



The Psychological Science of Money

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The Psychological Science of Money From Springer

Money. The root of all evil? Arguably. Essential to our lives? Certainly. A main driver of human thought, emotion, and action? Absolutely--and psychology and its related fields are getting closer to understanding its complex role in human behavior and in society.

The Psychological Science of Money brings together classic and current findings on the myriad ways money affects brain, mind, and behavior to satisfy not only our needs for material gain, but also for autonomy and self-worth. Leading experts trace the links between early concepts of value and modern symbolic meanings of wealth, in addition to identifying the areas of the human brain that together act as its financial center. This cross-disciplinary analysis helps clarify the neuroscience behind pathological gambling, the critical role of time in financial decisions, and the impact of money on diverse personal activities and interpersonal relationships. Included in the coverage:

- Materiality, symbol, and complexity in the anthropology of money.
- The (relative and absolute) subjective value of money.
- Conscious and unconscious influences of money: two sides of the same coin?
- A life-course approach to dealing with monetary gains and losses
- Motivation and cognitive control: beyond monetary incentives.

The psychological science of spending.

The unique role of money in society makes *The Psychological Science of Money* a singularly fascinating resource with a wide audience among social psychologists, industrial and organizational psychologists, economists, sociologists, anthropologists, and public policymakers.

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About the Author

Erik Bijleveld is currently an Assistant Professor at the Department of Social and Organizational Psychology at Utrecht University. His research focuses on investigating nonconscious, motivational processes. More specifically, his present line of research aims to show that nonconscious and conscious varieties of motivation operate in similar ways, at least when it comes to the allocation of mental resources. Henk Aarts completed graduate training as an experimental social psychologist at Nijmegen University, where he worked on habit and decision making. Since 2004 he has been a Full Professor in Social Psychology at Utrecht University. His work deals with several topics related to the role of goals in automatic processes of social cognition and behavior.

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