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Sendhil Mullainathan and Eldar Shafir show how the logic of scarcity applies to rich and poor, educated and illiterate, Asian, Western, Hispanic, and African cultures alike. They offer insights that can help us change our individual behavior and that open up an entire new landscape of public policy solutions.

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Scarcity Quotes by Sendhil Mullainathan

Sendhil Mullainathan, Scarcity: Why Having Too Little Means So Much. 0 likes. Like we should remember that scarcity often begins with abundance. The crunch just before a deadline often originates with ample time used ineffectively in the weeks preceding it.

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Scarcity Why Having Too Little Means So Much by Sendhil

These authors maintain that the reverse is true, that people have poor ways because they are poor. They say it can be explained by the psychology of scarcity. What will surprise many readers is that rich (or non-poor) persons manifest the same behavior attributed to poor people when subjected to situations of scarcity (e.g. lack of time).

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Harvard's Sendhil Mullainathan on behavior and poverty

Scarcity Begets Scarcity. Early borrowing created a vicious circle for the poor; pressed for time, they needed to

borrow more seconds, and borrowing more made them more pressed for time. By the final rounds, most of their time went to paying back loans, and the poor lost rounds that the rich won handily.

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Book review Scarcity Why Having Too Little Means So

But according to Harvard University economics professor Sendhil Mullainathan and Princeton University psychology and public-policy professor Eldar Shafir in their new book, *Scarcity: Why Having*

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