The Ethics of Influence: Government in the Age of Behavioral Science

Description

by Cass R. Sunstein, Cambridge University Press, 2016

Contents:

1. The age of behavioral science;
2. Choice and its architecture;
3. â??As judged by themselvesâ??;
4. Values;
5. Fifty shades of manipulation;
6. Do people like nudges? Empirical findings;
7. Green by default? Ethical challenges for environmental protection;
8. Mandates â?? a very brief recapitulation;
Appendix A. American attitudes toward thirty-four nudges;
Appendix B. Survey questions;
Appendix C. Executive Order 13707: using behavioral science insights to better serve the American people;

Amazon blurb: â??In recent years, â??nudge unitsâ?? or â??behavioral insights teamsâ?? have been created in the United States, the United Kingdom, Germany, and other nations. All over the world, public officials are using the behavioral sciences to protect the environment, promote employment and economic growth, reduce poverty, and increase national security. In this book, Cass R. Sunstein, the eminent legal scholar and best-selling co-author of Nudge (2008), breaks new ground with a deep yet highly readable investigation into the ethical issues surrounding nudges, choice architecture, and mandates, addressing such issues as welfare, autonomy, self-government, dignity, manipulation, and the constraints and responsibilities of an ethical state. Complementing the ethical discussion, The Ethics of Influence: Government in the Age of Behavioral Science contains a wealth of new data on peopleâ??s attitudes towards a broad range of nudges, choice architecture, and mandates.

[Book Review by Roger Frantz (pdf)](#)

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