

# Knowledge and persuasion in economics

*Donald N. McCloskey*

theory  
knowledge  
story, metaphor  
style, metaphor  
truth  
reason, positivism  
Belief, metaphor, subjective  
truth, story, creation  
conversation, creation  
interpretation, theory

Knowledge and persuasion in economics

# Knowledge And Persuasion In Economics

**Wilfred Dolfsma, Stefan Kesting**



## **Knowledge And Persuasion In Economics:**

Knowledge and Persuasion in Economics Deirdre N. McCloskey, 1994-05-05 Is economics a science Deirdre 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

**Knowledge and Persuasion in Economics** Deirdre N. McCloskey, 1994-05-05 Donald McCloskey's previous books *The Rhetoric of Economics* and *If You're So Smart* aimed to bring economics back into the wider conversation of the day In *Knowledge and Persuasion in Economics* he carries the conversation further into the seminars of philosophers His message is that economics is a science but a human science It is properly mathematical but literary too His book is highly unusual a work of technical economics that can be read by anyone a witty guide to the ins and outs of economic philosophy expressed in plain English

**Postmodernism, Economics and Knowledge** Stephen Cullenberg, Jack Amariglio, David F. Ruccio, 2001 It should serve as a useful reference tool for all those studying postmodernism and the history of economic thought

**Knowledge Economies** Wilfred Dolfsma, 2008-09-03 Chapter 1 Introduction chapter 2 Knowledge and learning chapter 3 Creating knowledge Transfer exchange and gifts chapter 4 Development of economic knowledge Paradigms and new ideas chapter 5 Knowledge exchange in networks within firm analysis chapter 6 Knowledge exchange between firms economic geography of high tech firms chapter 7 The knowledge base of an economy What contributes to its entropy chapter 8 A dynamic welfare perspective for the knowledge economy chapter 9 Concluding remarks

Economic Persuasions Stephen Gudeman, 2009-06-01 As the transition from socialism to a market economy gathered speed in the early 1990s many people proclaimed the final success of capitalism as a practice and neoliberal economics as its accompanying science But with the uneven achievements of the transition the deepening problems of development persistent unemployment the widening of the wealth gap and expressions of resistance the discipline of economics is no longer seen as a mirror of reality or as a unified science How should we understand economics and more broadly the organization and disorganization of material life In this book international scholars from anthropology and economics adopt a rhetorical perspective in order to make sense of material life and the theories about it Re-examining central problems in the two fields and using ethnographic and historical examples they explore the intersections between these disciplines contrast their methods and epistemologies and show how a rhetorical approach offers a new mode of

analysis while drawing on established contributions

**Knowledge and Coordination** Daniel B. Klein, 2012-01-27 Adam Smith and Friedrich Hayek saw the liberty principle as focal and accorded it strong presumption but their wisdom invokes how little we can know In Knowledge and Coordination Daniel Klein re examines the elements of economic liberalism He interprets Hayek's notion of spontaneous order from the aestheticized perspective of a Smithian spectator real or imagined Klein addresses issues economists have had surrounding the notion of coordination by distinguishing the concatenate coordination of Hayek Ronald Coase and Michael Polanyi from the mutual coordination of Thomas Schelling and game theory Clarifying the meaning of cooperation he resolves debates over whether entrepreneurial innovation enhances or upsets coordination and thus interprets entrepreneurship in terms of discovery or new knowledge Beyond information knowledge entails interpretation and judgment emergent from tacit reaches of the society of mind itself embedded in actual society Rejecting homo economicus in favor of the deepself Klein offers a distinctive formulation of knowledge economics entailing asymmetric interpretation judgment entrepreneurship error and correction and kinds of discovery which all serve the cause of liberty This richness of knowledge joins agent and analyst and meaningful theory depends on tacit affinities between the two Knowledge and Coordination highlights the recurring connections to underlying purposes and sensibilities of analysts as well as agents Behind economic talk of market communication and social error and correction lies Klein's Smithian allegory with the allegorical spectator representing a conception of the social Knowledge and Coordination instructs us to declare such allegory Knowledge and Coordination is an authoritative take on how by confessing the looseness of its judgments and the by and large status of its claims laissez faire liberalism makes its economic doctrines more robust and its presumption of liberty more viable

Humanism Challenges Materialism in Economics and Economic History Roderick Floud, Santhi Hejeebu, David Mitch, 2017-01-23 Includes bibliographical references and index

**Communication and Economic Theory** Birger P. Priddat, 2014-07-04 This book analyzes the different topics which highlight the relevance of communication within markets In using and reformulating concepts of Arrow Commons Williamson North Becker and others the author shows the hidden implications of these authors for a new approach in economics communication matters Markets are systems of allocation which are governed by communication networks In Economics so far communication processes play a minor role During the last century there was a tendency of using communication as a tool for reintroducing the diversity of rational actions Yet communication is a governance structure of its own which cannot be used as a tool since communication is disturbing the expectations of the economics actors and changing the actor's preferences as well as their belief systems By using examples such as Kenneth Arrow's economics actor theory and Douglas North's emphasis on communication being a process of building shared mental models this book argues that if communication matters we have to reinterpret the basics of economic methodology and integrate network processing and discourse theories

**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      On Revolutions and Progress in Economic Knowledge T. W. Hutchison,1978-09-14 This book is about the three major turning points or revolutions in political economy and economics which are associated with the names of Adam Smith Jevons and Keynes The various components of which these major transformations consisted are examined and the different factors mainly responsible for these changes and choices are suggested Also examined are the different versions of the history of the subject including those of Marx Keynes and some of the classicals and neoclassicals in which economics have sought to set out a favourable scenario or pedigree for their systems of ideas whether traditional or revolutionary or would be revolutionary In this book the history of economics and methodological analysis are brought together and its conclusion contains an assessment of how far the ideas of Kuhn and Lakatos on the relationships between the history and methodology of science are applicable to economics and the social sciences The concept of revolutions in economics has recently been increasingly discussed in papers and articles This book offers the first attempt to deal with this subject more fully Its theme though basically historical and methodological has much relevance for the dilemmas surrounding economic policy making at the present time For increasingly severe disappointments may ensue with perhaps increasingly serious political consequences unless a wider and clearer grasp and recognition is achieved of the nature and limits of economic knowledge and of the realistic possibilities of progress therein      The SAGE Handbook of Rhetorical Studies Andrea A. Lunsford,Kirt H. Wilson,Rosa A. Eberly,2008-10-29 The SAGE Handbook of Rhetorical Studies surveys the latest advances in rhetorical scholarship synthesizing theories and practices across major areas of study in the field and pointing the way for future studies Edited by Andrea A Lunsford and Associate Editors Kirt H Wilson and Rosa A Eberly the Handbook aims to introduce a new generation of students to rhetorical study and provide a deeply informed and ready resource for scholars currently working in the field      *Toward a Feminist Philosophy of Economics* Drucilla K. Barker,Edith Kuiper,2003 This book edited by two of the most respected figures in feminist economics is a welcome collection that charts and critically analyses how other movements have influenced the development of feminist economics as a distinct discipline      **New Directions in Economic Methodology** Roger E. Backhouse,1994-06-16 In recent years there has been a flowering of work on economic methodology However there is no longer any consensus about which direction this should take or indeed even what the role and content of economic methodology should be This book reflects this diversity Its contributors are responsible for the major developments in this field and to      **Knowledge, Social Institutions and the Division of Labour** Pier Luigi Porta,Roberto Scazzieri,Andrew S. Skinner,2001-01-01 The complex interplay of the formation and communication of knowledge the structure of social interaction and the evolution of

the division of labour is here skilfully explored in a broad historical philosophical and analytical framework by a truly international meeting of minds enabling an encounter with great thinkers past and present commencing with Hume and Smith A heady and unusual elixir finely distilled and to be slowly enjoyed if its sophisticated benefits are to be fully gathered by the reader Peter Groenewegen University of Sydney Australia Knowledge Social Institutions and the Division of Labour gives rise to a new and richer institutional analysis of the economy centred around the analysis of language the division of labour and social knowledge It is in this perspective that the economic analysis of institutions comes to be associated with the study of civil society or with the broad framework of communication and coordination behind the interaction of individuals in economic and non economic spheres This fascinating book is divided into three parts beginning with the issue of the development of science as an aspect of the division of labour starting from methodological problems on the communication of scientific knowledge The volume goes on to explore issues on the moral bases of social interaction and more particularly of commercial society before ending with in depth analyses of questions on the division of labour social institutions and the diffusion of knowledge in society

**Everyday Economic Practices** Savinna Chowdhury, 2007-01-22 Exploring the significance of local everyday economic practices to development policy making this book demonstrates why it is a misrepresentation to characterize all that is economic as capitalism and offers alternative ways to conceptualize economic developments rather than just as the industrialization urbanization and environmental degradation as experienced by the West

**Knowledge Externalities, Innovation Clusters and Regional Development** Jordi Suriñach, Rosina Moreno, Esther Vayá, 2007-01-01 This book begins with a theoretical examination of regional innovation systems agglomeration economics and knowledge spillovers before going on to examine the same concepts within an empirical framework Special emphasis is given to the importance of proximity in the formation of regional innovation systems It concludes by considering innovation and human capital as determinants of regional economic growth The concept of knowledge spillovers is used within the book to explain a number of major economic phenomena including the geographical clustering of inventions the social returns to R and the sizeable disproportions that exist between firms in terms of their R D inputs and outputs The contributors identify that small firms are responsible for far more product innovations than large firms relative to their measurable knowledge resources The book also stresses the importance of a catch up mechanism that sees technological improvement as the combination of two distinct types of activity innovation and imitation In this way the impact of human capital and other types of knowledge acquisition on economic growth is measured The conclusions of the contributors are invaluabley oriented to policy implications This book will appeal to researchers and postgraduate students of regional science and innovation and knowledge as well as policymakers

**Postmodern Moments in Modern Economics** David F. Ruccio, Jack Amariglio, 2016-06-28 Of all the areas of contemporary thought economics seems the most resistant to the destabilizing effects of postmodernism Yet David Ruccio and Jack Amariglio argue that one can detect within the diverse

schools of thought that comprise the discipline of economics moments that defy the modernist ideas to which many economists and methodologists remain wedded This is the first book to document the existence and to explore the implications of the postmodern moments in modern economics Ruccio and Amariglio begin with a powerful argument for the general relevance of postmodernism to contemporary economic thought They then conduct a series of case studies in six key areas of economics From the idea of the multiple self and notions of uncertainty and information through market anomalies and competing concepts of value to analytical distinctions based on gender and academic standing economics is revealed as defying the modernist frame of a singular science The authors conclude by showing how economic theory would change if the postmodern elements were allowed to flourish A work of daring analysis sure to be vigorously debated **Postmodern Moments in Modern Economics** is both accessible and relevant to all readers concerned about the modernist straightjacket that has been imposed on the way economics is thought about and practiced in the world today **What do Economists Know?**

Robert F Garnett Jr, 2002-01-04 A provocatively rethink of the questions of what how and for whom economics is produced Academic economists in the twentieth century have presumed to monopolise economic knowledge seeing themselves as the only legitimate producers and consumers of this highly specialized commodity This has encouraged a narrow view of economics as little more than a private dialogue among professionally licensed knowers This book recasts this narrow view

**KNOWCON 2020. Knowledge on Economics and Management: Conference Proceedings** Slavíčková, Pavla, Stoklasa, Jan, Conference proceedings of the international scientific conference KNOWCON 2020 Knowledge on Economics and Management held by the Department of Applied Economics Faculty of Arts Palack University Olomouc on November 12 and 13 2020 **Interdisciplinary Economics** Wilfred Dolfsma, Stefan Kesting, 2013-07-18 Kenneth Boulding was a prolific writer across so many different fields that not only is he often much referred to and cited he is considered a core member of many of these fields Boulding is the quintessential interdisciplinary scholar He died in 1993 but he has left a legacy in economics conflict studies systems theory ecology biology communication studies and ethics As an economist proper he has tested and expanded the boundaries of that field without unduly invading and undermining the expertise and established knowledge of the other social sciences This proposed volume will allow scholars who have worked or are starting to work in areas that Boulding has initiated established and made a continued contribution to to understand the links between these fields and other related ones The volume will establish a source of inspiration for some time to come

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