The Founder’s Dilemmas
Anticipating and Avoiding the Pitfalls That Can Sink a Startup

Noam Wasserman

The Founder’s Dilemmas examines how early decisions by entrepreneurs can make or break a startup and its team. Drawing on a decade of research, including quantitative data on almost ten thousand founders as well as inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, Noam Wasserman reveals the common pitfalls founders face and how to avoid them.

People problems are the leading cause of failure in startups; The Founder’s Dilemmas offers solutions no entrepreneur can afford to ignore.

“Wasserman’s book is on track to take as lofty a position in the entrepreneurial literature as HBS’s Clayton Christensen’s The Innovator’s Dilemma did in the field of technological change.”
—Peter Cohan, Forbes

“A seminal work…. Sure to be required reading in business school curricula, this illuminating and captivating read will also appeal to aspiring entrepreneurs or founders who want to make better decisions in existing ventures.”
—Publishers Weekly

“There are plenty of books, lots with stories, anecdotes, and suggestions, but none that are particularly systematic about going through all of the issues. Noam’s book is the first I’ve read—and he totally nails it.”
—Brad Feld, Feld Thoughts

“The definitive book on the topic…. If you are a founder or thinking about becoming one, you should read this book.”
—Dharmesh Shah, OnStartups.com

“Wasserman’s book is a towering guide to making these decisions thoughtfully and purposefully. Every founder should read it—and take the time to digest its rich data and lessons.”
—Jeff Bussgang, Seeing Both Sides

THE KAUFMAN FOUNDATION SERIES ON INNOVATION AND ENTREPRENEURSHIP

Noam Wasserman is an associate professor at Harvard Business School.
Finance and the Good Society

Robert J. Shiller

With a new preface by the author

The reputation of the financial industry could hardly be worse than it is today in the aftermath of the 2008 financial crisis. But in this important and timely book, New York Times bestselling economist Robert Shiller argues that, rather than condemning finance, we need to reclaim it for the common good. He makes a powerful case for recognizing that finance is one of the most powerful tools we have for solving our common problems and increasing the general well-being. Challenging the public and its leaders to rethink finance and its role in society, Shiller argues that finance should be defined not merely as the manipulation of money or the management of risk, but as the stewardship of society’s assets.

“Shiller comes across as pragmatic as well as visionary, explaining how much financial capitalism has done for society and how much more it could do if harnessed for the common good.”
—James Pressley, Bloomberg News

“A persuasive case for a fresh view of an industry that is too glibly demonized.”
—Sebastian Mallaby, New York Times Book Review

“Deeply intelligent and elegantly argued.”
—BizEd

“Shiller has won a deserved reputation as being among the world’s most prescient analysts of financial excesses. When he defends finance, we should pay attention.”
—Martin Wolf, Prospect

“Rigorous.”
—Howard Davies, Times Literary Supplement

“Wonderfully persuasive…. Shiller reminds us of the profound importance of finance to making our society work.”
—Robin Harding, Financial Times

Robert J. Shiller is the author of Irrational Exuberance and The Subprime Solution, and the coauthor, with George A. Akerlof, of Animal Spirits: How Human Psychology Drives the Economy, and Why It Matters for Global Capitalism (all Princeton). He is the Arthur M. Okun Professor of Economics at Yale University.
Beauty Pays
Why Attractive People Are More Successful

Daniel S. Hamermesh

How much better-off are the better-looking? Based on the evidence, quite a lot. The first book to seriously measure the advantages of beauty, Beauty Pays demonstrates how society favors the beautiful and how better-looking people experience startling and undeniable benefits in all aspects of life. Noted economist Daniel Hamermesh shows that the attractive are more likely to be employed, receive more substantial pay, negotiate loans with better terms, and have more handsome and highly educated spouses. Hamermesh explains why this happens and what it means for the beautiful—and the not-so-beautiful—among us.

“Hamermesh finds that pulchritude is valuable in nearly all professions, not just those where good looks may seem to be an obvious asset.”
—Jim Surowiecki, New Yorker

“This chatty, economist’s-eye-view of beauty in the marketplace provides solid statistical evidence that beauty does pay.”
—Publishers Weekly

“Beauty Pays is provocative and informative.”
—Joel Waldfogel, author of Scroogenomics

Daniel S. Hamermesh is the Sue Killam Professor in the Foundations of Economics at the University of Texas, Austin, and professor of economics at Royal Holloway, University of London.

Lessons Learned
Reflections of a University President

William G. Bowen

Lessons Learned gives readers unprecedented access to the university president’s office, providing a unique set of reflections on the challenges involved in leading both research universities and liberal arts colleges. In this landmark book, William G. Bowen, former Princeton University president, takes readers behind closed faculty-room doors to discuss how today’s colleges and universities serve their age-old missions. With extraordinary candor, clarity, and good humor, Bowen shares the sometimes-hard lessons he learned. Drawing on more than four decades of experience, Bowen demonstrates how his greatest lessons often arose from the missteps he made along the way, and how, when it comes to university governance, there are important general principles but often there is no single right answer.

“[Bowen’s] advice on how to be a successful leader of a university is invariably spot-on.”
—Alan Ryan, New Statesman

“These are lessons learned sometimes the hard way, and Bowen is quite prepared to admit it.”
—Sir Drummond Bone, Times Higher Education

William G. Bowen is president emeritus of the Andrew W. Mellon Foundation and Princeton University. His many books include the acclaimed bestseller The Shape of the River and Crossing the Finish Line (both Princeton).
College
What It Was, Is, and Should Be

Andrew Delbanco
With a new preface by the author

As the commercialization of American higher education accelerates, more students are coming to college with the narrow aim of obtaining a preprofessional credential. The traditional four-year college experience—an exploratory time for students to discover their passions and test ideas and values with the help of teachers and peers—is in danger of becoming a thing of the past. In College, prominent cultural critic Andrew Delbanco offers a trenchant defense of such an education, and warns that it is becoming a privilege reserved for the relatively rich. In describing what a true college education should be, he demonstrates why making it available to as many young people as possible remains central to America’s democratic promise.

In a new preface, Delbanco addresses recent events that threaten the future of the institution.

“Insightful and rewarding…. Delbanco performs an invaluable public service.”
—Richard Wolin, The Nation

“Delbanco’s is not an argument for, but a display of, the value of a liberal arts education.”
—Stanley Fish, New York Times

“Delbanco writes with the exasperated energy of a radical assistant professor half his age, and displays an unforced affection for undergraduate students that is deeply engaging and permeates the book with an infectious optimism about the possibilities of liberal education in spite of all the obstacles that he lists.”
—Alan Ryan, Times Higher Education

“Delbanco’s brevity, wit, and curiosity about the past and its lessons for the present give his book a humanity all too rare in the literature on universities.”
—Anthony Grafton, New York Review of Books

“An impassioned call for a corrupt system to heal itself.”
—Kirkus Reviews

Andrew Delbanco is the Mendelson Family Chair of American Studies and the Julian Clarence Levi Professor in the Humanities at Columbia University. His books include Melville: His World and Work (Vintage), which won the Lionel Trilling Award and was a finalist for the Los Angeles Times Book Prize in biography. He received the 2011 National Humanities Medal for his writing, which spans from the literature of Melville and Emerson to contemporary issues in higher education.

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Cloth 2012

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EDUCATION • CURRENT AFFAIRS

PRESS.PRINCETON.EDU
Isaiah Berlin (1909–1997) was the greatest intellectual historian of the twentieth century. But his work also made an original and important contribution to moral and political philosophy and to liberal theory. In this lively and lucid book, eminent philosopher John Gray shows that Berlin’s thought is animated by a single, powerful, and subversive idea—value-pluralism. Through this idea, Gray argues, Berlin provides a much-needed restatement of liberalism.

In a new introduction, Gray argues that, in a world in which human freedom has spread more slowly than democracy, Berlin’s account of liberty and basic decency is more instructive and useful than ever.

“Gray has written an acute and illuminating exposition of Berlin’s world view…. He probably gets closer to Berlin than anyone else has done.”
—Michael Walzer, New York Review of Books

“A masterly study of Berlin’s political thought.”
—Adam Wolfson, National Interest

John Gray is the author of many books, including Straw Dogs: Thoughts on Humans and Other Animals and The Silence of Animals: On Progress and Other Modern Myths. He is professor emeritus of European thought at the London School of Economics.

In *The Roots of Romanticism*, one of the twentieth century’s most influential philosophers dissects and assesses a movement that changed the course of history. Brilliant, fresh, immediate, and eloquent, these celebrated Mellon Lectures are a bravura intellectual performance. Berlin surveys the many attempts to define romanticism, distills its essence, traces its developments from its first stirrings to its apotheosis, and shows how it still permeates our outlook.

This new edition features a corrected text and a new foreword by John Gray.

“Exhilaratingly thought-provoking.”
—The Times (London)

“A fascinating intellectual history.”

“Berlin at his best: quick-minded, erudite, witty.”
—John Banville, Irish Times

John Gray

Isaiah Berlin

Published in association with the National Gallery of Art, Washington

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PHILOSOPHY • LITERATURE

Not for sale in the Commonwealth (except Canada) and Europe
The Hedgehog and the Fox
An Essay on Tolstoy’s View of History
Second Edition

Isaiah Berlin
Edited by Henry Hardy
With a new foreword by Michael Ignatieff

“The fox knows many things, but the hedgehog knows one big thing.” This ancient Greek aphorism, preserved in a fragment from the poet Archilochus, describes the central thesis of Isaiah Berlin’s masterly essay on Leo Tolstoy and the philosophy of history, the subject of the epilogue to War and Peace. Although there have been many interpretations of the adage, Berlin uses it to mark a fundamental distinction between human beings who are fascinated by the infinite variety of things and those who relate everything to a central, all-embracing system. Applied to Tolstoy, the saying illuminates a paradox that helps explain his philosophy of history: Tolstoy was a fox, but believed in being a hedgehog. One of Berlin’s most celebrated works, this extraordinary essay offers profound insights about Tolstoy, historical understanding, and human psychology.

This new edition features a corrected text that supplants all previous versions and includes English translations of the many passages in foreign languages, a new foreword by Berlin biographer Michael Ignatieff, and a new appendix that provides rich context.

“Beautifully written and suggestive.”
—W. H. Auden, New Yorker

“A brilliant essay ... a searching and profound analysis.”
—E. H. Carr, Times Literary Supplement

“So entertaining, as well as acute, that the reader hardly notices that it is learned too.”
—Arnold Toynbee, Observer

“[Berlin] has a deep and subtle feeling for the puzzle of Tolstoy’s personality, and he writes throughout ... with a wonderful eloquence.”
—William Barrett, New York Times

Isaiah Berlin (1909–1997) was one of the most important thinkers of the twentieth century. A fellow of All Souls College, Oxford, he was the author of many books, including Against the Current, The Crooked Timber of Humanity, and The Roots of Romanticism (all Princeton).
**Against the Current**

*Essays in the History of Ideas*

*Second Edition*

**Isaiah Berlin**

Edited by Henry Hardy

*With a new foreword by Mark Lilla*

*Introduction by Roger Hausheer*

In this outstanding collection of essays, Isaiah Berlin, one of the great thinkers of the twentieth century, discusses the importance of dissenters in the history of ideas—among them Machiavelli, Vico, Montesquieu, Herzen, and Sorel. With his unusual powers of imaginative re-creation, Berlin brings to life original minds that swam against the current of their times—and still challenge conventional wisdom.

In a new foreword to this corrected edition, which also includes a new appendix of letters in which Berlin discusses and further illuminates some of its topics, noted essayist Mark Lilla argues that Berlin’s decision to give up a philosophy fellowship and become a historian of ideas represented not an abandonment of philosophy but a decision to do philosophy by other, perhaps better, means.

“A most remarkable intellectual achievement.”
—Goronwy Rees, Encounter

“Exhilarating to read.”
—Keith Thomas, Observer

**The Crooked Timber of Humanity**

*Chapters in the History of Ideas*

*Second Edition*

**Isaiah Berlin**

Edited by Henry Hardy

*With a new foreword by John Banville*

In *The Crooked Timber of Humanity*, Isaiah Berlin exposes the links between the ideas of the past and the social and political cataclysms of our own time: between the Platonist belief in absolute truth and the lure of authoritarianism; between the eighteenth-century reactionary ideologue Joseph de Maistre and twentieth-century Fascism; between the romanticism of Schiller and Byron and the militant—and sometimes genocidal—nationalism that convulses the modern world.

This new edition features a corrected text, additional references, a new foreword by novelist John Banville, and a substantial new appendix that provides rich context.

“A beautifully patterned tapestry of philosophical thought.”
—New York Times

“A brilliant, convincing work ... humane, compassionate, important.”
—San Francisco Chronicle

The Aesthetics of Architecture
Roger Scruton
With a new introduction by the author

In this important book, Roger Scruton calls for a return to first principles in contemporary architectural theory, contending that the aesthetic of architecture is, in its very essence, an aesthetic of everyday life. Aesthetic understanding is inseparable from a sense of detail and style, from which the appropriate, the expressive, the beautiful, and the proportionate take their meaning. Scruton provides incisive critiques of the romantic, functionalist, and rationalist theories of design, and of the Freudian, Marxist, and semiological approaches to aesthetic value.

In a new introduction, Scruton discusses how his ideas have developed since the book’s original publication thirty years ago, and he assesses the continuing relevance of his argument for the twenty-first century.

“This book is powerful and unusual.”
—Literary Review

“Compelling and readable…. [O]ne not just to read but to return to.”
—Anthony Savile, Times Literary Supplement

Roger Scruton is a visiting professor at Oxford University, where he is also a Fellow at Blackfriars Hall. His many books include Art and Imagination, Sexual Desire, The Aesthetics of Music, and A Political Philosophy: Arguments for Conservatism.

Karl Popper

With a new introduction by Alan Ryan and an essay by E. H. Gombrich

One of the most important books of the past century, Karl Popper’s The Open Society and Its Enemies is an uncompromising defense of liberal democracy and a powerful attack on the intellectual origins of totalitarianism. An immediate sensation when it was first published in two volumes in 1945, Popper’s monumental achievement has attained legendary status on both the Left and Right and is credited with inspiring anticomunist dissidents during the Cold War.

In a substantial new introduction, Alan Ryan puts Popper’s landmark work in biographical, intellectual, and historical context. Also included is a personal essay in which E. H. Gombrich recounts the story of the book’s eventual publication despite numerous rejections and wartime deprivations.

“A work of first-class importance.”
—Bertrand Russell

“One of the great books of the century.”
—Times (London)

“Sir Karl Popper was right.”
—Václav Havel

“Brilliant.”
—Economist

Karl Popper (1902–1994) was one of the most important philosophers of the twentieth century.

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A SHORT LIFE OF KIERKEGAARD

Walter Lowrie

With Lowrie’s essay “How Kierkegaard Got into English” and a new introduction by Alastair Hannay

A small, insignificant-looking intellectual with absurdly long legs, Søren Kierkegaard (1813–1855) was a veritable Hans Christian Andersen caricature of a man. A strange combination of witty cosmopolite and melancholy introvert, he spent years writing under a series of fantastical pseudonyms, lavishing all the splendor of his magnificent mind on a seldom-appreciative world. He had a tragic love affair with a young girl, was dominated by an unforgettable Old Testament father, fought a sensational literary duel with a popular satiric magazine, and died in the midst of a violent quarrel with the state church for which he had once studied theology. Yet this iconoclast produced a number of brilliant books that have profoundly influenced modern thought.

In this classic biography, the celebrated Kierkegaard translator Walter Lowrie presents a charming and warmly appreciative introduction to the life and work of the great Danish writer. Lowrie tells the story of Kierkegaard’s emotionally turbulent life with a keen sense of drama and an acute understanding of how it shaped his thought. The result is a wonderfully informative and entertaining portrait of one of the most important thinkers of the past two centuries.

This edition also includes Lowrie’s wry essay “How Kierkegaard Got into English,” in which he tells the improbable story of how he became one of Kierkegaard’s principal English translators despite not learning Danish until he was in his 60s, as well as a new introduction by Kierkegaard scholar Alastair Hannay.

“Probably as good an introduction to Kierkegaard and his works as any that is likely ever to be produced.”
—Times Literary Supplement

“A remarkable phosphorescent condensation…. [Lowrie gives] us the very essence of the man…. [A] superb study.”
—New Republic

“A clear and moving account of the history of Kierkegaard’s development and his writings.”
—Baltimore Evening Sun

Walter Lowrie (1868–1959) played a leading role in introducing Kierkegaard to the English-speaking world as his first English-language biographer and the first English translator of more than a dozen volumes of his work.

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320 pages. 5 x 8.

PHILOSOPHY I BIOGRAPHY

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**The Seducer’s Diary**

**Søren Kierkegaard**

Edited and translated by Howard V. Hong and Edna H. Hong

With a foreword by John Updike

“In the vast literature of love, *The Seducer’s Diary* is an intricate curiosity—a feverishly intellectual attempt to reconstruct an erotic failure as a pedagogic success, a wound masked as a boast,” observes John Updike in his foreword to Søren Kierkegaard’s narrative. This work, a chapter from Kierkegaard’s first major volume, *Either/Or*, springs from his relationship with his fiancée, Regine Olsen. Kierkegaard fell in love with the young woman, ten years his junior, and proposed to her, but then broke off their engagement a year later. This event affected Kierkegaard profoundly. Olsen became a muse for him, and a flood of volumes resulted. His attempt to set right, in writing, what he felt was a mistake in his relationship with Olsen taught him the secret of “indirect communication.” *The Seducer’s Diary*, then, became Kierkegaard’s attempt to portray himself as a scoundrel and thus make their break easier for her.

Matters of marriage, the ethical versus the aesthetic, dread, and, increasingly, the severities of Christianity are pondered by Kierkegaard in this intense work.

The text is from Howard V. Hong and Edna H. Hong’s standard English translation of *The Writings of Kierkegaard*.

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**Fear and Trembling and The Sickness Unto Death**

**Søren Kierkegaard**

Translated and with notes by Walter Lowrie

With a new introduction by Gordon Marino

Walter Lowrie’s classic, bestselling translation of Søren Kierkegaard’s most important and popular books remains unmatched for its readability and literary quality. *Fear and Trembling* and *The Sickness Unto Death* established Kierkegaard as the father of existentialism and have come to define his contribution to philosophy. Lowrie’s translation, first published in 1941 and later revised, was the first in English, and it has introduced hundreds of thousands of readers to Kierkegaard’s thought.

Kierkegaard counted *Fear and Trembling* and *The Sickness Unto Death* among “the most perfect books I have written,” and in them he introduces two terms—“the absurd” and “despair”—that have become key terms in modern thought. *Fear and Trembling* takes up the story of Abraham and Isaac to explore a faith that transcends the ethical, persists in the face of the absurd, and meets its reward in the return of all that the faithful one is willing to sacrifice, while *The Sickness Unto Death* examines the spiritual anxiety of despair.

Walter Lowrie’s magnificent translation of these seminal works continues to provide an ideal introduction to Kierkegaard. And, as Gordon Marino argues in a new introduction, these books are as relevant as ever in today’s age of anxiety.
On Compromise and Rotten Compromises

Avishai Margalit

Compromise is a great political virtue, especially for the sake of peace. But, as Avishai Margalit argues, there are moral limits to acceptable compromise even for peace. Focusing attention on vitally important questions that have received surprisingly little attention, Margalit argues that we should be concerned not only with what makes a just war, but also with what kind of compromise allows for a just peace.

“Provocative.”
—New Yorker

“Margalit provides a refreshing and instructive contrast to much that has become conventionally accepted in recent political thinking.”
—John Gray, New York Review of Books

“Margalit shines light on a truth about real-world justice that few theorists acknowledge.”
—Carlin Romano, Chronicle Review

Avishai Margalit's most recent book (with Ian Buruma) is Occidentalism. His other books include The Ethics of Memory and The Decent Society. A professor emeritus of philosophy at the Hebrew University of Jerusalem, Margalit is a member of the Israel Academy of Sciences.

On Physics and Philosophy

Bernard d’Espagnat

Among the great ironies of quantum mechanics is not only that its conceptual foundations seem strange even to the physicists who use it, but that philosophers have largely ignored it. Bernard d’Espagnat argues that quantum physics demands serious reconsideration of most of traditional philosophy.

On Physics and Philosophy is an accessible, mathematics-free reflection on the philosophical meaning of the quantum revolution, by one of the world’s leading authorities on the subject.

“In this valuable work, Bernard d’Espagnat brings his considerable expertise in contemporary physics to bear on the difficult philosophical issues arising from the current understanding of the subatomic domain.”
—Thomas Oberdan, Isis

“Bernard d’Espagnat eschews the technical philosophical and mathematical jargon ... while nonetheless getting deeply into the consistency and plausibility of significant metaphysical claims. For all collections on the philosophy of science.”
—Choice

Bernard d’Espagnat is professor emeritus of physics at the University of Paris-Orsay, where he was director of the Laboratory of Theoretical Physics and Elementary Particles from 1970 to 1987, and winner of the 2009 Templeton Prize. His books include the classic Conceptual Foundations of Quantum Mechanics and Veiled Reality.
Strange New Worlds
The Search for Alien Planets and Life beyond Our Solar System

RAY JAYAWARDHANA
With a new afterword by the author

In *Strange New Worlds*, renowned astronomer Ray Jayawardhana brings news from the front lines of the epic quest to find planets—and alien life—beyond our solar system. Only in the past two decades, after millennia of speculation, have astronomers discovered planets around other stars. Jayawardhana vividly tells the stories of the scientists and the breakthroughs that have ushered in this extraordinary age of exploration.

In a new afterward, Jayawardhana explains some of the most recent developments as we search for the first clues of life on other planets.

“I felt the thrill of briefly sharing in the efforts of these planet-seeking scientists and seeing the universe through their eyes.”
—Mike Brown, Wall Street Journal

“[Jayawardhana’s] lucid and effortless prose makes for an engaging read.”
—Chris Tinney, Nature

Ray Jayawardhana is professor and Canada Research Chair in Observational Astrophysics at the University of Toronto, as well as an award-winning science writer.

The Church of Scientology
A History of a New Religion

HUGH B. URBAN

Few religious movements have been subject to public scrutiny like Scientology, yet much of what is written about the church is sensationalist and inaccurate. Here for the first time is the story of Scientology’s protracted and turbulent journey to recognition as a religion in the postwar American landscape. Hugh Urban tells the real story of Scientology from its Cold War–era beginnings in the 1950s to its prominence today as the religion of Hollywood’s celebrity elite.

*The Church of Scientology* demonstrates how Scientology has reflected the broader anxieties and obsessions of postwar America, and raises profound questions about how religion is defined and who gets to define it.

“A fascinating account of how a healing practice called Dianetics came to define itself—and become officially recognized—as a religion in the United States.”
—Glen Altschuler, Boston Globe

“A deep and often brilliant anthropological dissection… Urban’s portrayal of the birth and boom of Scientology is absorbing and impressive.”
—Alex Preston, Guardian

Hugh B. Urban is professor of religious studies at Ohio State University. His books include *Magia Sexualis: Sex, Magic, and Liberation in Modern Western Esotericism* and *Tantra: Sex, Secrecy, Politics, and Power in the Study of Religion*. 
Towing Icebergs, Falling Dominoes, and Other Adventures in Applied Mathematics

Robert B. Banks

How tall can a person grow? Why do we get stuck in traffic? Which football player has a better chance of breaking away—a small, speedy wide receiver or a huge, slow linebacker? Can we alleviate water shortages in California by towing icebergs from Antarctica? In this book, Robert Banks shares a wide range of musings, both practical and entertaining, that reveal how inherently mathematical our everyday lives truly are. Each concise chapter presents a real-world phenomenon in an informal and engaging manner. These problem-solving adventures show how mathematics and simple reasoning together may produce elegant models that explain everything from the federal debt to the proper technique for ski jumping.

“There is something here for every mathematically inclined reader.”
—Robert Matthews, New Scientist

“Robert Banks’s study of everyday phenomena is infused with infectious enthusiasm.”
—Publishers Weekly

Robert B. Banks (1922–2002) was professor of engineering at Northwestern University and dean of engineering at the University of Illinois at Chicago.

Digital Dice
Computational Solutions to Practical Probability Problems

Paul J. Nahin

With a new preface by the author

Digital Dice is all about how to get numerical answers to difficult probability problems without having to solve complicated mathematical equations. In his characteristic style, Nahin brings twenty-one difficult but fun problems to life with interesting and odd historical anecdotes. The book shows readers how to write elementary computer codes and provides solutions and walk-throughs of a MATLAB code for each problem.

In a new preface, Nahin wittily addresses some of the responses he received to the first edition.

“Digital Dice will appeal to recreational mathematicians who have even a limited knowledge of computer programming, and even nonprogrammers will find most of the problems entertaining to ponder.”
—Games Magazine

“Interesting and rewarding.”
—Physics World

Paul J. Nahin is the author of many best-selling popular-math books, including Chases and Escapes, Dr. Euler’s Fabulous Formula, When Least Is Best, and An Imaginary Tale (all Princeton). He is professor emeritus of electrical engineering at the University of New Hampshire.

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Robert B. Banks

How tall can a person grow? Why do we get stuck in traffic? Which football player has a better chance of breaking away—a small, speedy wide receiver or a huge, slow linebacker? Can we alleviate water shortages in California by towing icebergs from Antarctica? In this book, Robert Banks shares a wide range of musings, both practical and entertaining, that reveal how inherently mathematical our everyday lives truly are. Each concise chapter presents a real-world phenomenon in an informal and engaging manner. These problem-solving adventures show how mathematics and simple reasoning together may produce elegant models that explain everything from the federal debt to the proper technique for ski jumping.

“There is something here for every mathematically inclined reader.”
—Robert Matthews, New Scientist

“Robert Banks’s study of everyday phenomena is infused with infectious enthusiasm.”
—Publishers Weekly

Robert B. Banks (1922–2002) was professor of engineering at Northwestern University and dean of engineering at the University of Illinois at Chicago.

Digital Dice
Computational Solutions to Practical Probability Problems

Paul J. Nahin

With a new preface by the author

Digital Dice is all about how to get numerical answers to difficult probability problems without having to solve complicated mathematical equations. In his characteristic style, Nahin brings twenty-one difficult but fun problems to life with interesting and odd historical anecdotes. The book shows readers how to write elementary computer codes and provides solutions and walk-throughs of a MATLAB code for each problem.

In a new preface, Nahin wittily addresses some of the responses he received to the first edition.

“Digital Dice will appeal to recreational mathematicians who have even a limited knowledge of computer programming, and even nonprogrammers will find most of the problems entertaining to ponder.”
—Games Magazine

“Interesting and rewarding.”
—Physics World

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Trigonometric Delights

Eli Maor

Trigonometry has always been an underappreciated branch of mathematics. In this book, Eli Maor draws on his remarkable talents as a guide to the world of numbers to show why the subject deserves more respect. Rejecting the usual arid descriptions of sine, cosine, and their trigonometric relatives, he brings the subject to life in a compelling blend of history, biography, and mathematics. He presents both a survey of the main elements of trigonometry and a unique account of its vital contribution to science and social development. Woven together in a tapestry of entertaining stories, scientific curiosities, and educational insights, the book more than lives up to the title *Trigonometric Delights*.

“[Maor] writes enthusiastically and engagingly…. Delightful reading from cover to cover. Trigonometric Delights is a welcome addition.”
—Sean Bradley, MAA Online

“Maor clearly has a great love of trigonometry, formulas and all, and his enthusiasm shines through…. If you always wanted to know where trigonometry came from, and what it's good for, you'll find plenty here to enlighten you.”
—Ian Stewart, New Scientist

Eli Maor teaches the history of mathematics at Loyola University in Chicago. He is the author of *To Infinity and Beyond, e: The Story of a Number*, *Venus in Transit*, and *The Pythagorean Theorem: A 4,000-Year History*.

PRINCETON SCIENCE LIBRARY

MARCH

Paper $18.95T 978-0-691-15820-4
256 pages. 3 halftones. 104 line illus. 6 x 9.
POPULAR MATHEMATICS HISTORY OF SCIENCE

Nine Algorithms That Changed the Future

The Ingenious Ideas That Drive Today's Computers

John MacCormick

With a foreword by Chris Bishop

Every day, we use our computers to perform remarkable feats. We use public-key cryptography to transmit information such as credit card numbers, and we use digital signatures to verify the identity of the websites we visit. How do our computers perform these tasks with such ease? This is the first book to answer that question in language anyone can understand, revealing the extraordinary ideas that power our PCs, laptops, and smartphones.

These revolutionary algorithms have changed our world: this book unlocks their secrets, and lays bare the incredible ideas that our computers use every day.

“[MacCormick] conveys a sense of wonder—at the beautiful science, rather than the technical feats, that makes computers do their magic.”
—Andreas Trabesinger, Nature Physics

“MacCormick leaves the reader with a sense of the engine that powers the networked world.”
—Kevin Slavin, New Scientist

John MacCormick is a leading researcher and teacher of computer science. He has a PhD in computer vision from the University of Oxford, has worked in the research labs of Hewlett-Packard and Microsoft, and is currently a professor of computer science at Dickinson College.

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JUNE

Paper $16.95T 978-0-691-15819-8
2012
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POPULAR MATHEMATICS COMPUTER SCIENCE
Weimar Germany still fascinates us, and now Eric Weitz has written the history that this complex and creative period deserves. *Weimar Germany* illuminates an era of strikingly progressive achievements, and even greater promise. Weitz explains how Germans rose from the defeat of World War I and the turbulence of revolution to forge democratic institutions and make Berlin a world capital of avant-garde art. He explores the period’s revolutionary cultural creativity, from architecture and theater to the new field of “sexology.” Yet *Weimar Germany* also shows that beneath this glossy veneer lay political turmoil that ultimately led to the demise of the republic and the rise of the radical Right.

In a new chapter, Weitz depicts Weimar’s global impact in the decades after the destruction of the republic, when so many of its key cultural and political figures fled Nazi Germany. The Weimar style they carried with them has powerfully influenced art, urban design, and intellectual life from Tokyo to Ankara, Brasilia to New York. They made Weimar an example of all that is liberating, and all that can go wrong, in a democracy.

“Excellent and splendidly illustrated…. [A] superb introduction . . . probably the best available.”
—Eric Hobsbawm, London Review of Books

“Weimar Germany is elegantly written, generously illustrated and never less than informative. It is also history with attitude.”
—Peter Graves, Times Literary Supplement

“Weitz effortlessly blends politics and economics, philosophy and literature, art and architecture in a gripping portrait of a culture whose pathology was exceeded only by its creativity…. This is history at its best.”
—Josef Joffe, publisher and editor of Die Zeit and fellow of the Hoover Institution, Stanford University
Reiner Stach
Translated by Shelley Frisch

This is the acclaimed central volume of the definitive biography of Franz Kafka. Reiner Stach spent more than a decade working with over four thousand pages of journals, letters, and literary fragments, many never before available, to re-create the atmosphere in which Kafka lived and worked from 1910 to 1915, the most important and best-documented years of his life. This period, which would prove crucial to Kafka’s writing and set the course for the rest of his life, saw him working with astonishing intensity on his most seminal writings—The Trial, The Metamorphosis, The Man Who Disappeared (Amerika), and The Judgment. These are also the years of Kafka’s fascination with Zionism; of his tumultuous engagement to Felice Bauer; and of the outbreak of World War I.

Kafka: The Decisive Years is at once an extraordinary portrait of the writer and a startlingly original contribution to the art of literary biography.

“Stach aims to tell us all that can be known about [Kafka], avoiding the fancies and extrapolations of earlier biographers. The result is an enthralling synthesis, one that reads beautifully…. I can’t say enough about the liveliness and richness of Stach’s book…. [E]very page of this book feels excited, dynamic, utterly alive.”
—Michael Dirda, Washington Post Book World

“A scrupulous, discriminating, and highly instructive account of Kafka’s life.”
—Robert Alter, New Republic

“Stach’s is a splendid effort and will be hard to surpass.”
—William H. Gass, Harper’s Magazine

“Most impressive is Stach’s recounting of the creation of his subject’s writings…. Stach’s own writing is wonderfully expressive.”
—Publishers Weekly (starred review)

“A masterpiece of inspired biographical writing.”
—Choice

“Probing…. Essential reading.”
—Booklist (starred review)
All the Missing Souls
A Personal History of the War Crimes Tribunals

David Scheffer

As President Clinton’s ambassador-at-large for war crimes issues, David Scheffer was at the forefront of the efforts that led to criminal tribunals for the Balkans, Rwanda, Sierra Leone, and Cambodia, and that resulted in the creation of the permanent International Criminal Court. All the Missing Souls is Scheffer’s gripping insider’s account of the international gamble to prosecute those responsible for genocide, war crimes, and crimes against humanity, and to redress some of the bloodiest human rights atrocities in our time.

“An exhaustive insider’s account, the most thorough we are likely to have, of how [these courts] were set up.” —Michael Ignatieff, New York Review of Books

“The 1970s looks at an iconic decade when the cultural Left and economic Right came to the fore in American society and the world at large. While many have seen the 1970s as simply a period of failures epitomized by Watergate, inflation, the oil crisis, global unrest, and disillusionment with military efforts in Vietnam, Thomas Borstelmann creates a new framework for understanding the period and its legacy. He demonstrates how the 1970s increased social inclusiveness and, at the same time, encouraged commitments to the free market and wariness of government. American culture and much of the rest of the world became more—and less—equal, transformations that continue to resonate today.”

“Borstelmann locates the origins of the contemporary world in the 1970s and presents by far the most comprehensive and persuasive portrait of that decade.” —Akira Iriye, Harvard University

“Profoundly thoughtful and beautifully written, The 1970s makes the compelling case that this pivotal decade gave birth to our contemporary political and social life.” —Suzanne Mettler, Cornell University

Thomas (“Tim”) Borstelmann is the Elwood N. and Katherine Thompson Distinguished Professor of Modern World History at the University of Nebraska–Lincoln.

The 1970s
A New Global History from Civil Rights to Economic Inequality

Thomas Borstelmann

HUMAN RIGHTS AND CRIMES AGAINST HUMANITY
Eric D. Weitz, Series Editor

AMERICA IN THE WORLD
Sven Beckert and Jeremi Suri, Series Editors
Roosevelt’s Lost Alliances
How Personal Politics Helped Start the Cold War
Frank Costigliola

In the spring of 1945, as the Allied victory in Europe was approaching, the shape of the postwar world hinged on the personal politics and flawed personalities of Roosevelt, Churchill, and Stalin. *Roosevelt’s Lost Alliances* captures this moment and shows how FDR crafted a winning coalition by overcoming the different habits, upbringings, sympathies, and past experiences of the three leaders. After FDR’s death, postwar cooperation depended on Harry Truman, who heeded the embittered “Soviet experts” his predecessor had kept distant. Bringing to light key overlooked documents, Frank Costigliola highlights the interplay between national political interests and more contingent factors.

“A provocative psychological thesis on leadership and diplomacy that contributes to understanding the origins of the Cold War.”
—Library Journal (starred review)

“A penetrating, personality-focused exploration of [the Cold War’s] WWII roots and the late 20th-century conflict whose aftershocks are still being felt today.”
—Publishers Weekly

Frank Costigliola is professor of history at the University of Connecticut and former president of the Society for Historians of American Foreign Relations. He is the author of *France and the United States* and *Awkward Dominion*.

No Enchanted Palace
The End of Empire and the Ideological Origins of the United Nations
Mark Mazower

No Enchanted Palace traces the origins and early development of the United Nations, one of the most influential yet perhaps least understood organizations in the world today. Acclaimed historian Mark Mazower forces us to set aside the popular myth that the UN miraculously rose from the ashes of World War II as the guardian of a new and peaceful global order, offering instead a strikingly original interpretation of the UN’s ideological roots, early history, and changing role in world affairs. Mazower shows how the UN’s creators envisioned a world organization that would protect the interests of empire, yet how this imperial vision was decisively reshaped by the postwar reaffirmation of national sovereignty and the unanticipated rise of India and other former colonial powers.

“[Mazower] has identified a gigantic contradiction in the United Nations’ very DNA that may explain how the ambitious, well-intentioned body evolved into Mess-on-East River.”
—Marc Tracy, New York Times Book Review

“Provocative.”
—G. John Ikenberry, Foreign Affairs

Mark Mazower is the Ira D. Wallach Professor of History and World Order Studies at Columbia University.

THE LAWRENCE STONE LECTURES
**Atatürk**
An Intellectual Biography

M. Şükrü Hanoğlu

When Mustafa Kemal Atatürk became the first president of Turkey in 1923, he set about transforming his country into a secular republic where nationalism sanctified by science—and by the personality cult Atatürk created around himself—would reign supreme as the new religion. This book provides the first in-depth look at the intellectual life of the Turkish Republic’s founder. In doing so, it frames him within the historical context of the turbulent age in which he lived, and explores the uneasy transition from the late Ottoman imperial order to the modern Turkish state through his life and ideas.

“Fresh and concise.”
—New Yorker

“A significant achievement, and indispensable for anyone seeking to understand the roots of modern Turkey.”
—Times Higher Education

“Atatürk does not lack for biographers, most of whose books are adulatory, but none has so thoroughly brought to life the ideological climate that molded the man as has Hanoğlu. And few have presented Atatürk with such objectivity.”
—Foreign Affairs

M. Şükrü Hanoğlu is the Garrett Professor in Foreign Affairs in the Department of Near Eastern Studies at Princeton University. His books include *A Brief History of the Late Ottoman Empire* (Princeton).

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**Ira**
A Political History

Adeed Dawisha

With a new afterword by the author on political developments since the 2010 Iraqi elections

The story of a fragile and socially fractured Iraq did not begin with the American-led invasion of 2003—it is as old as Iraq itself. In this superb political history, Adeed Dawisha traces the history of the Iraqi state from its inception in 1921, following the collapse of the Ottoman Empire, to the present day.

Featuring Dawisha’s insightful new afterword on recent political developments, *Iraq* is required reading for anyone seeking to make sense of what’s going on in Iraq today, and why it has been so difficult to create a viable government there.

“Anyone who thinks that Iraq has no history of democratic government needs to read this book immediately.”
—Choice

“A highly accessible and insightful work on one of the most important and complex countries in the Middle East.”
—Eric Davis, Middle East Journal

“A fine … study of abortive state building.”
—L. Carl Brown, Foreign Affairs

Adeed Dawisha is distinguished professor of political science at Miami University in Ohio. His books include *Arab Nationalism in the Twentieth Century* (Princeton), *Syria and the Lebanese Crisis*, and *Egypt in the Arab World*. 
Egypt after Mubarak
Liberalism, Islam, and Democracy in the Arab World

Bruce K. Rutherford
With a new introduction by the author

Which way will Egypt go now that Husni Mubarak’s authoritarian regime has been swept from power? Will it become an Islamic theocracy similar to Iran? Will it embrace Western-style liberalism and democracy? Egypt after Mubarak reveals that Egypt’s secularists and Islamists may yet navigate a middle path that results in a uniquely Islamic form of liberalism and, perhaps, democracy. Bruce Rutherford draws on in-depth interviews with Egyptian judges, lawyers, Islamic activists, politicians, and businesspeople. He utilizes major court rulings, political documents of the Muslim Brotherhood, and the writings of Egypt’s leading contemporary Islamic thinkers. Rutherford demonstrates that, in post-Mubarak Egypt, progress toward liberalism and democracy is likely to be slow.

Essential reading on a subject of global importance, this edition includes a new introduction by Rutherford that takes stock of the Arab Spring and the Muslim Brotherhood’s victories in the 2011–2012 elections.

“A fascinating and timely book.”
—Time

“[Readers will] be rewarded by Rutherford’s ambitious effort to explain how significant political actors, specifically, the Muslim Brotherhood, the judiciary, and the business sector, can work in parallel, if not exactly together, to influence the country’s trajectory over time. This is a novel approach to analyzing Egyptian politics.”
—Foreign Affairs

“[Egypt after Mubarak] clearly offers both an insightful account of Egyptian politics and a potentially fruitful framework for future comparative research on political change in the Arab world.”
—Perspectives on Politics

PRINCETON STUDIES IN MUSLIM POLITICS
Dale F. Eickelman and Augustus Richard Norton, Series Editors

MARCH
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336 pages. 1 table. 6 x 9.
POLITICAL SCIENCE I ISLAMIC STUDIES I MIDDLE EAST STUDIES

PRESS.PRINCETON.EDU
We live in the grip of a great illusion about politics, Pierre Manent argues in A World beyond Politics? It’s the illusion that we would be better off without politics—at least national politics, and perhaps all politics. Manent reasons that the political order is the key to the human order. Human life, to have force and meaning, must be concentrated in a particular political community, in which decisions are made through collective, creative debate. The best such community for democratic life, he argues, is still the nation-state.

“Dazzling…. It’s an ideal introduction to political philosophy in the new millennium.”
—Brian C. Anderson, National Review

“A remarkable tour d’horizon that happens to be a genuine tour de force.”
—James W. Ceaser, Claremont Review of Books

“A World beyond Politics? certainly deserves to be the most influential political analysis written in this century so far.”
—Peter Augustine Lawler, Perspectives on Politics

Pierre Manent teaches political philosophy at L’École des Hautes Études en Science Sociales in Paris. His books include An Intellectual History of Liberalism and The City of Man (both Princeton).

NEW FRENCH THOUGHT
Thomas Pavel and Mark Lilla, Series Editors

Syrian Episodes
Sons, Fathers, and an Anthropologist in Aleppo

John Borneman

Recounting his experience of living and lecturing in Aleppo, Syria’s second-largest city, John Borneman offers deft, first-person stories of the longings and discontents expressed by Syrian sons and fathers, as well as a prescient analysis of the precarious power held by the regime, its relation to domestic authority, and the conditions of its demise. We read of romantic seductions, rumors of spying, the play of light in rooms, the bargaining of tourists in bazaars, and an attack by wild dogs. With unflinching honesty and frequent humor, Borneman describes his encounters with students and teachers, customers and merchants, and women and families, many of whom are as intrigued by the anthropologist as he is by them. Refusing to patronize those he meets or to minimize his differences with them, Borneman provokes his interlocutors, teasing out unexpected confidences, comic responses, and mutual misunderstandings.

“First of all, the book is gorgeously written. Second, it is the anthropology of experience rather than the anthropology of abstruse theory.”
—Martin Peretz, New Republic

“Vivid detail fills Syrian Episodes…. The author fulfills his early promise of an ethnography that is as much about others’ questions as his own.”
—Nina C. Ayoub, Chronicle of Higher Education

John Borneman is professor of anthropology at Princeton University.

Syrian Episodes
Sons, Fathers, and an Anthropologist in Aleppo

John Borneman

A World beyond Politics?
A Defense of the Nation-State

Pierre Manent
Translated by Marc LePain

We live in the grip of a great illusion about politics, Pierre Manent argues in A World beyond Politics? It’s the illusion that we would be better off without politics—at least national politics, and perhaps all politics. Manent reasons that the political order is the key to the human order. Human life, to have force and meaning, must be concentrated in a particular political community, in which decisions are made through collective, creative debate. The best such community for democratic life, he argues, is still the nation-state.

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NEW FRENCH THOUGHT
Thomas Pavel and Mark Lilla, Series Editors
**Women in Western Political Thought**

**Susan Moller Okin**

*With a new introduction by Debra Satz*

In this pathbreaking study of the works of Plato, Aristotle, Rousseau, and Mill, Susan Moller Okin turns to the tradition of political philosophy that pervades Western culture and its institutions to understand why the gap between formal and real gender equality persists. Our philosophical heritage, Okin argues, largely rests on the assumption of the natural inequality of the sexes. Women cannot be included as equals within political theory unless its deep-rooted assumptions about the traditional family, its sex roles, and its relation to the wider world of political society are challenged. So long as this attitude pervades our institutions and behavior, the formal equality women have won has no chance of becoming substantive.

“Excellent…. Okin’s contribution is tantamount to the child declaring the emperor to be without clothes.”
—Vivian Gornick, Washington Post

“An engaging, serious, careful, and important work that raises the issues of women and politics in their most elemental form.… A pioneering book.”
—Benjamin R. Barber, New Republic

“Brilliant … [A] major contribution to political thought.”
—Christina Robb, Boston Globe

“Okin’s important book makes clear that … we cannot read the great political theorists as though ‘mankind’ means all of us.”
—Nannerl Keohane, Ethics

**Susan Moller Okin** (1946–2004) was a prominent feminist philosopher and the Marta Sutton Weeks Professor of Ethics in Society at Stanford University.
**Demanding Democracy**

American Radicals in Search of a New Politics

Marc Stears

This is a major work of history and political theory that traces radical democratic thought in America across the twentieth century, seeking to recover ideas that could reenergize democratic activism today. The question of how citizens should behave as they struggle to create a more democratic society has haunted the United States throughout its history. Marc Stears argues that we can learn from the radical democratic tradition that was forged by political activists in the twentieth century. Stears contends that this tradition still offers a compelling account of citizen behavior—one that is fairer, more inclusive, and more truly democratic than those advanced by political theorists today.

“This is an excellent, evocative book examining often-ignored possibilities for American democracy.”

—Choice

“The book provides a fine primer on democratic theory in twentieth-century America.... [It] is important not just for historians but also for political activists and thinkers.”

—Kevin Mattson, Journal of American History

Marc Stears is professor of political theory, university lecturer, and fellow at University College, Oxford. He is the author of *Progressives, Pluralists and the Problems of the State* and the coeditor of *Political Theory: Methods and Approaches*.

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**The New Global Rulers**

The Privatization of Regulation in the World Economy

Tim Büthe & Walter Mattli

Governments have increasingly delegated regulatory authority to international private-sector organizations. *The New Global Rulers* examines who writes the rules, who wins, who loses—and why—in organizations such as the International Accounting Standards Board, the International Organization for Standardization, and the International Electrotechnical Commission. Tim Büthe and Walter Mattli offer a new framework for understanding global private governance, and provide detailed empirical analyses based on multi-country, multi-industry business surveys. They show that global rule making by technical experts is highly political, and that even though rule making has shifted to the international level, domestic institutions remain crucial. Influence is not a function of the economic power of states, but of the ability of domestic standard-setters to provide timely information and speak with a single voice.

“If you want to understand the depths of globalization and what makes it work, then I highly recommend reading this book.”

—John Doces, Comparative Political Studies

Tim Büthe is associate professor of political science and a senior fellow of the Rethinking Regulation Center at Duke University. Walter Mattli is professor of international political economy and a fellow of St. John’s College, University of Oxford. His books include *The Politics of Global Regulation* (Princeton).
**The Science of War**

*Defense Budgeting, Military Technology, Logistics, and Combat Outcomes*

**Michael E. O’Hanlon**

*The Science of War* is the only comprehensive textbook on how to analyze and understand essential problems in modern defense policy. Michael O’Hanlon provides undergraduate and graduate students with an accessible yet rigorous introduction to the subject. Drawing on a broad range of sources and his own considerable expertise as a defense analyst and teacher, he describes the analytic techniques the military uses in every crucial area of military science.

- Covers defense budgeting
- Shows how to model and predict outcomes in war
- Explains military logistics, including overseas basing

“Timely, thoughtful, and full of insight. A signal contribution to the field.”

—General David H. Petraeus, U.S. Army

**Michael E. O’Hanlon** is a senior fellow at the Brookings Institution who specializes in national security policy. His many books include *Bending History* and *The Wounded Giant*.

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**Partisan Balance**

*Why Political Parties Don’t Kill the U.S. Constitutional System*

**David R. Mayhew**

It is remarkable that the American federal government does not collapse in permanent deadlock—but this system of government has functioned for well over two centuries. *Partisan Balance* provides a fresh understanding of the government’s long-standing vitality. Focusing on the period after World War II, and the legislative proposals offered by presidents from Harry Truman to George W. Bush, noted presidential scholar David Mayhew reveals that the presidency, Senate, and House rest on surprisingly similar electoral bases, and that the system has developed a self-correcting impulse that leads each branch to pull back when it deviates too much from other branches. Majoritarianism largely characterizes the American system and the wishes of the majority tend to nudge institutions back toward the median voter.

“Any time you read something David Mayhew has written, you end up learning something. His latest book, Partisan Balance, is no exception to that rule.”

—Matthew Yglesias, Matthew Yglesias blog

**David R. Mayhew** is Sterling Professor of Political Science at Yale University. His books include *Congress and Electoral Realignments*.

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**POLITICAL SCIENCE***

**DEFENSE POLICY***
Free Market Fairness
John Tomasi

Can libertarians care about social justice? In Free Market Fairness, John Tomasi argues that they can and should. Drawing simultaneously on moral insights from defenders of economic liberty such as F. A. Hayek and advocates of social justice such as John Rawls, Tomasi presents a new theory of liberal justice. This theory, free market fairness, is committed to both limited government and the material betterment of the poor. It is also a distinctively American ideal. It extends the notion, prominent in America’s founding period, that protection of property and promotion of real opportunity are indissoluble goals. Indeed, according to Tomasi, free market fairness is social justice, American style.

“An extremely interesting and important project.”
—Ethics

“A brilliant book.”
—Weekly Standard

John Tomasi is professor of political science at Brown University, where he is also the founder and director of Brown’s Political Theory Project. Tomasi holds degrees in political philosophy from the University of Oxford and the University of Arizona. He has held visiting fellowships and positions at Princeton, Harvard, and Stanford universities, and at the Freedom Center at the University of Arizona. He is the author of Liberalism Beyond Justice (Princeton).

Rational Ritual
Culture, Coordination, and Common Knowledge
Michael Suk-Young Chwe

With a new afterword by the author

Why do beer commercials dominate Super Bowl advertising? How do political ceremonies establish authority? This book answers these questions using a single concept: common knowledge. Game theory shows that in order to coordinate its actions, a group of people must form “common knowledge.” Michael Chwe applies this insight, with striking erudition, to analyze a range of rituals across history and cultures. He shows that public ceremonies are powerful not simply because they transmit meaning from a central source to each audience member but because they let audience members know what other members know.

In a new afterword, Chwe delves into new applications of common knowledge, both in the real world and in experiments, and considers how generating common knowledge has become easier in the digital age.

“Communal activities . . . serve a rational purpose, argues Michael Suk-Young Chwe . . . [His] work, like his own academic career, bridges several social sciences.”
—Virginia Postrel, New York Times

“A welcome addition.”
—Vincent P. Crawford, Journal of Economic Literature

Michael Suk-Young Chwe is associate professor of political science at the University of California, Los Angeles. He is the author of Jane Austen, Game Theorist (see page 106).
A Cooperative Species
Human Reciprocity and Its Evolution

Samuel Bowles & Herbert Gintis

Why do humans, uniquely among animals, cooperate with large numbers beyond the immediate family to advance projects for the common good? A Cooperative Species shows how genetic and cultural evolution has produced a species in which substantial numbers make sacrifices to uphold ethical norms and to help even total strangers. The book demonstrates that groups that created institutions to protect the civic-minded from exploitation by the selfish flourished and prevailed in conflicts with less cooperative groups. Using experimental, archaeological, genetic, and ethnographic data as well as computer simulations, this book provides a compelling and novel account of how humans came to be moral and cooperative.

“The achievement of Bowles and Gintis is to have put together from the many disparate sources of evidence a story as plausible as any we’re likely to get in the present state of behavioural sciences of how human beings came to be as co-operative as they are.”
—W. G. Runciman, London Review of Books

“A sustained and detailed argument for how genes and culture have together shaped our ability to cooperate.”
—Peter Richerson, Nature

Samuel Bowles heads the Behavioral Sciences Program at the Santa Fe Institute and teaches economics at the University of Siena. Herbert Gintis holds faculty positions at the Santa Fe Institute, Central European University, and the University of Siena.

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Why People Cooperate
The Role of Social Motivations

Tom R. Tyler

Any organization’s success depends on the voluntary cooperation of its members. But what motivates people to cooperate? Why People Cooperate challenges the decades-old notion that individuals within groups are primarily motivated by their self-interest. Instead, Tom Tyler demonstrates that human behaviors are influenced by shared attitudes, values, and identities that reflect social connections rather than material interests. Because of this, social motivations are critical when authorities attempt to secure voluntary cooperation from group members. Tyler also explains that two related aspects of group practices—the use of fair procedures when exercising authority and the belief by group members that authorities are benevolent and sincere—are crucial to the development of the attitudes, values, and identities that underlie cooperation.

“I am a fan of Tyler’s approach…. [H]e demonstrates the paucity of the view that human action is pushed and pulled by the lures of rewards and threats of penalties.”
—P.A.J. Waddington, Policing

“One of the clear strengths of Why People Cooperate is its applicability to a variety of disciplines.”
—Dana S. Dunn, PsycCRITIQUES

Tom R. Tyler is the Macklin Fleming Professor of Law and Professor of Psychology at Yale Law School.
PILLARS OF PROSPERITY
The Political Economics of Development Clusters

TIMOTHY BESLEY & TORSTEN PERSSON

“Little else is required to carry a state to the highest degree of opulence from the lowest barbarism, but peace, easy taxes, and a tolerable administration of justice.” This book reinterprets Adam Smith’s pillars of prosperity to explain the existence of development clusters—places that tend to combine effective state institutions, the absence of political violence, and high per-capita incomes. The authors show that countries tend to enjoy all three pillars of prosperity when they have cohesive political institutions that promote common interests and the provision of public goods.

“This book is a must-read for any serious student of development economics and political economy.”
—Daron Acemoglu, Massachusetts Institute of Technology

“The Pillars of Prosperity … provides the first rigorous foundations for the emergence of the effective states needed for development.”
—Paul Collier, Centre for the Study of African Economies, University of Oxford

TIMOTHY BESLEY is the School Professor of Economics and Political Science at the London School of Economics and Political Science. TORSTEN PERSSON is the Torsten and Ragnar Söderberg Chair in Economics and professor of economics at the Institute for International Economic Studies, Stockholm University.

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VIVIANA A. ZELIZER is the Lloyd Cotsen ’50 Professor of Sociology at Princeton University. She is the author of The Purchase of Intimacy, The Social Meaning of Money, Pricing the Priceless Child (all Princeton), and Morals and Markets: The Development of Life Insurance in the United States.

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SOCIOLOGY ■ ECONOMICS
Remaking the Heartland
Middle America since the 1950s

Robert Wuthnow

For many Americans, the Midwest is a vast unknown—Remaking the Heartland sets out to rectify this. Robert Wuthnow shows how the region has undergone extraordinary social transformations over the past half-century and proven itself surprisingly resilient in the face of such hardships as the Great Depression and the movement of residents to other parts of the country. He examines the heartland’s reinvention throughout the decades and traces the social and economic factors that have helped it to survive and prosper. Drawing arguments from extensive interviews and evidence from the towns and counties of the Midwest, Remaking the Heartland offers an accessible look at the humble yet strong foundations that have allowed the region to endure undiminished.

“Robert Wuthnow paints a compelling portrait of the enduring vitality of this special part of America and offers a provocative narrative of how it is changing.”
—Robert D. Putnam, author of Bowling Alone and American Grace

“[Remaking the Heartland] is a well-written, detailed, and persuasive account of change in the region.”
—J. L. Anderson, American Historical Review

Robert Wuthnow is the Gerhard R. Andlinger ’52 Professor of Social Sciences at Princeton University. He is the author of Small-Town America (see page 38).

Mafias on the Move
How Organized Crime Conquers New Territories

Federico Varese

Organized crime is spreading like a global virus as mobs take advantage of open borders to establish local franchises at will. That at least is the fear. As Federico Varese explains in this daring book, the truth is more complicated. In Mafias on the Move, Varese argues that mafiosi often find themselves abroad against their will, rather than through a strategic plan to colonize new territories. Once there, they do not always succeed in establishing themselves. Ultimately it is the inability of the state to govern economic transformations that gives mafias their opportunity.

“A compelling read and an impeccable work of reference.”
—John le Carré

“[Varese] is careful, painstaking, willing and able to pore through . . . files in search of hard facts. Yet he is as reckless as a freelance reporter out to make his name in the global badlands.”
—John Lloyd, Financial Times

“A compelling story that is as much about politics as crime.”
—Wall Street Journal

Federico Varese is professor of criminology at the University of Oxford. He is the author of The Russian Mafia and editor of Organized Crime.
Art of the Deal
Contemporary Art in a Global Financial Market
Noah Horowitz

Art today is defined by its relationship to money as never before. *Art of the Deal* exposes the inner workings of the contemporary art market, explaining how this unique economy came to be, how it works, and where it’s headed. Noah Horowitz takes an original look at the globalization of the art world and the changing face of the business, offering the clearest analysis yet of how investors speculate in the market and how emerging art forms such as video and installation have been drawn into the commercial sphere. *Art of the Deal* is a must-read book that demystifies collecting and investing in today’s art market.

“Art of the Deal is a crucial book on art and finance.”
—Blake Gopnik, Daily Beast

“The precision and lucidity with which Mr. Horowitz describes the commercialization of art should garner appeal for his book across a broad swath of market participants. For the rest of us, it is an enjoyable glimpse into the opaque corners of the art community.”
—Benjamin R. Mandel, Journal of Cultural Economics

Noah Horowitz received his PhD from the Courtauld Institute of Art, London, and currently lives in New York, where he is a member of the faculty of the Sotheby’s Institute of Art and managing director of the Armory Show.

The Indignant Generation
A Narrative History of African American Writers and Critics, 1934–1960
Lawrence P. Jackson

*The Indignant Generation* is the first narrative history of the neglected but essential period of African American literature between the Harlem Renaissance and the civil rights era. The years between these two indispensable epochs saw the rise of Gwendolyn Brooks, Ralph Ellison, James Baldwin, and many other influential black writers. While these individuals have been celebrated, little attention has been paid to the milieu in which they produced their greatest works.

“[This book] should guide the way African-American and American literature is studied.”
—Publishers Weekly (starred review)

Lawrence P. Jackson is professor of African American studies and English at Emory University. He is the author of *Ralph Ellison: Emergence of Genius* and *My Father’s Name: A Black Virginia Family after the Civil War*. 
European Literature and the Latin Middle Ages

Ernst Robert Curtius
With a new introduction by Colin Burrow

This monumental work, which T. S. Eliot described as “magnificent,” is nothing less than a sweeping history of the European literary imagination. A masterful synthesis by one of the twentieth century’s foremost scholars, the book traces the continuity of European literature from Homer to Goethe, establishing medieval Latin literature as the vital transition between the literature of antiquity and the diverse vernacular literatures of later centuries. European Literature and the Latin Middle Ages is without question a classic of twentieth-century literary scholarship. In a new introduction, Colin Burrow explains why, providing critical insights into Curtius’s life and ideas.

“This is the sort of book which takes much of a man’s lifetime to produce and which can be read again and again with profit and pleasure.”
—Virginia Quarterly Review

“We have in European Literature and the Latin Middle Ages a vast store of significant learning, and many new and important insights into the Human literary heritage and its precarious transmission.”
—Francis Fergusson, Hudson Review

Ernst Robert Curtius held the chair of romance literature and language at Bonn University from 1929 until his retirement in 1951. Colin Burrow is a fellow of All Souls College, University of Oxford.

The Law Is a White Dog
How Legal Rituals Make and Unmake Persons

Colin Dayan

Abused dogs, prisoners tortured in Guantánamo and supermax facilities, or slaves killed by the state—all are deprived of personhood through legal acts that sustain terrors and banishments while upholding the civil order. Examining troubling cases, The Law Is a White Dog tackles key societal questions: How does the law construct our identities? How do its rules and sanctions make or unmake persons? And how do the supposedly rational claims of the law define marginal entities, both natural and supernatural, including ghosts, dogs, slaves, terrorist suspects, and felons? Moving seamlessly across genres and disciplines, Colin Dayan looks at how the law disfigures individuals and animals, and how slavery, punishment, and torture create unforeseen effects in our daily lives.

“A triumph of style as well as substance.”
—Conor Gearty, Times Higher Education

 “[Dayan’s] book explores how larger socio-legal processes, like marginalization, the creation of social outcasts, and the justification of brutal penal practices, shape our present-day society. . . . Thought-provoking and engaging.”
—Law Library Journal

Colin Dayan is the Robert Penn Warren Professor in the Humanities at Vanderbilt University. Her books include Haiti, History, and the Gods and The Story of Cruel and Unusual.

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