

THE NEW PSYCHOLOGY OF MONEY

Adrian Furnham

 **Routledge**

— Taylor & Francis Group

LONDON AND NEW YORK

CONTENTS

<i>List of illustrations</i>	<i>ix</i>
<i>List of tables</i>	<i>xi</i>
<i>Preface</i>	<i>xiii</i>
1 The psychology of money	1
2 Money today	15
3 Different approaches to the topic of money	33
4 Money and happiness	55
5 Money attitudes, beliefs and behaviours	81
6 Understanding the economic world	115
7 Economic socialisation and good parenting	139
8 Sex differences, money and the family	165
9 Money madness: money and mental health	183
10 Money and motivation in the workplace	211
11 Behavioural economics	237

12 Persuasion, pricing and money	259
<i>Appendix 1</i>	<i>281</i>
<i>Appendix 2</i>	<i>285</i>
<i>References</i>	<i>289</i>
<i>Index</i>	<i>308</i>