Index

abuse of authority 383–5
accumulating savings and credit associations (ASCAs) 229
accumulation 312–13
Adam Smith Problem 286, 433, 435
adverse selection 138, 141, 228
agency problem 238
AIM (Association Internationale de la Mutualité) 242
Akerlof, G. 201
Althusius, J. 159, 256–7, 356–7
altruism 9–17, 130, 419, 435
and dictator games 108–10
distributive 435
economics of 9–10
empathy 12–13
gifts and gratuitousness 180, 183, 185, 186, 187
identification with recipient 13–14
institutional determinants 16
internal determinants 10
motivational factors 10, 16
philanthropy 254
pure and impure 10–14
reciprocal 287
social image concerns 15–16
tax compliance 11–12
trustworthiness 416, 417
virtue ethics 432–6
voluntary organizations 441–2
see also altruistic reciprocity
altruistic cooperation, conditional 24–5
altruistic punishment 25–6, 329–31
altruistic reciprocity 20–40
altruistic punishment 25–6
character virtues 34–5
conditional altruistic cooperation 24–5
cooperation and altruism in groups 30–32
coopeation, altruistic, dark side of 37
market exchange, anonymous 22–3
norms of cooperation: cross-cultural variation 37–40
other-regarding preferences 20–22
preferences, situational character of 35–6
rationality of altruistic giving 23–4
strong reciprocity 20–22, 26–8
third-party punishment, altruistic 28–30
trust game 32–4
ambivalence in the market 7
anonymity and giving 16
anti-materialism 336–7
Aquinas, T. 79, 156–7, 159, 362
Arendt, H. 61
Aristotle 156, 362, 431–2
associations 403–4
accumulating savings and credit associations (ASCAs) 229
de facto 408–9
rotating savings and credit associations (ROSCAs) 81–2, 228–9, 240
savings and loans 242
assurance game 82, 279
attention and relational goods, similarity between 301
Augustine 156–7
Austria 211, 242
awards see prizes and awards
Bacharach, M. 205–6
balance (matching) reciprocity 185, 186
Barnard, C. 195
Becker, G. 44, 45, 337–8
Belgium 322, 323
beliefs 313
Benedict XVI, Pope 75, 214
Benefit Corporation 255
benefit, mutual 55–6
benevolence 432–6
distributive 435
Bentham, J. 44–5, 46
bequests 290
Bill and Melina Gates Foundation 256–7
Binmore-Rawls egalitarian solution 390–93
Blair-Stout impartial hierarchy model 394
Bourdieu, P. 338
Bowles, S. 62–3
BRAC 230, 231
Brazil 233
Bruni, L. 54
building societies 240, 241–2
business ethics 49–56
comparative assessment 52–3
new directions 55–6
ordinary ethics 52, 53, 55
profit maximization 49–50, 52–3, 54, 55
social duty 50–52, 53, 54–5
Index

conditional altruistic 24–5
emergence of 96–7
free-riders undermining 328–9
mutual 11, 328
norms of: cross-cultural variation 37–40
symmetrical 389–90
trust 413
voluntary organizations 445–9
cooperative charity 184–5
corporate charity 184–5
axiological interdependence 104
banks 88, 90, 91
and capitalist firms, comparison of 97–100
challenges 102–5
cooperation, emergence of 96–7
credit 229
credit unions 86
democratic stakeholding 103–4
econometric case studies 91
efficiency 100–102
employment and output 87
farmer producer 88
financial 86, 88
as generator of civic culture 105–6
incentives and performance 87–8
investment and finance 87
Mondragon 86
neo-institutional and transactional approach 100–101
networks 90
objective function 97
ownership structures 88–9
producer 95
rationality 279
recent work and future directions 89–91
scarcity 87
social 95, 318, 322
strategic interdependence 94, 104
subsidiarity 360
technological interdependence 94
types and incidence 85–6
underinvestment 98
voluntary organizations 442, 443
worker 86–8, 90
coordination 104
corporate economics see spiritual humanism
and corporate economics
corporate governance 209
corporate social responsibility (CSR) 51–2, 135–6, 254–6, 372–96
abuse of authority 383–5
additional approach 376–8
behavioral model 375
Blair-Stout impartial hierarchy model 394
co-determination model 374, 390, 394
conflicts of interest 386
constitutive view as multi-fiduciary model of
corporate governance 378–80
cooperation 388–9
cooperatives 91
corporate philanthropy 373
distributive justice principle 375
fairness 375
feasibility condition 392
fiduciary duties 374–5, 379, 380, 385–6, 394–5
heterodox law and economics model 374
human capital 382, 386
impartial mediation 385, 386
impartiality 390, 391–2
impersonality 390, 391–2
instrumental approach 376–8
law and religion 211
management model (Japan) 374
maximin principle 390–91, 393
moral management 376–7
Nash bargaining solution (NBS) 392
as new competitive dimension 148–9
new institutional economics 374, 378, 380–81
opportunism 386
privileged relation 386
repeated game 387–8
reputation effects 384
social norms 373–5
stakeholder approach to corporate
governance 379–85
sympathy 390
trust, asymmetrical relation of 386
veil of ignorance 375, 386, 390, 393, 396
vulnerability 386, 395
‘warm glow’ 376–7
see also social contract
corruption 292
cost-of-effort schedule 27
credit cooperatives 229
credit unions 86
crowding-out 10
de facto associations 408–9
deep ecology 351
defection and strong reciprocity 21
Delors, J. 354
development economics 88
dictator games
altruism 10–11, 13, 14, 16, 108–10
altruistic reciprocity 20–30, 33–4, 36
experimenter demand effects (EDE) 109–10
purely cognitive 109
social 109
<table>
<thead>
<tr>
<th>Term</th>
<th>Page(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>social preferences</td>
<td>332–3</td>
</tr>
<tr>
<td>standard ultimatum game</td>
<td>108</td>
</tr>
<tr>
<td>dignity</td>
<td>78, 188</td>
</tr>
<tr>
<td>distributive justice principle</td>
<td>375</td>
</tr>
<tr>
<td>division of labour</td>
<td>61</td>
</tr>
<tr>
<td>double auction</td>
<td>23</td>
</tr>
<tr>
<td>Drucker, P.</td>
<td>52, 53, 55, 195–6</td>
</tr>
<tr>
<td>Durkheim, É.</td>
<td>45</td>
</tr>
<tr>
<td>economic activity</td>
<td>74</td>
</tr>
<tr>
<td>economic (allocative) efficiency</td>
<td>244–5</td>
</tr>
<tr>
<td>economic development</td>
<td>5</td>
</tr>
<tr>
<td>economic model</td>
<td>44, 45</td>
</tr>
<tr>
<td>economic theory</td>
<td>47</td>
</tr>
<tr>
<td>economics and human nature</td>
<td>189</td>
</tr>
<tr>
<td>economics, problems and controversies in</td>
<td>81–3</td>
</tr>
<tr>
<td>economics of reciprocity</td>
<td>78–9</td>
</tr>
<tr>
<td>Economy of Communion (EOC)</td>
<td>112–20</td>
</tr>
<tr>
<td>Brazil</td>
<td>114–15</td>
</tr>
<tr>
<td>business parks</td>
<td>117</td>
</tr>
<tr>
<td>businesses</td>
<td>116</td>
</tr>
<tr>
<td>concepts</td>
<td>116–17</td>
</tr>
<tr>
<td>economic actors, relations with</td>
<td>118</td>
</tr>
<tr>
<td>economic change and technological development</td>
<td>118</td>
</tr>
<tr>
<td>economic resources, relations to those</td>
<td>118</td>
</tr>
<tr>
<td>equality and redistribution</td>
<td>112</td>
</tr>
<tr>
<td>Focolare Movement</td>
<td>112–16, 119</td>
</tr>
<tr>
<td>goals</td>
<td>114–15</td>
</tr>
<tr>
<td>goods, communion of</td>
<td>113–14</td>
</tr>
<tr>
<td>Lubich, C.</td>
<td>112–15, 119</td>
</tr>
<tr>
<td>new businesses</td>
<td>116</td>
</tr>
<tr>
<td>philosophical and spiritual roots</td>
<td>112–14</td>
</tr>
<tr>
<td>profit sharing</td>
<td>117</td>
</tr>
<tr>
<td>providence</td>
<td>113</td>
</tr>
<tr>
<td>reformed businesses</td>
<td>116</td>
</tr>
<tr>
<td>trade, finance and industry</td>
<td>118</td>
</tr>
<tr>
<td>wealth and possessions</td>
<td>118</td>
</tr>
<tr>
<td>work</td>
<td>118</td>
</tr>
<tr>
<td>education and educational institutions</td>
<td>82, 424</td>
</tr>
<tr>
<td>efficiency of enterprises</td>
<td>97</td>
</tr>
<tr>
<td>efficiency and prices</td>
<td>188</td>
</tr>
<tr>
<td>egalitarian solution (Binmore-Rawls)</td>
<td>390–93</td>
</tr>
<tr>
<td>egalitarianism</td>
<td>218–19</td>
</tr>
<tr>
<td>egotism: social preferences</td>
<td>121–32, 188–9</td>
</tr>
<tr>
<td>commitment/interest divide (Sen)</td>
<td>122–5, 126</td>
</tr>
<tr>
<td>critique of Sen</td>
<td>125–7</td>
</tr>
<tr>
<td>distinction among types of action</td>
<td>127–8, 131</td>
</tr>
<tr>
<td>goal commitment</td>
<td>122, 126, 127–8, 129–31</td>
</tr>
<tr>
<td>inequality aversion</td>
<td>124</td>
</tr>
<tr>
<td>interest (wellbeing)</td>
<td>122, 127–8, 129–30</td>
</tr>
<tr>
<td>multiple-self approach</td>
<td>125–6</td>
</tr>
<tr>
<td>obligatory commitment</td>
<td>122, 126, 127–8, 129–31</td>
</tr>
<tr>
<td>optimal/suboptimal distinction</td>
<td>131</td>
</tr>
<tr>
<td>over-consumption</td>
<td>130–31</td>
</tr>
<tr>
<td>precommitment</td>
<td>127–8</td>
</tr>
<tr>
<td>prudence</td>
<td>125–6, 129–30</td>
</tr>
<tr>
<td>rational choice approach</td>
<td>121, 122–3, 129, 132</td>
</tr>
<tr>
<td>self-interest</td>
<td>125–6, 129–30</td>
</tr>
<tr>
<td>self/other divide</td>
<td>131</td>
</tr>
<tr>
<td>shame</td>
<td>124–5, 126</td>
</tr>
<tr>
<td>taxonomy</td>
<td>129–31</td>
</tr>
<tr>
<td>tenacity</td>
<td>128, 129–30</td>
</tr>
<tr>
<td>under-consumption</td>
<td>130–31</td>
</tr>
<tr>
<td>emotional factors and non-selfishness</td>
<td>12</td>
</tr>
<tr>
<td>empathy</td>
<td>12–13, 179, 189, 220</td>
</tr>
<tr>
<td>empathy-altruism hypothesis</td>
<td>13</td>
</tr>
<tr>
<td>enforcement and reciprocity</td>
<td>81–2</td>
</tr>
<tr>
<td>enterprises, ownerless</td>
<td>64</td>
</tr>
<tr>
<td>entrepreneur-innovator</td>
<td>5</td>
</tr>
<tr>
<td>entrepreneurship</td>
<td>340–41</td>
</tr>
<tr>
<td>environmental responsibility</td>
<td>254–5</td>
</tr>
<tr>
<td>equality</td>
<td>238</td>
</tr>
<tr>
<td>norm</td>
<td>29</td>
</tr>
<tr>
<td>Erikson, E.</td>
<td>201</td>
</tr>
<tr>
<td>esteem and relational goods, similarity</td>
<td>301</td>
</tr>
<tr>
<td>ethical finance</td>
<td>134–42</td>
</tr>
<tr>
<td>adverse selection</td>
<td>138, 141</td>
</tr>
<tr>
<td>banks</td>
<td>136–7</td>
</tr>
<tr>
<td>corporate social responsibility (CSR)</td>
<td>135–6</td>
</tr>
<tr>
<td>group lending with joint liability</td>
<td>138, 140–41</td>
</tr>
<tr>
<td>investment funds</td>
<td>135–6</td>
</tr>
<tr>
<td>moral hazard</td>
<td>138, 141</td>
</tr>
<tr>
<td>notional collateral</td>
<td>138, 141–2</td>
</tr>
<tr>
<td>progressive individual loans</td>
<td>138</td>
</tr>
<tr>
<td>screening</td>
<td>135</td>
</tr>
<tr>
<td>shareholder advocacy</td>
<td>135</td>
</tr>
<tr>
<td>strategic default</td>
<td>138, 141</td>
</tr>
<tr>
<td>see also microfinance</td>
<td></td>
</tr>
<tr>
<td>ethics</td>
<td></td>
</tr>
<tr>
<td>ordinary</td>
<td>52, 53, 55</td>
</tr>
<tr>
<td>see also virtue ethics</td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>145, 166–7, 197, 211, 241, 242</td>
</tr>
<tr>
<td>social enterprise</td>
<td>319</td>
</tr>
<tr>
<td>third sector</td>
<td>403, 405</td>
</tr>
<tr>
<td>European Union</td>
<td>249</td>
</tr>
<tr>
<td>poverty</td>
<td>261, 263, 265–6</td>
</tr>
<tr>
<td>subsidiarity and new welfare</td>
<td>354–5, 358–9</td>
</tr>
<tr>
<td>executive pay</td>
<td>292</td>
</tr>
<tr>
<td>Experimental Labor Market Game</td>
<td>26–7</td>
</tr>
<tr>
<td>exploitation</td>
<td>222</td>
</tr>
<tr>
<td>extended reciprocity</td>
<td>180</td>
</tr>
</tbody>
</table>
Index
Handbook on the economics of reciprocity and social enterprise

Halévy, É. 45, 46
half-reciprocity 180
happiness 11, 12
Hawthorne studies 193
Hayek, F. von 253, 358
hierarchy of needs 194
Hippo, Bishop of 157
Hirschman, A. 424–7
homo oeconomicus 44, 45, 47
honesty 34, 35
human capital 247, 311, 337–8
  corporate social responsibility (CSR) 382, 386
  relational goods 298–9
  social and civil capital 311
  spiritual capital as part of 338–40
  spiritual humanism and corporate economies 348–9
human reason 77
human rights 368
humanistic management 191–8
  contemporary tendencies 196–7
  Drucker, P. on human management 195–6
  limits and future research 197–8
  organizational-culture approaches 195
  productivity-centred approaches 193
  psychological approaches 193–4
  work-satisfaction-centred approaches 194–5
identifiable victim effect 13, 14
identity 201–7
  categorical social 203–4
  collective intentionality theory 205–6
  and economics 201–2
  personal 204, 206–7
  and reciprocity 202–4
  relational personal 205–6
  relational social 203–4
  social 201–2, 205–6
  social distance 203, 205–6
image (signalling) motivation 15
imitation and innovation 5
impartial director 390–91
impartial hierarchy model (Blair-Stout) 394
impartial mediation 386
impartial spectator 433–4
impartiality 390, 391–2, 394
  open 4
impersonality 390, 391–2
India 233
individual life and statistical life, distinction between 13
individual preferences 16
individualism 3, 218–19, 355
industrial district model 3
industrialism 62
inequality aversion 21, 24, 25, 124, 416–17, 419
informationalism 62
innovation 6, 340–41
instrumentally rational or conditional reciprocity 206
integral human development principle 78
Integrative Social Contracts Theory (ISCT) 51
intelligence and creativity 6
intercooperativism 101
interest (wellbeing) 122, 127–8, 129–30
Investment-Game 415
Iran 86
Israel 291
Italy 291
  law and religion 211
  microfinance 229
  social and civil capital 307, 311
  social enterprise 322–3
  spiritual capital 342
  subsidiarity and new welfare 357
Japan 241
Jenni, K.E. 13
John Paul II, Pope 71–3, 81, 112
John XXIII, Pope 70, 79
justice 254
Kant, I. 188, 221
Kantian deontology 433
Ketley, R. 241
Ketteler, W.E. von (Bishop of Mainz) 69
Kirman, A. 12
Kranton, R. 201
lateral reciprocity 184, 186
law and religion 208–14
  profit-maximization 208–10
  religion as cultural driver for social enterprise 211–13
  shareholder primacy 208–10
  social enterprise 208, 213–14
Leo XIII, Pope 69–70, 81
Lévi-Strauss, C. 46
liberalism 217–25, 357–8
  alternative genealogies 222–4
  atomistic 223
  classical 218
  competing accounts 217–18
  economic 224
  etymology 218–19
  free will 220–21
  illiberal 224
  individualistic 363
  key liberal thinkers and seminal texts 219–22
Index

modern 218
neo-liberalism 224
philosophical 367
political 224, 367
progressive 224
proto-liberalism 223
recent and current debates 224–5
rights and free will 219–20
self-preservation and self-interest 220
social 224
social contract 220
utilitarianism 221–2
welfare 367
liberty 238
liking reciprocity 185
Liu, P. 146
Locke, J. 219–20
Loewenstein, G. 13
loyalty 35, 291
Lubich, C. 112–15, 119

McGregor, D. 194
Machiavelli, N. 223
malevolence 435
Maritain, J. 365–6
market economy 59–62
market exchange, anonymous 22–3
market theory 53
Marshall, A. 96
Marsilius of Padua 223
Marx, K. 59–62, 64
Maslow, A. 194
material capital and rational intelligence (IQ) 350
Mauss, M. 44, 46, 47, 48
Mayo, E. 193–4
Melé, D. 195, 196
Mexico 231
Michels, R. 1
microfinance 137–42, 227–34
accumulating savings and credit associations (ASCAs) 229
asymmetric information 228–9
base benchmark, departures from 140–42
classic Grameen scheme 230
credit cooperatives 229
empirical evidence 142
financial exclusion 228–9
financial sustainability 232–3
formula for success 229–31
Grameen Bank 229–30, 231
Grameen Generalized System 231
group lending 139
group lending practices 230–31
individual lending 231
individual lending with liquidation 138–9
individual lending with monitoring 139
innovations 232–3
mission drift 232
regulation 232–3
relational credit 228–9
rotating savings and credit associations (ROSCAs) 228–9
smart subsidies 232–3
solidarity group methodology 230
trade offs 232–3
village banks 230
Milibank, J. 158–9, 223
Mill, J.S. 6–7, 45, 96, 221–2
Mitchell, L.E. 212
moral hazard 138, 141, 228, 248
moral management 376–7
moral norms 183
moral sentiments 189
Münsterberg, H. 193
mutual obligation 292
mutual societies 403, 405, 406
mutual-aid groups 408
mutualism 161, 238–43
Assocation of Mutual Insurers and
Insurance Cooperatives in Europe (AMICE) 241
building societies 240, 241–2
charities 240
collegia opificum (ancient Rome) 239
cooperatives 240, 241
de-mutualization 242–3
definition 238–9
developments of after welfare state 241–3
dowry fund of Bologna 239
fraternities 240
guilds 239
historical background 239–40
hybrids 241
International Cooperative and Mutual Insurance Federation (ICMIF) 241
mutual benefit societies 240, 242
mutual insurance companies 240, 241
Pawm banks (Italy) 239
savings and loans associations 242
tontine 239–40
welfare interventions 239
Napoleoni, C. 64
neo-institutionalist theory of property rights 62
neoclassical economics 22
Netherlands 239
networks, cooperative 90
new institutional economics 374, 378, 380–81
New Zealand 85–6
Nietzsche, F. 45
nominalism 219, 222
non-profit sector 400–403, 405–6

obligatory commitment 122, 126, 127–8, 129–31
opportunism 386
Ordoliberalismus 358–9
organizational isomorphism 103
Ostrom, E. 338
other-regarding preferences 20–22, 278, 284

Pantaleoni, M. 2
Parsons, T. 45
Paul VI, Pope 81, 83, 114
pecuniary externalities 101, 244–9
allocative function of market price 245
best interest 246
contributory negligence 246
corrective justice 247
distributive function of market price 245
economic (allocative) efficiency 244–5
human capital 247
mitigation of 246–7
moral duty to prevent harm 247
nature of 244–6
pollution 244
practical difficulties 247–9
risk-sharing 247

personalism as humanism of the other 346–8
philanthropy 3, 79–80, 251–8, 403

Benefit Corporation 255
Bill and Melina Gates Foundation 256–7
Catholic social thought 82–3
collective action 257–8
communities 256–8
conflicts of interest 256–7
corporate 373
corporate, paradox of 252, 253–5, 256
corporate socio-environmental responsibility 254–6
free softwares 252
Grameen Bank 255
Guardian venture capital fund (Brazil) 255
interests 256–8
justice 254
power 256–8
and reciprocating behaviour, preferences for 278–81
Sawayaka Welfare Foundation 257
self-interest 254
Time Banks 257
‘warm glow’ 254

Wikipedia 252
see also philanthropy, cultural
philanthropy, cultural: collaboration with
grants foundations 163–78
aims and areas of activity 169
budget and financial planning 175
choice of foundation 169–70
competitor activity 170
concluding document 176
definition of granting foundations 168–9
drafting funding application 173–4
financial issues 169
financial resources 173
financing plan 175
funnel method 169
goals of founders 170
grant-making, grant-seeking and pro-social
dimension of culture 176–8
grant-seeker’s organization 174–5
information collection, efficiency of 171
institutional philanthropy 163–5
international context 166–8
key information on foundations 172–3
methods used to grant contributions 173
necessary information, provision of 171–2
new media 164
personal relations network 169–70
private patronage 164–5
professionalization of granting foundations 167
project’s goals 175
public patronage 164–5
public policies 165
results audit 176
return 176
screening phase 169
social challenges 165–6
state cultural policies 164
structural difficulties in performing research
and addressing foundations 170–71
territorial sphere 169
pity 220
Pius, Pope 70
Pius XI, Pope 81, 355–6
Pius XII, Pope 70
Plato 156
Polanyi, K. 46
political community 74
political economy 224
poverty 261–8
absolute standard 264–5, 266
alleviation 181–2, 186
asset poverty 262–3
bivariate deprivation indicator 268

Luigino Bruni and Stefano Zamagni - 9781849804745
Downloaded from PubFactory at 09/14/2023 07:39:14AM
via free access
<table>
<thead>
<tr>
<th>Term</th>
<th>Page(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>capability approach</td>
<td>263–4</td>
</tr>
<tr>
<td>equivalence scale</td>
<td>264</td>
</tr>
<tr>
<td>FGT univariate index</td>
<td>267–8</td>
</tr>
<tr>
<td>focal variables</td>
<td>262–4</td>
</tr>
<tr>
<td>income and consumption expenditure</td>
<td>262, 263–4, 266</td>
</tr>
<tr>
<td>income-net worth measure</td>
<td>263</td>
</tr>
<tr>
<td>intersection principle</td>
<td>268</td>
</tr>
<tr>
<td>multidimensional indices</td>
<td>267–8</td>
</tr>
<tr>
<td>one-dollar-a-day poverty line</td>
<td>264–5</td>
</tr>
<tr>
<td>Pigou-Dalton transfer principle</td>
<td>267</td>
</tr>
<tr>
<td>policy-based standard</td>
<td>266</td>
</tr>
<tr>
<td>relative standard</td>
<td>265–6</td>
</tr>
<tr>
<td>schooling deprivation</td>
<td>266</td>
</tr>
<tr>
<td>subjective evaluation</td>
<td>266</td>
</tr>
<tr>
<td>thresholds</td>
<td>264–6</td>
</tr>
<tr>
<td>trap prevention</td>
<td>427–8</td>
</tr>
<tr>
<td>union principle</td>
<td>268</td>
</tr>
<tr>
<td>univariate indices</td>
<td>267</td>
</tr>
<tr>
<td>US official poverty line</td>
<td>265</td>
</tr>
<tr>
<td>welfare units and reference units</td>
<td>261–2</td>
</tr>
<tr>
<td>power in enterprises</td>
<td>62</td>
</tr>
<tr>
<td>precommitment</td>
<td>127–8</td>
</tr>
<tr>
<td>preferences, situational character</td>
<td>35–6</td>
</tr>
<tr>
<td>preferential option principle</td>
<td>78</td>
</tr>
<tr>
<td>Prisoner’s Dilemma</td>
<td></td>
</tr>
<tr>
<td>altruistic reciprocity</td>
<td>24–5, 29–30</td>
</tr>
<tr>
<td>Catholic social thought</td>
<td>82</td>
</tr>
<tr>
<td>rationality</td>
<td>278, 281, 283</td>
</tr>
<tr>
<td>social preferences</td>
<td>328, 329</td>
</tr>
<tr>
<td>spiritual capital</td>
<td>338</td>
</tr>
<tr>
<td>private goods</td>
<td>365</td>
</tr>
<tr>
<td>private property</td>
<td>72, 74</td>
</tr>
<tr>
<td>right to</td>
<td>81</td>
</tr>
<tr>
<td>prizes and awards</td>
<td>271–5</td>
</tr>
<tr>
<td>characteristics</td>
<td>272–3</td>
</tr>
<tr>
<td>importance</td>
<td>273–5</td>
</tr>
<tr>
<td>literature</td>
<td>272</td>
</tr>
<tr>
<td>role</td>
<td>275</td>
</tr>
<tr>
<td>profit maximization</td>
<td>49–50, 52–3, 54, 55, 208–10</td>
</tr>
<tr>
<td>profit sharing</td>
<td>117</td>
</tr>
<tr>
<td>promise keeping</td>
<td>34</td>
</tr>
<tr>
<td>prudence</td>
<td>125–6, 129–30</td>
</tr>
<tr>
<td>psychological needs</td>
<td>194</td>
</tr>
<tr>
<td>psychological well-being</td>
<td>11</td>
</tr>
<tr>
<td>public goods</td>
<td>365, 369</td>
</tr>
<tr>
<td>Public Goods Game</td>
<td>30–31, 37, 38–9, 330</td>
</tr>
<tr>
<td>punishment</td>
<td>37</td>
</tr>
<tr>
<td>altruistic</td>
<td>21, 25–6</td>
</tr>
<tr>
<td>altruistic, sustaining cooperation</td>
<td>329–31</td>
</tr>
<tr>
<td>altruistic third-party</td>
<td>28–30</td>
</tr>
<tr>
<td>antisocial</td>
<td>38–40</td>
</tr>
<tr>
<td>symbolic</td>
<td>331–2</td>
</tr>
<tr>
<td>putative reciprocity</td>
<td>185</td>
</tr>
<tr>
<td>Putnam, R.</td>
<td>338</td>
</tr>
<tr>
<td>quasi-public organizations</td>
<td>408</td>
</tr>
<tr>
<td>rational actor or choice theory</td>
<td>35–6, 44, 45, 46–7, 347</td>
</tr>
<tr>
<td>egoism</td>
<td>121, 122–3, 129, 132</td>
</tr>
<tr>
<td>identity</td>
<td>203</td>
</tr>
<tr>
<td>rational market behavior</td>
<td>434</td>
</tr>
<tr>
<td>rational or unilateral reciprocity, non-instrumental</td>
<td>206</td>
</tr>
<tr>
<td>rationality</td>
<td>277–84</td>
</tr>
<tr>
<td>assurance game</td>
<td>279</td>
</tr>
<tr>
<td>bounded</td>
<td>282–3</td>
</tr>
<tr>
<td>collective or ‘we’ intentionality</td>
<td>281, 418</td>
</tr>
<tr>
<td>consequentialism</td>
<td>283</td>
</tr>
<tr>
<td>cooperatives</td>
<td>279</td>
</tr>
<tr>
<td>evolutionary model</td>
<td>282–3</td>
</tr>
<tr>
<td>instrumental model</td>
<td>281–4</td>
</tr>
<tr>
<td>material pay-offs</td>
<td>280</td>
</tr>
<tr>
<td>philanthropy and reciprocating behaviour, preferences for</td>
<td>278–81</td>
</tr>
<tr>
<td>Prisoner’s dilemma</td>
<td>278, 281, 283</td>
</tr>
<tr>
<td>psychological pay-offs</td>
<td>280, 281, 283</td>
</tr>
<tr>
<td>rational choice/utility maximisation model</td>
<td>277</td>
</tr>
<tr>
<td>reason</td>
<td>283</td>
</tr>
<tr>
<td>‘rules’ or ‘norms’</td>
<td>282</td>
</tr>
<tr>
<td>shared rule</td>
<td>282–3</td>
</tr>
<tr>
<td>sympathy</td>
<td>279–80</td>
</tr>
<tr>
<td>Rawls, J.</td>
<td>45, 221</td>
</tr>
<tr>
<td>reference group effect</td>
<td>14</td>
</tr>
<tr>
<td>regard</td>
<td>285–93, 301</td>
</tr>
<tr>
<td>bequests</td>
<td>290</td>
</tr>
<tr>
<td>‘business lunch’</td>
<td>291</td>
</tr>
<tr>
<td>corruption</td>
<td>292</td>
</tr>
<tr>
<td>economically ubiquitous</td>
<td>288–93</td>
</tr>
<tr>
<td>economy of</td>
<td>286–8</td>
</tr>
<tr>
<td>executive pay</td>
<td>292</td>
</tr>
<tr>
<td>family, kinship and childrearing</td>
<td>289–90</td>
</tr>
<tr>
<td>gifting</td>
<td>290–92</td>
</tr>
<tr>
<td>Guanxi (China)</td>
<td>291</td>
</tr>
<tr>
<td>impartial spectator</td>
<td>285–6</td>
</tr>
<tr>
<td>loyalty</td>
<td>291</td>
</tr>
<tr>
<td>mutual obligation</td>
<td>292</td>
</tr>
<tr>
<td>reciprocal altruism</td>
<td>287</td>
</tr>
<tr>
<td>self-interest</td>
<td>285, 292</td>
</tr>
<tr>
<td>self-worth</td>
<td>286</td>
</tr>
<tr>
<td>socially ubiquitous</td>
<td>288</td>
</tr>
<tr>
<td>sympathy</td>
<td>285–6</td>
</tr>
<tr>
<td>unpaid care</td>
<td>290</td>
</tr>
<tr>
<td>’warm glow’</td>
<td>286</td>
</tr>
<tr>
<td>see also self-regard</td>
<td></td>
</tr>
<tr>
<td>reification</td>
<td>60</td>
</tr>
</tbody>
</table>
relational goods 295–303
attention 301
authenticity 300–301
capital goods 299
capital, relational 301, 303
choices 302–3
consumption goods 298
empirical investigation 301–2
employee satisfaction 303
encounter model (personalized interaction) 297–300
esteem 301
excludability 297
human capital 298–9
non-rivalry 296–7
organizational effectiveness 303
productive process 299–300
regard 301
social capital 301
willingness to pay (WTP) 301
relational theory and subsidiarity 355
relative equality principle 78
religion see law and religion
reverse reciprocity 180–81
reward-related neural activity 11
rewards, symbolic non-monetary 15
rights and free will 219–20
Roemer, J. 64–5
Roethlisberger, F. 193
(ROSCAs) 81–2, 228–9, 240
Rousseau, J.J. 220–21
‘rules’ or ‘norms’ 282
Russia 86, 291–2
Sacconi, L. 66
Salamon, L. 400–401
satisfaction ratings 11
savings and loans associations 242
Sawayaka Welfare Foundation 257
Schein, E. 194, 195
Schultz, T.W. 337
Schumpeter, J. 4–5, 6, 431–2
Scotus 223
self-actualization 194
self-awareness 339
self-centred competition 360
self-commitment 340
self-control 339–40
self-esteem 419
self-help groups 408
autonomous 54, 55
enlightened 416
philanthropy 254
relational 55–6
virtue ethics 432–6
self-preservation 220
self-regard 20, 21–2, 24, 25, 34
self-worth 286
self/other divide 131
Sen, A. 54, 55, 122–7, 201, 262, 368
Seneca 8
shame 124–5, 126
shareholder primacy 208–10
Shaw, G.B.: The Devil’s Disciple 123–4, 125, 130
simple mercantile production 59
Singapore 86
Smith, A. 102, 189, 432–3
business ethics 53
interest and commitment, distinction between 125–6
liberalism 222, 224
mutual obligation and self-interest 292
political economy 159–60
regard 285–6
self-aggrandizement 121
sympathy 279–80
see also Adam Smith Problem
sociability and common good 363–4
social capital 301, 338, 411
accumulation 312–13
cooperatives 90
and emotional intelligence (EQ) 350
spiritual capital as part of 341–2
spiritual humanism and corporate economics 349, 352
see also social and civil capital
social and civil capital 306–14
accumulation 312–13
beliefs 313
cooperatives 308
critiques 308–10
definitions 306–10
effects 311–12
family connections 308
financial development and trade 311
human capital 311
inter-firm linkages 308
measures 310–11
social networks 307, 308, 309, 310, 312
social norms 307, 308, 309, 310, 312, 313
social skills 307–8
trust 307–8, 309, 310–11, 312–13
values 313
social contract 220, 385–95, 435
Binmore-Rawls egalitarian solution 390–93
challenges 385–6
derivation of multiple fiduciary structure 393–5
foundation 375
as impartial board of directors’ mode of reasoning 386–7
liberal 435
theoretical frame and objective function 387–90
social distance 14, 203, 205–6
social duty 50–52, 53, 54–5
social economy 400, 403–6
social enterprise 4–5, 80–83, 95, 208, 211–13, 318–26
collective dimension 323
definition 319–21
economic-entrepreneurial dimension 319
fields of activity 323
interaction with legal structures 213–14
interpretation 323–5
legal recognition 322–3
ownership-governance dimension 320
participatory dimension 323
social business (social business enterprise) 319
social cooperatives 318, 322
social dimension 320
social entrepreneurs/entrepreneurship 318–19
social frames 36
social image concerns 15–16
social networks 47, 307, 308, 309, 310, 312
social norms 16, 28, 36, 183, 307–10, 312–13, 327, 373–5
social origins theory 403
social preferences 278, 284, 327–34
altruistic punishment sustaining cooperation 329–31
dictator game 332–3
free-riders 328–9, 330
mutual cooperation 328
prisoner’s dilemma 328, 329
public goods game with punishment 330
rationality 332–3
social norms 327
strong reciprocity 327–8
symbolic punishment 331–2
transitive preferences principle 333
ultimatum game 327, 328
‘warm glow’ 327
see also egotism: social preferences
social pressure 16
social skills 307–8
sociality 47
solidarity 74, 78, 79–80, 161, 363
and business, link between 3
Spain 273
Spencer, H. 45
spiritual capital 336–42, 347–51
anti-materialism 336–7
capital flow 336
capital stock 336
definition 336
entrepreneurship 340–41
human capital, as part of 337–40
innovation 340–1
objectives and policy implications 342
organizational capital, as part of 341–2
Prisoner’s Dilemma situations 338
religious capital 338
religious meditation/meditative experience 339
self-awareness 339
self-commitment 340
self-control 339–40
social capital, as part of 338, 341–2
and spiritual intelligence (SQ) 350
spiritual humanism and corporate economics 344–52
corporate spirituality 349–50, 351
deep ecology 351
financial capital to spiritual capital 348–51
human capital 348–9
liberal arts 344
material capital and rational intelligence (IQ) 350
personalism as humanism of the other 346–8
postmodern forms 345
rational choice 347
renaissance movement 344
secular humanism 344–6
social capital and emotional intelligence (EQ) 349, 350, 352
social trust 349
spiritual capital and spiritual intelligence (SQ) 347–8, 350, 351–2
stakeholder theory 50–1
stakeholding, democratic 103–4
statalism 62
stationary state 4–5
stewardship principle 78
stockholder theory 50
Stolper-Samuelson theorem 245
strong reciprocity 20–22, 24, 25, 26–8, 327–8
Sturzo, L. 225
Suárez, F. 159
subsidiarity 70, 74, 78, 83, 161, 354–61, 403
Catholic Church 355, 358, 359
civil economy 357, 360
Commonwealth 357
cooperatives 360
distinctions 355
federalism 354
historical roots 355–8
horizontal 355, 356, 358–60
lateral (circular) 355
latter-day concept and uses 358–61
liberalism 357–8
Ordoliberalismus 358–9
relational theory 355
self-centred competition 360
vertical 354, 355, 358–9
Sugden, R. 54–5, 296
sustainability 166
sympathy 22, 279–80, 285–6, 390, 433
tax compliance and altruism 11–12
tax morale 9, 12
Taylor, F. 193
tenacity and egotism 129–30
Teschl, M. 12
theology of reciprocity 78–9
Theory X and Theory Y 194
third sector 400–409
associations 403–4
community involvement 408–9
conceptualization tools 406–7
coop eratives 403–4, 406
de facto associations 408–9
diversity in logics and behaviours 408–9
market 408
mutual societies 403, 405, 406
mutual-aid groups 408
non-distribution (of profits) constraint 401
non-profit sector 400–403, 405–6
public authorities 408
quasi-public organizations 408
self-help groups 408
social economy 403–6
social origins theory 403
state involvement 408
tax exemption 401
welfare mix 406–9
Thomism 363
Time Banks 257
tipping 11
totalitarianism 368, 369
transaction costs 228
transparency and accountability 210
trust 35, 307–13, 349, 411–19
altruism 419
asymmetrical relation of 386
conditional gain 412–13
conformism 419
cooperation 413
experimental evidence 414–15
exposure 412–13
fiduciary interaction 412–14
fiduciary phenomenon 411, 419
game theory 32–4, 38, 414
guilt-avoidance 419
inequality-avoidance 419
institutional planning 419
Investment-Game 415
reciprocity 419
responsiveness 418–19
self-esteem 419
self-interest 419
social and civil capital 309, 312–13, 411
temptation 412–13
see also trustworthiness
trustworthiness 35, 413, 415–19
altruism 416, 417
collective rationality 418
equilibrated self-interest 416
equitable pay-off 417
folk theorem 416
guilt-avoidance 418
inequality-avoidance 416–17
psychological game theory 417
reciprocity 417
voluntary organizations 444
Uhlaner, C. 295–6
Ultimatum Game 25–6, 327, 328
United Kingdom
Community Interest Companies (CICs) 214
liberalism 222, 224
mutualism 239, 242
poverty 262, 264
regard 290, 291
social enterprise 322–3
third sector 405
United States
cooperatives 86
ethical investment funds 135
gifts and gratuitousness 186–7
law and religion 208, 209–10, 211, 214
mutualism 240, 241, 242
philanthropy 251, 252, 256–7
poverty 261, 262, 265–6
prizes and awards 271
regard 290, 291
social and civil capital 307
social enterprise 319
spiritual capital 342
subsidiarity and new welfare 354
third sector 400, 401, 402–3
voluntary organizations 450
universal transaction 63
universalism 218–19
utilitarianism 44–6, 221–2, 433–6
values 313
values based organizations 421–8
conflicts 424, 426
core members 423–4, 426–7
definition 422–4
educational institutions 424
ethical values 423
ideal quality 426–7, 428
identity 423, 426–7
loyalty 426–7, 428
poverty trap prevention 427–8
price competition 425
quality competition 425–6
vocation 423–4, 428
veil of ignorance 375, 386, 390, 393, 396
virtue 156–7
character 34–5
virtue ethics and economics 430–38
altruism 435
commercial chrematistics 431
commutative justice 431–2
competitive equilibrium 432
demand, law of 434
distributive benevolence and concerns 435
economics as moral science 430–32
homo oeconomicus as analytic device 434–6
impartial spectator 433–4
irrationality 430
Kantian deontology 433
liberal social contract 435
market failure 432
money 431
rational market behavior 434
self-interest, benevolence and altruism 432–6
separability property 435
social contract 435
speculation 430
sympathy 433
utilitarianism 433–6
voluntary transfers 436
vividness and identifiable victim effect 13–14
voluntarism 11, 219, 222
voluntary organizations 403, 441–50
altruism 441–2
club or toll goods 445–6, 447
common pool resources 445–6, 447–8
cooperation 445–9
cooperatives 442, 443
definitions and classifications 442–3
evolution and theory 443–4
free-riding behavior 446, 447, 448–9
private goods 446
public goods 448–9
purely private goods 445–6
purely public goods 445–6
quasi-public goods 445
trustworthiness 444
vulnerability 386, 395
Ward, B. 97
‘warm glow’
altruism 10
corporate social responsibility (CSR) 376–7
gifts and gratuitousness 182–3, 184, 186, 187
philanthropy 254
regard 286
social preferences 327
Weber, M. 336–7
Welfare State 3
Wicksteed, P. 421–2
William of Ockham 222–3
willingness to pay (WTP) 301
Yunus, M. 229, 231