Steven Levitt may not fully believe in himself, but he does believe in this: teachers and criminals and real-estate agents may lie, and politicians, and even CIA analysts. But numbers don’t.

An incentive is a bullet, a lever, a key: an often tiny object with astonishing power to change a situation.

An incentive is simply a means of urging people to do more of a good thing and less of a

bad thing

Chicago School Test Cheating and Algorithms to detect

Paul Feldman’s bagel business was different. It did present a victim. The victim was Paul

Feldman

How Is the Ku Klux Klan Like a Group of Real-Estate Agents?

The study found that an

agent keeps her own house on the market an average ten extra days, waiting for a better

offer, and sells it for over 3 percent more than your house—or $10,000 on the sale of a

$300,000 house. That’s $10,000 going into her pocket that does not go into yours, a nifty

profit produced by the abuse of information and a keen understanding of incentives. The

problem is that the agent only stands to personally gain an additional $150 by selling

your house for $10,000 more, which isn’t much reward for a lot of extra work. So her job

is to convince you that a $300,000 offer is in fact a very good offer, even a generous one,

and that only a fool would refuse it.

The Perfect Parenting:

Molly is roughly 100 times more likely to die in a swimming accident at Imani’s house than in gunplay at Amy’.

Sandman told the New York Times, “is that the risks that scare people and the risks that kill people are very different.”s.