of economic thought It documents the extent to which scholars have drawn on physical and natural science to ground economic ideas and evaluate the role and importance of metaphors in the structure and content of economic thought These range from Aristotle s discussion of the division of labor to Marshall s evocation of population biology to Hayek s dependence upon evolutionary concepts and more recently to neoclassical economists invocation of chaos theory

*Where Economics Went Wrong* David Colander, Craig Freedman, 2018-11-27 How modern economics abandoned classical liberalism and lost its way Milton Friedman once predicted that advances in scientific economics would resolve debates about whether raising the minimum wage is good policy Decades later Friedman s prediction has not come true In *Where Economics Went Wrong* David Colander and Craig Freedman argue that it never will Why Because economic policy when done correctly is an art and a craft It is not and cannot be a science The authors explain why classical liberal economists understood this essential



difference why modern economists abandoned it and why now is the time for the profession to return to its classical liberal roots Carefully distinguishing policy from science and theory classical liberal economists emphasized values and context treating economic policy analysis as a moral science where a dialogue of sensibilities and judgments allowed for the same scientific basis to arrive at a variety of policy recommendations Using the University of Chicago one of the last bastions of classical liberal economics as a case study Colander and Freedman examine how both the MIT and Chicago variants of modern economics eschewed classical liberalism in their attempt to make economic policy analysis a science By examining the way in which the discipline managed to lose its bearings the authors delve into such issues as the development of welfare economics in relation to economic science alternative voices within the Chicago School and exactly how Friedman got it wrong Contending that the division between science and prescription needs to be restored Where Economics Went Wrong makes the case for a more nuanced and self aware policy analysis by economists

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