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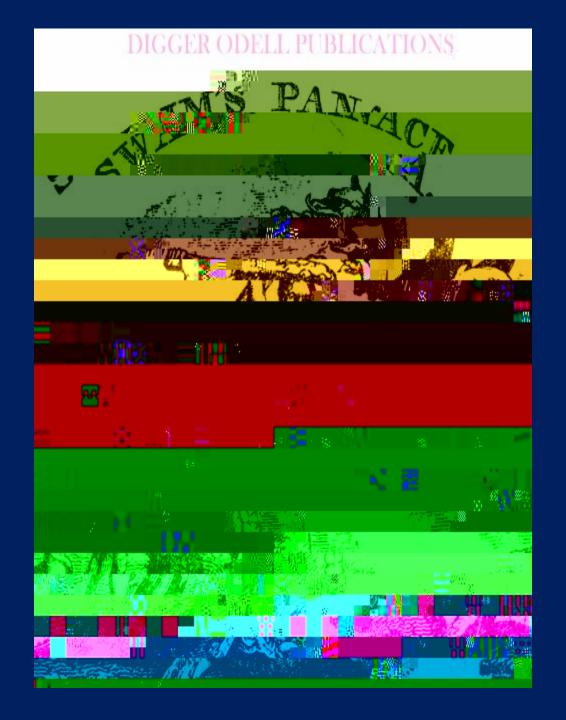
## <u>ys</u>



# The Four Areas

# World without Regulation

 History leading up to Meatpacking Inspection Act of 1906 and Pure Food and Drug Act of 1906.





# Suze ("Susie") Orman



#### Suze Orman

- Enthusiastic Audiences.
- The 9 Steps to Financial Freedom. Practical and Spiritual Steps So You Can Stop Worrying.
- Financial advisees: do not follow rational budgeting.
- Test: expenditures do not add up.

## **Statistical Portrait**

- Could not raise \$2,000.
- Low financial assets.
- Purchases and payday.
- Bankruptcies.

## **Theoretical Puzzle**

- Why are there all those sleepless nights, with worries about unpaid bills?
- Keynes: "Lives of our Grandchildren."

## **Answer to Puzzle**

- Businessmen's Goals:
  - -For you to spend your money.
- "How much is that doggie in the window?"
- Continual temptation:
  - –Shop windows.
  - -Supermarket aisles.
  - -Renting/buying a house.
  - -Buying a car.

# **Endemic Temptation**

- Goes beyond credit cards.
- The nature of capitalist markets.

#### **The Financial Crisis**

 Phishing for phools as succinct explanation for what happened.

# Reputation Mine

- Reputation for perfect avocados.
- I can sell you a rotten one.
- I will have mined my reputation.
- I will also have phished you for a phool.

## Rating Agencies

- Ratings agencies: for a century built up reputation.
- Job: to rate prob. of default for bonds.
- New task: rate prob. of default for derivatives.
- Possibility: for reputation mine.

# By Analogy

- Rotten avocados were rated perfect.
- Commanded high prices.
- Central-Valley-ful of growers: profitable business of producing rotten avocados.

## Role of Leverage

- Commercial banks, hedge funds, investment banks borrowed short term and invested in the over-rated securities.
- When truth discovered that securities were rotten:
  - –Owed much more than they owned.

## **The Four Questions**

## **Conclusion**

- Telling stories:
  - Basic to how we think.
- Mental frames; scripts; narratives.
- Influence:
  - Grafts onto current stories.

## Role in Economics

- Suze Orman example.
- Concluding chapter:

A wrong US national story regarding the unambiguous benefits of free markets has led to dysfunctional national policies.