

Peter E. Earl: Complete List of Publications

Books (Author)

- 1982 *Money Matters: A Keynesian Approach to Monetary Economics* (jointly with Sheila C. Dow), Oxford, Martin Robertson/New York, Barnes and Noble, pp. ix + 270.
- 1983 *The Economic Imagination: Towards a Behavioural Analysis of Choice* (with a foreword by G.L.S. Shackle), Brighton, Wheatsheaf Books/Armonk, NY, M.E. Sharpe, Inc., pp. xii + 206.
- 1984 *The Corporate Imagination: How Big Companies Make Mistakes*, Brighton, Wheatsheaf Books/Armonk, NY, M.E. Sharpe, Inc., pp. xvii + 236.
- 1986 *Lifestyle Economics: Consumer Behaviour in a Turbulent World*, Brighton, Wheatsheaf Books/New York, St Martins Press, pp. xii + 314 (paperback edition, 1988).
- 1990 *Monetary Scenarios: A Modern Approach to Financial Systems*, Aldershot, Edward Elgar Publishing Ltd., pp. xi + 371.
- 1995 *Microeconomics for Business and Marketing: Lectures, Cases and Worked Essays*. Aldershot, Edward Elgar Ltd., pp. xiii + 432, reprinted November 1995.
- 2002 *Information, Opportunism and Economic Coordination*, Cheltenham, Edward Elgar Publishing Ltd., pp. xix + 272.
- 2005 *Business Economics: A Contemporary Approach*, Maidenhead, McGraw-Hill, pp. xxv + 561 (jointly with Tim Wakeley).

Books (Editor)

- 1988 *Psychological Economics: Development, Tensions, Prospects*, Boston, MA, Kluwer Academic Publishers (Kluwer-Nijhoff series on Modern Economic Thought, series editor Warren Samuels, Professor of Economics, Michigan State University), pp. xi + 274. I contributed the introduction and a chapter entitled 'On Being a Psychological Economist and Winning the Games Economists Play', as well as commissioning and editing the other thirteen chapters.
- 1989 *Behavioural Economics*, Aldershot, Edward Elgar Publishing Ltd. (a two volume set of 968 pages, in the *Schools of Thought in Economics* series edited by Professor Mark Blaug, each volume including a detailed introduction by myself and reprints of over twenty significant articles in this field), reprinted 1991.
- 1993 *The Economics of Competitive Enterprise: Selected Essays of P.W.S. Andrews*, Aldershot, Edward Elgar Publishing Ltd., pp. 435; secondary co-editor with Frederic Lee. The book ends with a chapter by myself entitled 'Whatever Happened to P.W.S. Andrews's Industrial Economics?', pp. 402-427.
- 1996 *Management, Marketing and the Competitive Process* (editor and contributor of introduction, one solo chapter ('Contracts, Coordination and the Construction Industry') and one joint chapter ('Growth of Knowledge Perspectives on Business Behaviour', with David Harper), Cheltenham, Edward Elgar, pp. xii + 395.
- 1999a *The Elgar Companion to Consumer Research and Economic Psychology*, Cheltenham, Edward Elgar, pp. xx + 638, co-edited with Simon Kemp; includes entries by about 100 leading researchers in the field from all over the world. Paperback, April 2002.
- 1999b *Economic Organization and Economic Knowledge: Essays in Honour of Brian Loasby, Volume 1* (co-edited with Sheila C. Dow), Cheltenham, Edward Elgar, pp. xxiii+302.
- 1999c *Contingency, Complexity and the Theory of the Firm: Essays in Honour of Brian Loasby, Volume 2* (co-edited with Sheila C. Dow), Cheltenham, Edward Elgar, pp. xxiii+328.

- 2000 *Economics as an Art of Thought: Essays in Memory of G. L. S. Shackle* (co-edited with Stephen F. Frowen; includes jointly written introduction and a chapter by myself entitled 'Indeterminacy in the Economics Classroom', pp. 25–50), London, Routledge, pp. xxvi + 425.
- 2001 *The Legacy of Herbert A. Simon in Economic Analysis*, Cheltenham, Edward Elgar, Volume I: p xxv + 559; Volume II: pp. xx + 604 (This is a refereed reference collection of reprinted articles which I selected, and each volume has a substantial introductory essay by myself).

Journal Articles

- 1984 'Methodology and Orthodox Monetary Policy', *Economie Appliquee*, **37**, pp. 143-63 (jointly with Sheila C. Dow), 1984.
- 1985 'How Economists can Accept Shackle's Critique of Economic Doctrines without Arguing Themselves out of their Jobs', *Journal of Economic Studies*, **12**, No. 1/2, pp. 34-48 (jointly with Neil M. Kay) (reprinted in Mark Blaug's 1992 Elgar volume of readings on Shackle and Joan Robinson).
- 1986a 'A Behavioural Analysis of Demand Elasticities', *Journal of Economic Studies*, **13**, No. 3, pp. 20-37.
- 1986b 'P.W.S. Andrews' Theory of Competitive Oligopoly: A New Interpretation', *British Review of Economic Issues*, **8**, Autumn, pp. 13-40 (jointly, with F.S. Lee, J. Irving-Lessman and J. Davies).
- 1987a 'Unexploited Scope for Quantitative Work in the History of Economic Thought', *HETSA Bulletin*, No. 8, Summer, pp. 1-11.
- 1987b 'On the Implications of Jointness in a Normative Model of Behavior Based on an Activity Hierarchy', *Journal of Consumer Research*, **14**, December, pp. 445-8 (jointly with Michael A. Brooks).
- 1990a 'Coping with Uncertainty in Economics: Interview with G.L.S. Shackle', *Review of Political Economy*, **2**, March, pp. 104-113.
- 1990b 'Economics and Psychology: A Survey', *Economic Journal*, **100**, pp. 718-55.
- 1991a 'Principal-Agent Problems and Structural Change in the Advertising Industry', *Prometheus*, **9**, December, pp. 274-95.
- 1991b 'Normal Cost versus Marginalist Approaches to Pricing: A Behavioural Perspective', Symposium on Pricing, *Journal of Post Keynesian Economics*, **13**, Winter 1990-91, pp. 264-81.
- 1992a 'Scientific Research Programmes and the Prediction of Corporate Behaviour', *Cyprus Journal of Economics*, **5**, No. 2, December, pp. 75-95.
- 1992b 'The Evolution of Cooperative Strategies: Three Automotive Industry Case Studies', *Human Systems Management*, **11**, No. 2, pp. 89-100.
- 1994 'The Economic Rationale of Universities: A Reconsideration' (my Inaugural Lecture) *Prometheus*, **12**, No. 2, December, pp. 131–51.
- 1998 'Information, Coordination and Macroeconomics', *Information Economics and Policy*, **10**, pp. 331-342.
- 2000 'Latent demand and the browsing shopper' *Managerial and Decision Economics* (jointly with Jason Potts) **21**, no 3-4, pp. 11-22.
- 2001 'Simon's Travel Theorem and the Demand for Live Music', *Journal of Economic Psychology*, **22**, no. 3, June, pp.335-358 (this was accepted, subject to some changes, before I became coeditor of the journal and thereafter continued to go through the normal refereeing process).
- 2003 'The entrepreneur as a constructor of connections', in R Koppl (ed.) *Austrian Economics and Entrepreneurial Studies – Advances in Austrian Economics* **6**, pp. 117–134.

- 2004 'The Market for Preferences', *Cambridge Journal of Economics*, **28**, Number 4, July, pp. 619-633 (jointly with Jason Potts).
- 2005 'Economics and psychology in the twenty-first century', *Cambridge Journal of Economics* **29**, Number 6, pp. 909-926.
- 2007a 'Conjectures about future wants: some insights from evolutionary economics with reference to digital photography', *International Journal of Technological Intelligence and Planning*, **3**, Number 1, pp. 24-38 (jointly with Tim Wakeley).
- 2007b 'Can speculative decision rule cascades explain asset price inflation?', *Journal of Economic Psychology*, **28**, pp. 351-364 (jointly with Ti-Ching Peng and Jason Potts).
- 2007c 'Fashion, growth and welfare: An evolutionary approach', in M. Bianchi (ed.) *The Evolution of Consumption: Theories and Practice. Advances in Austrian Economics*, **10**, pp. 187-207 (jointly with Andreas Chai and Jason Potts).

Chapters or parts of books edited by others

- 1983a 'The Consumer in his/her Social Setting: A Subjectivist View', in J. Wiseman (ed.) *Beyond Positive Economics?* (based on papers presented to Section F of the British Association for the Advancement of Science, York, 1981), pp. 176-91, London, Macmillan.
- 1983b 'A Behavioral Theory of Economists' Behavior', in A.S. Eichner (ed.) *Why Economics is not yet a Science*, pp. 90-125, London, Macmillan/Armonk, NY, M.E. Sharpe, Inc. (Japanese edition, 1986, Tokyo, Nihon Keizei Hyronsha).
- 1984 'Monetary Policy in a Speculative Environment', in P.G. Hare and M.W. Kirby (eds) *An Introduction to British Economic Policy*, pp. 61-75, Brighton, Wheatsheaf Books (jointly with Sheila C. Dow).
- 1987 Entries on P.W.S. Andrews, A.G. Hart and G.L.S. Shackle, in J. Eatwell, M. Milgate and P. Newman (eds) *The New Palgrave: A Dictionary of Economics*, London, Macmillan, pp. 94 (vol. 1), 604-5 (vol. 2), 315-6 (vol. 4).
- 1989 'Bounded Rationality, Psychology and Financial Evolution: Some Behavioural Perspectives on Post Keynesian Monetary Analysis', in J. Pheby (ed.) *New Directions in Post Keynesian Economics*, Aldershot, Edward Elgar Publishing, Ltd., pp. 165-189.
- 1992a 'Shearmur on Subjectivism', in Boehm, S. and Caldwell, B. (eds) *Austrian Economics: Tensions and New Developments*, Boston, MA, Kluwer Academic Publishers, pp. 129-135.
- 1992b 'Tibor Scitovsky', in Samuels, W.J. (ed) *New Horizons in Economic Thought: An Appraisal of Ten Leading Economists*, Aldershot, Edward Elgar Publishing Ltd, pp. 265-93.
- 1992c 'On the Complementarity of Economic Applications of Cognitive Dissonance Theory and Personal Construct Psychology', in Lea, S.E.G., Webley, P. and Young, B. (eds) *New Directions in Economic Psychology*, Aldershot, Edward Elgar Publishing Ltd., pp. 49-65.
- 1992d 'Case Study and Instructors' Notes: The Erebus Air Disaster', pp. 190-202 of G Hearn *et al. Organisational Behaviour: Australian Teaching Resources* to accompany, R.P. Vecchio, G Hearn and G Southey *Organisational Behaviour: Life at Work in Australia*., Sydney, Harcourt Brace (instructors' notes jointly written with Cathy Fisher).
- 1994 'Herbert Alexander Simon', in Hodgson, G. *et al.*, (eds) *The Elgar Companion to Institutional and Evolutionary Economics*, Aldershot, Edward Elgar Publishing Ltd, Vol. 2, pp 284-7.
- 1995 'Liquidity Preference, Marketability and Pricing', in Dow, S.C. and Hillard, J. (eds) *Keynes, Knowledge and Uncertainty*, Aldershot, Edward Elgar Publishing Ltd., pp. 271-94.

- 1996 'Shackle, Entrepreneurship and the Theory of the Firm', in Pressman, S. (ed.) *Interactions in Political Economy: Malvern After Ten Years*, London, Routledge, pp. 43–60.
- 1998a 'George Richardson's Career and the Literature of Economics', in N.J. Foss and B.J. Loasby (eds) *Economic Organization, Capabilities and Coordination: Essays in Honour of G.B. Richardson*, London, Routledge, pp. 14-43.
- 1998b 'Consumer Goals as Journeys into the Unknown', in M. Bianchi (ed.) *The Active Consumer: Novelty and Surprise in Consumer Choice*, London, Routledge pp. 122-139.
- 1999a 'Marketing as Information Economics', in S. Macdonald and J. Nightingale (eds) *Information and Organisation: A Tribute to the Work of Don Lamberton*, Amsterdam, Elsevier, pp. 243–261.
- 1999b 'Managerialism and the Economics of the Firm', in P. Werhane and Singer, A.E. (eds) *Business Ethics in Theory and Practice: Contributions from Asia and New Zealand*, Dordrecht, Kluwer , pp. 13-26.
- 2004 'Bounded rationality and decomposability: The basis for integrating cognitive and evolutionary economics', in M. Augier and J.G. March (eds), *Models of a Man: Essays in Memory of Herbert A. Simon*, Cambridge, MA, MIT Press, pp. 317-333 (jointly with Jason Potts).
- 2004 'How economists model choice, versus how we behave, and why it matters', in Edward Fullbrook (ed) *A Guide to What's Wrong with Economics*, London, Anthem, pp. 95–105.
- 2007 'Consumption X-inefficiency and the problem of market regulation', in R. Frantz (ed.) *Renaissance in Behavioural Economics: Essays in Memory of Harvey Leibenstein*, London, Routledge, pp. 176-193.

Review Articles

- 1988 Review article of 'Economic Psychology: Intersections in Theory and Applications. Edited by Alan J. MacFadyen and Heather W. MacFadyen', *Prometheus*, **6**, June, pp. 142–9.
- 1993 'The Economics of G.L.S. Shackle in Retrospect and Prospect' (triple review article), *Review of Political Economy*, **5**, March, pp. 245-261.

Refereed conference papers not elsewhere published

- 2006 'Entrepreneurship as a potential point of departure for a course in pluralist economic principles', pp 499-512 in Kriesler, P., Johnson, M. and Lodewijks, J. (eds) *Essays in Heterodox Economics: Proceeding of the Fifth Australian Society of Heterodox Economics Conference, 11-12 December 2006*, Sydney, University of New South Wales (jointly with Tim Wakeley). An earlier version is available as a UQ eprint at: <http://eprint.uq.edu.au/archive/00002298/>

Edited conference proceedings

- 2007 *Regarding the Past: Proceedings of the 20th Conference of the History of Thought Society of Australia*, Brisbane, School of Economics, University of Queensland, pp. xi + 240 (jointly with Bruce Littleboy).

Book Reviews

Journal of Economic Literature (1), *Economic Journal* (7), *Journal of Economic Psychology* (5), *Prometheus* (1) *Economic Analysis and Policy* (2), *Review of Political Economy* (4);

Manchester School (1). *Eastern Economic Journal* (1); *History of Economics Review* (2), *International Journal of Social Economics* (1).

Others

- (2000) 'Paying the profit makers: The safety of the known', *Otago Daily Times*, 25 July.
- (2002) 'The perils of pluralism in economics and how to reduce them', *Post-Autistic Economics Review*, issue number 11, January, article 1,
http://www.btinternet.com/~pae_news/review/issue11.htm,, reprinted in E. Fullbrook (ed.) (2003) *The Crisis in Economics*, London, Routledge,, pp. 90–3..
- (2005) 'Behavioural economics and the economics of regulation', report prepared for the New Zealand Ministry of Economic Development, electronic version available at http://eprint.uq.edu.au/archive/00003308/01/Earl_NZ_MED_report.pdf.