

### Norms In The Wild How To Diagnose Measure And Change Social Norms

The different ways that social change happens, from unleashing to nudging to social cascades. “Sunstein’s book is illuminating because it puts norms at the center of how we think about change.”—David Brooks, The New York Times How does social change happen? When do social movements take off? Sexual harassment was once something that women had to endure; now a movement has risen up against it. White nationalist sentiments, on the other hand, were largely kept out of mainstream discourse; now there is no shortage of media outlets for them. In this book, with the help of behavioral economics, psychology, and other fields, Cass Sunstein casts a bright new light on how change happens. Sunstein focuses on the crucial role of social norms—and on their frequent collapse. When norms lead people to silence themselves, even an unpopular status quo can persist. Then one day, someone challenges the norm—a child who claims that the emperor has no clothes; a woman who says “me too.” Sometimes suppressed outrage is unleashed, and long-standing practices fall. Sometimes change is more gradual, as “nudges” help produce new and different decisions—apps that count calories; texted reminders of deadlines; automatic enrollment in green energy or pension plans. Sunstein explores what kinds of nudges are effective and shows why nudges sometimes give way to bans and mandates. Finally, he considers social divisions, social cascades, and “partysim,” when identification with a political party creates a strong bias against all members of an opposing party—which can both fuel and block social change.

Norms in the Wild is one of Las Vegas’s most notable and recognizable celebrities around. This eye-patched man-about-town knows it all about this vibrant city in the desert—where to go, what to do, and most importantly, where to see and be seen. Vegas Confidential: Norm! Sin City’s Ace Insider 1,000 Naked Truths, Hot Spots, & Cool Stuff, is an atypical guide to Las Vegas. While most books highlight the same old tourist spots, Norm’s book celebrates the best places, often undiscovered gems, where readers can get a true taste of what Las Vegas has to offer. He also reveals where to go to hang out with famous celebrities and what the gossip readers need to know to get in with the in crowd. Norm also shares interesting tidbits that will make even the newest residents or visitors seem hip to the scene and add fresh surprises to those already in the know. This book has it all!

We often enjoy the benefits of connecting with nearby, domesticated nature – a citypark, a backyard garden. But this book makes the provocative case for the necessity of connectingwith wild nature – untamed, unmanaged, not encompassed, self-organizing, and unencumbered andunmediated by technological artifice. We can love the wild. We can fear it. We are strengthened andnurtured by it. As a species, we came of age in a natural world far wilder than today’s, and much the need for wildness still exists within us, body and mind. T. The Rediscovery of theWild considers ways to engage with the wild, protect it, and recover it – for ourpsychological and physical well-being and to flourish as a species. The contributors offer a rangeof perspectives on the wild, discussing such topics as the evolutionary underpinnings of our needfor the wild; the wild within, including the primal passions of sexuality and aggression; birding asa portal to wildness; children’s fascination with wild animals; wildness and psychological healing;the shifting baseline of what we consider wild; and the true work ofobservation. The hardcover edition does not include a dust jacket.

FORWARD by BRENE BROWN and POSTSCRIPT FROM BRAIN PICKINGS CREATOR MARIA POPOVA Rock star, crowdfunding pioneer, and TED speaker Amanda Palmer knows all about asking. Performing as a living statue in a wedding dress, she wordlessly asked thousands of passersby for their dollars. When she became a singer, songwriter, and musician, she was not afraid to ask her audience to support her as she surfed the crowd (and slept on their couches while touring). And when she left her record label to strike out on her own, she asked her fans to support her in making an album, leading to the world’s most successful music Kickstarter. Even while Amanda is both celebrated and attacked for her fearlessness in asking for help, she finds that there are important things she cannot ask for-as a musician, as a friend, and as a wife. She learns that she isn’t alone in this, that so many people are afraid to ask for help, and it paralyzes their lives and relationships. In this groundbreaking book, she explores these barriers in her own life and in the lives of those around her, and discovers the emotional, philosophical, and practical aspects of THE ART OF ASKING. Part manifesto, part revelation, this is the story of an artist struggling with the new rules of exchange in the twenty-first century, both on and off the Internet. THE ART OF ASKING will inspire readers to rethink their own ideas about asking, giving, art, and love.

An updated and expanded edition of the classic introduction to PPE—philosophy, politics, and economics—coauthored by one of the field’s pioneers Philosophy, Politics, and Economics offers a complete introduction to the fundamental tools and concepts of ASKING that PPE students need to study social and political issues. This fully updated and expanded edition examines the core methodologies of rational choice, strategic analysis, norms, and collective choice that serve as the bedrocks of political philosophy and the social sciences. The textbook is ideal for advanced undergraduates, graduate students, and nonspecialists looking to familiarize themselves with PPE’s approaches. Starting with individual choice, the book develops an account of rationality to introduce readers to decision theory, utility theory, and concepts of welfare economics and consumer choice theory. It moves to strategic choice in game theory to explore such issues as bargaining theory, repeated games, and evolutionary game theory. The text also considers how social norms can be understood, observed, and measured. Concluding chapters address collective choice, social choice theory and democracy, and public choice theory’s connections to voters, representatives, and institutions. Rigorous and comprehensive, Philosophy, Politics, and Economics continues to be an essential text for this popular and burgeoning field. The only book that covers the entire cycle of PPE methods A rigorous, nontechnical introduction to decision theory, game theory, and positive political theory A philosophical introduction to rational choice theory in the social sciences Towards a sustainable, participatory and inclusive wild meat sector

A Memoir

That Most Precious Merchandise

Unveiling the Mystery of a Woman’s Soul

How I Learned to Stop Worrying and Let People Help

Wild

How Change Happens

Edna Ullmann-Margalit provides an original account of the emergence of norms. Her main thesis is that certain types of norms are possible solutions to problems posed by certain types of social interaction situations. The problems are such that they inhere in the structure (in the game-theoretical sense of structure) of the situations concerned. Three types of paradigmatic situations are dealt with. They are referred to as Prisoners’ Dilemma-type situations; co-ordination situations; and inequality (or partiality) situations. Each of them, it is claimed, poses a basic difficulty, to some or all of the individuals involved in them. Three types of norms, respectively, are offered as solutions to these situational problems. It is shown how, and in what sense, the adoption of these norms of social behaviour can indeed resolve the specified problems.

One of Bookpage’s Most Anticipated Nonfiction Books of 2021 Join “America ’ s funniest science writer” (Peter Carlson, Washington Post), Mary Roach, on an irresistible investigation into the unpredictable world where wildlife and humans meet. What ’ s to be done about a jaywalking moose? A bear caught breaking and entering? A murderous tree? Three hundred years ago, animals that broke the law would be assigned legal representation and put on trial. These days, as New York Times best-selling author Mary Roach discovers, the answers are best found not in jurisprudence but in science: the curious science of human-wildlife conflict, a discipline at the crossroads of human behavior and wildlife biology. Roach tags along with animal-attack forensics investigators, human-elephant conflict specialists, bear managers, and “danger tree” faller blasters. Intrepid as ever, she travels from leopard-terrorized hamlets in the Indian Himalaya to St. Peter ’ s Square in the early hours before the pope arrives for Easter Mass, when vandal gulls swoop in to destroy the elaborate floral display. She taste-tests rat bait, learns how to install a vulture effigy, and gets mugged by a macaque. Combining little-known forensic science and conservation genetics with a motley cast of laser scarecrows, langur impersonators, and trespassing squirrels, Roach reveals as much about humanity as about nature ’ s lawbreakers. When it comes to “problem” wildlife, she finds, humans are more often the problem—and the solution. Fascinating, witty, and humane, Fuzz offers hope for compassionate coexistence in our ever-expanding human habitat.

Why on earth did Norm’s family have to move, anyway? In their old house he’d never tried to pee in anything other than a toilet. And when Norm is in bed, he’s kept awake by his dad snoring like a constipated rhinoceros! Will life ever get less unfair for Norm?

Born a slave in eastern Tennessee, Sarah Blair Bickford (1852 – 1931) made her way while still a teenager to Montana Territory, where she settled in the mining boomtown of Virginia City. Race and the Wild West is the first full-length biography of this remarkable woman, whose life story affords new insight into race and belonging in the American West around the turn of the twentieth century. For many years, Sarah Bickford ’ s known biography fit into a single paragraph. By examining her life in all its complexity, Arata fills in what were long believed to be unrecoverable “ silent spaces ” in her story. Before establishing herself as a successful business owner, we learn, she was twice married, both times to white men. Her first husband, an Irish immigrant, physically abused her until she divorced him in 1881. Their three children all died before the age of ten. In 1883, she married Stephen Bickford and gave birth to four more children. Upon his death, she inherited his shares of the Virginia City Water Company, acquiring sole ownership in 1917. For the final decade of her life, Bickford actively preserved and promoted a historic Virginia City building best known as the site of the brutal lynching in 1864 of five men. Her conspicuous role in developing an early form of heritage tourism challenges long-standing narratives that place white men at the center of the “ Wild West ” myth and its promotion. Bickford ’ s story offers a window into the dynamics of race in the rural West. Although her experiences defy easy categorization, what is clear is that her navigation of social norms and racial barriers did not hinge on exceptionalism or tokenism. Instead, she built a life that deserves to be understood on its own terms. Through exhaustive research and nuanced analysis, Laura J. Arata advances our understanding of a woman whose life embodied the contradictory intersections of hope and disappointment that characterized life in the early-twentieth-century American West for brave pioneers of many races.

In Norms in the Wild, distinguished philosopher Cristina Bicchieri argues that when it comes to human behavior, social scientists place too much stress on rational deliberation. In fact, she says, many choices occur without much deliberation at all. Two people passing in a corridorautomatically negotiate their shared space: cars at an intersection obey traffic signals; we choose clothing based on our instincts for what is considered appropriate. Bicchieri’s theory of social norms accounts for these automatic components of coordination, where individuals react automatically to cues that focus their attention on what the norm is in that situation. Social norms thus act as rules for making choices in a social world where people expect others - often unconsciously - to follow the same rule. Some norms enable seamless social co-operation, while others are less beneficial tohuman flourishing.Bicchieri is famous for her interdisciplinary work on game theory and most recently her work on social norms, and Norms in the Wild represents her latest challenge to many of the fundamental assumptions of the social sciences. Bicchieri’s work has broad implications not only for understanding humanbehavior, but for changing it for better outcomes. People have a strongly conditioned preference for following social norms, but that also means that manipulating their expectations can cause major behavioral changes. Bicchieri has been working recently with UNICEF and other NGO’s to explore theapplicability of her views to issues of human rights around the world. Is it possible to change social expectations around forced marriage, genital mutilations, and public health practices like vaccinations and sanitation? If so, how? What tools might we use? This short book explores how socialnorms work, and how changing them - changing preferences, beliefs, and especially social expectations - can potentially improve lives all around the world. It will appeal to an unusually broad range of readers including philosophers, psychologists and others in behavioral sciences, and anyoneinvolved in public policy or at NGOs.

Stories

The Rediscovery of the Wild

Games

South of Normal

The Art of Asking

The Secret of Our Success

The Not So Wild, Wild West

*Norms in the WildHow to Diagnose, Measure, and Change Social NormsOxford University Press*

*The history of the Black Sea as a source of Mediterranean slaves stretches from ancient Greek colonies to human trafficking networks in the present day. At its height during the fourteenth and early fifteenth centuries, the Black Sea slave trade was not the sole source of Mediterranean slaves; Genoese, Venetian, and Egyptian merchants bought captives taken in conflicts throughout the region, from North Africa, sub-Saharan Africa, the Balkans, and the Aegean Sea. Yet the trade in Black Sea slaves provided merchants with profit and prestige; states with military recruits, tax revenue, and diplomatic influence; and households with the service of women, men, and children. Even though Genoa, Venice, and the Mamluk sultanate of Egypt and Greater Syria were the three most important strands in the web of the Black Sea slave trade, they have rarely been studied together. Examining Latin and Arabic sources in tandem, Hannah Barker shows that Christian and Muslim inhabitants of the Mediterranean shared a set of assumptions and practices that amounted to a common culture of slavery. Indeed, the Genoese, Venetian, and Mamluk slave trades were thoroughly entangled, with wide-ranging effects. Genoese and Venetian disruption of the Mamluk trade led to reprisals against Italian merchants living in Mamluk cities, while their participation in the trade led to scathing criticism by supporters of the crusade movement who demanded commercial powers use their leverage to weaken the force of Islam. Reading notarial registers, tax records, law, merchants’ accounts, travelers’ tales and letters, sermons, slave-buying manuals, and literary works as well as treaties governing the slave trade and crusade propaganda, Barker gives a rich picture of the context in which merchants traded and enslaved people met their fate.*

*NEW YORK TIMES BESTSELLER • “Driving, wild and hilarious” (The Washington Post), here is the incredible “memoir” of the legendary actor, gambler, raconteur, and Saturday Night Live veteran. When Norm Macdonald, one of the greatest stand-up comics of all time, was approached to write a celebrity memoir, he flatly refused, calling the genre “one step below instruction manuals.” Norm then promptly took a two-year hiatus from stand-up comedy to live on a farm in northern Canada. When he emerged he had under his arm a manuscript, a genre-smashing book about comedy, tragedy, love, loss, war, and redemption. When asked if this was the celebrity memoir, Norm replied, “Call it anything you damn like.”*

*How our collective intelligence has helped us to evolve and prosper Humans are a puzzling species. On the one hand, we struggle to survive on our own in the wild, often failing to overcome even basic challenges, like obtaining food, building shelters, or avoiding predators. On the other hand, human groups have produced ingenious technologies, sophisticated languages, and complex institutions that have permitted us to successfully expand into a vast range of diverse environments. What has enabled us to dominate the globe, more than any other species, while remaining virtually helpless as lone individuals? This book shows that the secret of our success lies not in our innate intelligence, but in our collective brains—and the ability of human groups to socially interconnect and learn from one another over generations. Drawing insights from lost European explorers, clever chimpanzees, mobile hunter-gatherers, neuroscientific findings, ancient bones, and the human genome, Joseph Henrich demonstrates how our collective brains have propelled our species’ genetic evolution and shaped our biology. Our early capacities for learning from others produced many cultural innovations, such as fire, cooking, water containers, plant knowledge, and projectile weapons, which in turn drove the expansion of our brains and altered our physiology, anatomy, and psychology in crucial ways. Later on, some collective brains generated and recombined powerful concepts, such as the lever, wheel, screw, and writing, while also creating the institutions that continue to alter our motivations and perceptions. Henrich shows how our genetics and biology are inextricably interwoven with cultural evolution, and how culture-gene interactions launched our species on an extraordinary evolutionary trajectory. Tracking clues from our ancient past to the present, The Secret of Our Success explores how the evolution of both our cultural and social natures produce a collective intelligence that explains both our species’ immense success and the origins of human uniqueness.*

*After enduring a vicious bear attack in the Russian Far East’s Kamchatka Peninsula, a French anthropologist undergoes a physical and spiritual transformation that forces her to confront the tenuous distinction between animal and human. In the Eye of the Wild begins with an account of the French anthropologist Nastassja Martin’s near fatal run-in with a Kamchatka bear in the mountains of Siberia. Martin’s professional interest is animism; she addresses philosophical questions about the relation of humankind to nature, and in her work she seeks to partake as fully as she can in the lives of the indigenous people she studies. Her violent encounter with the bear, however, brings her face-to-face with something entirely beyond her ken—the untamed, the nonhuman, the animal, the wild. In the course of that encounter something in the balance of her world shifts. A change takes place that she must somehow reckon with. Left severely mutilated, dazed with pain, Martin undergoes multiple operations in a provincial Russian hospital, while also being grilled by the secret police. Back in France, she finds herself back on the operating table, a source of new trauma. She realizes that the only thing for her to do is to return to Kamchatka. She must discover what it means to have become, as the Even people call it, medka, a person who is half human, half bear. In the Eye of the Wild is a fascinating, mind-altering book about terror, pain, endurance, and self-transformation, comparable in its intensity of perception and originality of style to J. A. Baker’s classic The Peregrine. Here Nastassja Martin takes us to the farthest limits of human being.*

Race and the Wild West

Vegas Confidential

Book 1

Behavioral Economics and Public Health

A Step-by-Step Project Guide

Agency As Art

Norms in the Wild

Jay Griffiths describes an extraordinary odyssey, courageous and sometimes dangerous, to wildernesses of earth and ice, water and fire. A poetic consideration of the tender connection between human society and wild lands, Wild is by turns funny, touching and harrowing. It is also a journey into that greatest of uncharted lands – wild mind – as Griffiths explores the words and meanings which shape our ideas and our experience of our own wildness. Part travelogue, part manifesto, this is a one-of-a-kind book from a one-of-a-kind author.

Have a ball with Dr. Seuss and the Cat in the Hat in this classic picture book...but don't forget to clean up your mess! A dreary day turns into a wild romp when this beloved story introduces readers to the Cat in the Hat and his troublemaking friends, Thing 1 and Thing 2. A favorite among kids, parents and teachers, this story uses simple words and basic rhyme to encourage and delight beginning readers. Then he said “that is that.” And then he was gone With a tip of his hat. Originally created by Dr. Seuss himself, Beginner Books are fun, funny, and easy to read. These unjacketed hardcover early readers encourage children to read all on their own, using simple words and illustrations. Smaller than the classic large format Seuss picture books like The Lorax and Oh, The Places You’ll Go!, these portable packages are perfect for practicing readers ages 3-7, and lucky parents too!

Krakauer’s page-turning bestseller explores a famed missing person mystery while unraveling the larger riddles it holds: the profound pull of the American wilderness on our imagination; the allure of high-risk activities to young men of a certain cast of mind; the complex, charged bond between fathers and sons. “Terrifying... Eloquent... A heart-rending drama of human yearning.” –New York Times In April 1992 a young man from a well-to-do family hitchhiked to Alaska and walked alone into the wilderness north of Mt. McKinley. He had given \$25,000 in savings to charity, abandoned his car and most of his possessions, burned all the cash in his wallet, and invented a new life for himself. Four months later, his decomposed body was found by a moose hunter. How Christopher Johnson McCandless came to die is the unforgettable story of Into the Wild. Immediately after graduating from college in 1991, McCandless had roamed through the West and Southwest on a vision quest like those made by his heroes Jack London and John Muir. In the Mojave Desert he abandoned his car, stripped it of its license plates, and burned all of his cash. He would give himself a new name, Alexander Supertramp, and, unencumbered by money and belongings, he would be free to wallow in the raw, unfiltered experiences that nature presented. Craving a blank spot on the map, McCandless simply threw the maps away. Leaving behind his desperate parents and sister, he vanished into the wild. Jon Krakauer constructs a clarifying prism through which he reassembles the disquieting facts of McCandless’s short life. Admitting an interest that borders on obsession, he searches for the clues to the drives and desires that propelled McCandless. When McCandless’s innocent mistakes turn out to be irreversible and fatal, he becomes the stuff of tabloid headlines and is dismissed for his naïveté, pretensions, and hubris. He is said to have had a death wish but wanting to die is a very different thing from being compelled to look over the edge. Krakauer brings McCandless’s uncompromising pilgrimage out of the shadows, and the peril, adversity, and renunciation sought by this enigmatic young man are illuminated with a rare understanding--and not an ounce of sentimentality. Mesmerizing, heartbreaking, Into the Wild is a tour de force. The power and luminosity of Jon Krakauer’s storytelling blaze through every page.

Why do we do the things we do? Over a decade in the making, this game-changing book is Robert Sapolsky’s genre-shattering attempt to answer that question as fully as perhaps only he could, looking at it from every angle. Sapolsky’s storytelling concept is delightful but it also has a powerful intrinsic logic: he starts by looking at the factors that bear on a person’s reaction in the precise moment a behavior occurs, and then hops back in time from there, in stages, ultimately ending up at the deep history of our species and its genetic inheritance. And so the first category of explanation is the neurobiological one. What goes on in a person’s brain a second before the behavior happens? Then he pulls out to a slightly larger field of vision, a little earlier in time: What sight, sound, or smell triggers the nervous system to produce that behavior? And then, what hormones act hours to days earlier to change how responsive that individual is to the stimuli which trigger the nervous system? By now, he has increased our field of vision so that we are thinking about neurobiology and the sensory world of our environment and endocrinology in trying to explain what happened. Sapolsky keeps going--next to what features of the environment affected that person’s brain, and then back to the childhood of the individual, and then to their genetic makeup. Finally, he expands the view to encompass factors larger than that one individual. How culture has shaped that individual’s group, what ecological factors helped shape that culture, and on and on, back to evolutionary factors thousands and even millions of years old. The result is one of the most dazzling tours de horizon of the science of human behavior ever attempted, a majestic synthesis that harvests cutting-edge research across a range of disciplines to provide a subtle and nuanced perspective on why we ultimately do the things we do...for good and for ill. Sapolsky builds on this understanding to wrestle with some of our deepest and thorniest questions relating to tribalism and xenophobia, hierarchy and competition, morality and free will, and war and peace. Wise, humane, often very funny, Behave is a towering achievement, powerfully humanizing, and downright heroic in its own right.

A NEW YORK TIMES NOTABLE BOOK OF THE YEAR A WASHINGTON POST NOTABLE BOOK OF THE YEAR ONE OF NPR’S FAVORITE BOOKS OF THE YEAR ONE OF NPR’S BEST BOOKS OF 2020 LONGLISTED FOR THE 2020 BOOKER PRIZE FINALIST FOR THE 2020 CENTER FOR FICTION FIRST NOVEL PRIZE WINNER OF THE ROSENTHAL FAMILY FOUNDATION AWARD, FROM THE AMERICAN ACADEMY OF ARTS AND LETTERS A NATIONAL BOOK FOUNDATION \*5 UNDER 35\* HONOREE NATIONAL BESTSELLER “Belongs on a shelf all of its own.” –NPR “Outstanding.” –The Washington Post “Revolutionary. . . . A visionary addition to American literature.” –Star Tribune An electric debut novel set against the twilight of the American gold rush, two siblings are on the run in an unforgiving landscape—trying not just to survive but to find a home. Ba dies in the night. Ma is already gone. Newly orphaned children of immigrants, Lucy and Sam are suddenly alone in a land that refutes their existence. Fleeing the threats of their western mining town, they set off to bury their father in the only way that will set them free from their past. Along the way, they encounter giant buffalo bones, tiger paw prints, and the specters of a ravaged landscape as well as family secrets, sibling rivalry, and glimpses of a different kind of future. Both epic and intimate, blending Chinese symbolism and reimagined history with fiercely original language and storytelling, How Much of These Hills Is Gold is a haunting adventure story, an unforgettable sibling story, and the announcement of a stunning new voice in literature. On a broad level, it explores race in an expanding country and the question of where immigrants are allowed to belong. But page by page, it’s about the memories that bind and divide families, and the yearning for home.

The Biology of Humans at Our Best and Worst

Educated

May Contain Nuts

The Emergence of Norms

Behave

Sarah Bickford, the Montana Vigilantes, and the Tourism of Decline, 1870-1930

[Spoiler for the faint hearted at the bottom of the blurb. Please read all the way through.]Before world war two could reach its conclusion, the world suffered what could only be defined as a cataclysm.Now, Yosemite city stands as the gateway between two worlds. The empire of humanity to the west, and the wild wastes to the east.Standing at the helm for Yosemite is Vince, a Ranger turned city state ruler. Supporting him in his endeavors is his inner circle.Vince has begun to maneuver through the intricacies of ruling. At the same time he must balance his expanding foundation and fend off external threats. Thankfully, every single citizen of Yosemite is united to the cause. To make their home, permanent. To dig out their place in the world and make a stand.Things are starting to spiral out of control. Almost as quickly as he can put it all back together something else falls apart.And with Yosemite rapidly rising into prominence, Vince finds that it really means just putting a bulls-eye on your back.Warning: This novel contains adult themes and moral ambiguities. The main character is written as a real person in an apocalypse, and will not make choices that line up with society and cultural norms.This story contains a harem and is an Adult Fantasy novel.

The Racial Contract puts classic Western social contract theory, deadpan, to extraordinary radical use. With a sweeping look at the European expansionism and racism of the last five hundred years, Charles W. Mills demonstrates how this peculiar and unacknowledged “contract” has shaped a system of global European domination: how it brings into existence “whites” and “non-whites,” full persons and sub-persons, how it influences white moral theory and moral psychology; and how this system is imposed on non-whites through ideological conditioning and violence. The Racial Contract argues that the society we live in is a continuing white supremacist state. As this 25th anniversary edition—featuring a foreword by Tommy Shelby and a new preface by the author—makes clear, the still-urgent The Racial Contract continues to inspire, provoke, and influence thinking about the intersection of the racist underpinnings of political philosophy.

A PBS NewsHour/ New York Times Book Club Pick A NATIONAL BOOK FOUNDATION \*5 UNDER 35\* HONOREE WINNER OF THE 2017 KIRKUS PRIZE WINNER OF THE NYPL’S YOUNG LIONS FICTION AWARD FINALIST FOR THE NATIONAL BOOK CRITICS CIRCLE LEONARD PRIZE SHORTLISTED FOR THE ASPEN WORDS LITERARY PRIZE A dazzlingly accomplished debut collection explores the ties that bind parents and children, husbands and wives, lovers and friends to one another and to the places they call home. In “ Who Will Greet You at Home,” a National Magazine Award finalist for The New Yorker, A woman desperate for a child weaves one out of hair, with unsettling results. In “ Wild,” a disastrous night out shifts a teenager and her Nigerian cousin onto uneasy common ground. In “The Father Looks Good,” three generations of women are haunted by the ghosts of war, while in “Light,” a father struggles to protect and empower the daughter he loves. And in the title story, in a world ravaged by flood and riven by class, experts have discovered how to “fix the equation of a person” – with rippling, unforeseen repercussions. Evocative, playful, subversive, and incredibly human, What It Means When a Man Falls from the Sky heralds the arrival of a prodigious talent with a remarkable career ahead of her.

In this witty and exuberant collection of feminist retellings of traditional Japanese folktales, humans live side by side with spirits who provide a variety of useful services—from truth-telling to babysitting, from protecting castles to fighting crime. A busybody aunt who disapproves of hair removal; a pair of door-to-door saleswomen hawking portable lanterns; a cheerful lover who visits every night to take a luxurious bath; a silent house-caller who babysits and cleans while a single mother is out working. Where the Wild Ladies Are is populated by these and many other spirited women—who also happen to be ghosts. This is a realm in which jealousy, stubbornness, and other excessive “ feminine ” passions are not to be feared or suppressed, but rather cultivated; and, chances are, a man named Mr. Tei will notice your talents and recruit you, dead or alive (preferably dead), to join his mysterious company. In this witty and exuberant collection of linked stories, Aoko Matsuda takes the rich, millenia-old tradition of Japanese folktales—shapeshifting wives and foxes, magical trees and wells—and wholly reinvents them, presenting a world in which humans are consolved, guided, challenged, and transformed by the only sometimes visible forces that surround them.

Norms are a pervasive yet mysterious feature of social life. In Explaining Norms, four philosophers and social scientists team up to grapple with some of the many mysteries, offering a comprehensive account of norms: what they are; how and why they emerge, persist and change; and how they work. Norms, they argue, should be understood in non-reductive terms as clusters of normative attitudes that serve the function of making us accountable to one another—with the different kinds of norms (legal, moral, and social norms) differing in virtue of being constituted by different kinds of normative attitudes that serve to make us accountable in different ways. Explanations of and by norms should be seen as thoroughly pluralist in character. Explanations of norms should appeal to the ways that norms help us to pursue projects and goals, individually and collectively, as well as to enable us to constitute social meanings. Explanations by norms should recognise the multiplicity of ways in which norms may bear upon the actions we perform, the attitudes we form and the modes of deliberation in which we engage. following, merely conforming with, and even breaching norms. While advancing novel and distinctive positions on all of these topics, Explaining Norms will also serve as a sourcebook with a rich array of arguments and illustrations for others to reassemble in ways of their own choosing.

Captivating

Philosophy, Politics, and Economics

The Racial Contract

How Much of These Hills Is Gold

The Cat in the Hat

Property Rights on the Frontier

The Mediterranean Trade in Black Sea Slaves, 1260-1500

Behavioral economics has potential to offer novel solutions to some of today’s most pressing public health problems: How do we persuade people to eat healthy and lose weight? How can health professionals communicate health risks in a way that is heeded? How can food labeling be modified to inform healthy food choices? Behavioral Economics and Public Health is the first book to apply the groundbreaking insights of behavioral economics to the persisting problems of health behaviors and behavior change. In addition to providing a primer on the behavioral economics principles that are most relevant to public health, this book offers details on how these principles can be employed to mitigating the world’s greatest health threats, including obesity, smoking, risky sexual behavior, and excessive drinking. With contributions from an international team of scholars from psychology, economics, marketing, public health, and medicine, this book is a trailblazing new approach to the most difficult and important problems of our time.

Cooperation, not conflict, is emphasized in a study that casts America’s frontier history as a place in which local people helped develop the legal framework that tamed the West.

In The Grammar of Society, first published in 2006, Cristina Bicchieri examines social norms, such as fairness, cooperation, and reciprocity, in an effort to understand their nature and dynamics, the expectations that they generate, and how they evolve and change. Drawing on several intellectual traditions and methods, including those of social psychology, experimental economics and evolutionary game theory, Bicchieri provides an integrated account of how social norms emerge, why and when we follow them, and the situations where we are most likely to focus on relevant norms. Examining the existence and survival of inefficient norms, she demonstrates how norms evolve in ways that depend upon the psychological dispositions of the individual and how such dispositions may impair social efficiency. By contrast, she also shows how certain psychological propensities may naturally lead individuals to evolve fairness norms that closely resemble those we follow in most modern societies.

An epistolary memoir ruminating on Jewish identity, heroism, history, and inspiration.

The meat of wild species, referred to in this report as ‘wild meat’, is an essential source of protein and a generator of income for millions of forest-living communities in tropical and subtropical regions. However, unsustainable harvest rates currently

Inspiration of a Jewish American Fighter Pilot

A Psalm for the Wild-Built

In the Eye of the Wild

Cultural Dimensions of Ecotourism

Norm! Sin City’s Ace Insider 1,000 Naked Truths, Hot Spots and Cool Stuff

Love, Norm

The Grammar of Society

Designing for Growth: A Design Thinking Tool Kit for Managers (D4G) showed how organizations can use design thinking to boost innovation and drive growth. This updated and expanded companion guide is a stand-alone project workbook that provides a step-by-step framework for applying the D4G tool kit and process to a particular project, systematically explaining how to address the four key questions of the design thinking approach. In the field book, Jeanne Liedtka, Tim Ogilvie, and Rachel Brozenske guide readers through the design process with reminders of key D4G takeaways as they progress. Readers learn to identify an opportunity, draft a design brief, conduct research, establish design criteria, brainstorm, develop concepts, create napkin pitches, make prototypes, solicit feedback from stakeholders, and run learning launches. This second edition is suitable for projects in business, nonprofit, and government contexts, with all-new tools, practical advice, and facilitation tips. A new introduction discusses the relationship between strategy and design thinking.

Games are a unique art form. They do not just tell stories, nor are they simply conceptual art. They are the art form that works in the medium of agency. Game designers tell us who to be in games and what to care about; they designate the player’s in-game abilities and motivations. In otherwords, designers create alternate agencies, and players submerge themselves in those agencies. Games let us explore alternate forms of agency. The fact that we play games demonstrates something remarkable about the nature of our own agency: we are capable of incredible fluidity with our ownmotivations and rationality.This volume presents a new theory of games which insists on games’ unique value in human life. C. Thi Nguyen argues that games are an integral part of how we become mature, free people. Bridging aesthetics and practical reasoning, he gives an account of the special motivational structure involved inplaying games. We can pursue goals, not for their own value, but for the sake of the struggle. Playing games involves a motivational inversion from normal life, and the fact that we can engage in this motivational inversion lets us use games to experience forms of agency we might never havedeveloped on our own. Games, then, are a special medium for communication. They are the technology that allows us to write down and transmit forms of agency. Thus, the body of games forms a “library of agency” which we can use to help develop our freedom and autonomy.Nguyen also presents a new theory of the aesthetics of games. Games sculpt our practical activities, allowing us to experience the beauty of our own actions and reasoning. They are unlike traditional artworks in that they are designed to sculpt activities - and to promote their players’ aestheticappreciation of their own activity.

The adventures of a little boy in the city on a very snowy day. On board pages.

“Frustrated and unfulfilled with his comfortable existence in the States, successful businessman Norm Schriever knows there is something more he is supposed to do with his life. So, he quits his job, sells and donates all of his possessions, and moves down to Tamarindo, Costa Rica, with nothing but a laptop and a surfboard, vowing to chase his long-forgotten dream of being a writer. But Norm soon finds that paradise has its dark side, and the perfect life in a little seaside town isn’t always as easy as it seems. Whether it’s adapting to the local customs and the language barrier, dodging lawless drug traffickers and corrupt cops, or spending “quality time” in a Third World prison, Norm always keeps his sense of humor and forges ahead, intent on finding the paradise he has been looking for. Will Norm achieve his dream, and gain a new appreciation for life, love, and happiness in one of the most beautiful places on earth? Or will he succumb to the jungle heat, scorpions, and machete-wielding marauders? Grab your sunblock and buckle up, because you’re in for a gonzo blast of laughter and adventure...south of normal” –Cover p. [4].

In A Psalm for the Wild-Built, Hugo Award-winner Becky Chambers’s delightful new Monk & Robot series gives us hope for the future. It’s been centuries since the robots of Panga gained self-awareness and laid down their tools; centuries since they wandered, en masse, into the wilderness, never to be seen again; centuries since they faded into myth and urban legend. One day, the life of a tea monk is upended by the arrival of a robot, there to honor the old promise of checking in. The robot cannot go back until the question of “what do people need?” is answered. But the answer to that question depends on who you ask, and how. They’re going to need to ask it a lot. Becky Chambers’s new series asks: in a world where people have what they want, does having more matter? At the Publisher’s request, this title is being sold without Digital Rights Management Software (DRM) applied.

Not a Memoir

Fuzz: When Nature Breaks the Law

A Novel

Based on a True Story

How to Diagnose, Measure, and Change Social Norms

Where the Wild Ladies Are

Explaining Norms

02

#1 NEW YORK TIMES, WALL STREET JOURNAL, AND BOSTON GLOBE BESTSELLER • One of the most acclaimed books of our time: an unforgettable memoir about a young woman who, kept out of school, leaves her survivalist family and goes on to earn a PhD from Cambridge University “Extraordinary . . . an act of courage and self-invention.”—The New York Times NAMED ONE OF THE TEN BEST BOOKS OF THE YEAR BY THE NEW YORK TIMES BOOK REVIEW • ONE OF PRESIDENT BARACK OBAMA’S FAVORITE BOOKS OF THE YEAR • BILL GATES’S HOLIDAY READING LIST • FINALIST: National Book Critics Circle’s Award In Autobiography and John Leonard Prize For Best First Book • PEN/Jean Stein Book Award • Los Angeles Times Book Prize Born to survivalists in the mountains of Idaho, Tara Westover was seventeen the first time she set foot in a classroom. Her family was so isolated from mainstream society that there was no one to ensure the children received an education, and no one to intervene when one of Tara’s older brothers became violent. When another brother got himself into college, Tara decided to try a new kind of life. Her quest for knowledge transformed her, taking her over oceans and across continents, to Harvard and to Cambridge University. Only then would she wonder if she’d traveled too far, if there was still a way home. “Beautiful and propulsive . . . Despite the singularity of [Westover’s] childhood, the questions her book poses are universal: How much of ourselves should we give to those we love? And how much must we betray them to grow up?”—Vogue NAMED ONE OF THE BEST BOOKS OF THE YEAR BY The Washington Post • O: The Oprah Magazine • Time • NPR • Good Morning America • San Francisco Chronicle • The Guardian • The Economist • Financial Times • Newsday • New York Post • theSkimm • Refinery29 • Bloomberg • Self • Real Simple • Town & Country • Bustle • Paste • Publishers Weekly • Library Journal • LibraryReads • Book Riot • Pamela Paul, KQED • New York Public Library

The worldwide development of ecotourism—including adventures such as mountain climbing and whitewater rafting, as well as more pedestrian pursuits such as birdwatching—has been extensively studied, but until now little attention has been paid to why vacationers choose to take part in what are often physically and emotionally strenuous endeavors. Drawing on ethnographic research and his own experiences working as an ecotour guide throughout the United States and Latin America, Robert Fletcher argues that participation in rigorous outdoor activities resonates with the particular cultural values of the white, upper-middle-class Westerners who are the majority of ecotourists. Navigating 13,000-foot mountain peaks or treacherous river rapids demands deferral of gratification, perseverance through suffering, and a willingness to assume risks in pursuit of continuous progress. In this way, characteristics originally cultivated for professional success have been transferred to the leisure realm at a moment when traditional avenues for achievement in the public sphere seem largely exhausted. At the same time, ecotourism provides a temporary escape from the ostensible ills of modern society by offering a transcendent “wilderness” experience that contrasts with the indoor, sedentary, mental labor characteristically performed by white-collar workers.

Social norms are rules that prescribe what people should and should not do given their social surroundings and circumstances. Norms instruct people to keep their promises, to drive on the right, or to abide by the golden rule. They are useful explanatory tools, employed to analyze phenomena as grand as international diplomacy and as mundane as the rules of the road. But our knowledge of norms is scattered across disciplines and research traditions, with no clear consensus on how the term should be used. Research on norms has focused on the content and the consequences of norms, without paying enough attention to their causes.

Social Norms reaches across the disciplines of sociology, economics, game theory, and legal studies to provide a well-integrated theoretical and empirical account of how norms emerge, change, persist, or die out. Social Norms opens with a critical review of the many outstanding issues in the research on norms: When are norms simply devices to ease cooperation, and when do they carry intrinsic moral weight? Do norms evolve gradually over time or spring up spontaneously as circumstances change? The volume then turns to case studies on the birth and death of norms in a variety of contexts, from protest movements, to marriage, to mushroom collecting. The authors detail the concrete social processes, such as repeated interactions, social learning, threats and sanctions, that produce, sustain, and enforce norms. One case study explains how it can become normative for citizens to participate in political protests in times of social upheaval. Another case study examines how the norm of objectivity in American journalism emerged: Did it arise by consensus as the professional creed of the press corps, or was it imposed upon journalists by their employers? A third case study examines the emergence of the norm of national self-determination: has it diffused as an element of global culture, or was it imposed by the actions of powerful states? The book concludes with an examination of what we know of norm emergence, highlighting areas of agreement and points of contradiction between the disciplines. Norms may be useful in explaining other phenomena in society, but until we have a coherent theory of their origins we have not truly explained norms themselves. Social Norms moves us closer to a true understanding of this ubiquitous feature of social life.

Master mythologist Martin Shaw uses timeless story-wisdom to examine our broken relationship with the world There is an old legend that says we each have a wild, curious twin that was thrown out the window the night we were born, taking much of our vitality with them. If there was something we were meant to do with our few, brief years on Earth, we can be sure that the wild twin is holding the key. In Courting the Wild Twin, Dr. Martin Shaw invites us to seek out our wild twin—a metaphor for the part of ourselves that we generally shun or ignore to conform to societal norms—to invite them back into our consciousness, for they have something important to tell us. He challenges us to examine our broken relationship with the world, to think boldly, wildly, and in new ways about ourselves—as individuals and as a collective. Through the use of scholarship, storytelling, and personal reflection, Shaw unpacks two ancient European fairy tales that concern the mysterious wild twin. By reading these tales and becoming storytellers ourselves, he suggests we can restore our agency and confront modern challenges with purpose, courage, and creativity. Courting the Wild Twin is a declaration of literary activism and an antidote to the shallow thinking that typifies our age. Shaw asks us to recognize mythology as a secret weapon—a radical, beautiful, heart-shuddering agent of deep, lasting change.

Courting the Wild Twin

Wild Wastes: Eastern Expansion

An Introduction

The Snowy Day

What It Means When a Man Falls from the Sky

Into the Wild

How Culture Is Driving Human Evolution, Domesticating Our Species, and Making Us Smarter

*This book explores the view that normative behaviour is part of a complex of social mechanisms, processes and narratives that are constantly shifting. From this perspective, norms are not a kind of self-contained social object or fact, but rather an interplay of many things that we label as norms when we ‘take a snapshot’ of them at a particular instant. Further, this book pursues the hypothesis that considering the dynamic aspects of these phenomena sheds new light on them. The sort of issues that this perspective opens to exploration include: Of what is this complex we call a "social norm" composed of? How do new social norms emerge and what kind of circumstances might facilitate such an appearance? How context-specific are the norms and patterns of normative behaviour that arise? How do the cognitive and the social aspects of norms interact over time? How do expectations, beliefs and individual rationality interact with social norm complexes to effect behaviour? How does our social embeddedness relate to social constraint upon behaviour? How might the socio-cognitive complexes that we call norms be usefully researched?*

Romancing the Wild

An Elemental Journey

The Nature and Dynamics of Social Norms

The Complexity of Social Norms

My Year in Paradise

Social Norms

The Designing for Growth Field Book