

January 2010

Deirdre N. McCloskey

website: "Prudentia" at deirdremccloskey.org

(at which many of the articles mentioned below
and some of the books are available as PDFs)

Born "Donald" Sept 11, 1942, Ann Arbor, Michigan; married 1965-95; divorced; two grown children: Daniel (b. 1969); Margaret (b. 1975); gender change November 1995, GRS June 1996.

Current Academic Appointments:

UIC Distinguished Professor of Economics, History, English, and Communication, University of Illinois at Chicago, 2000-present.

(see also: "Fellowships and Honors")

Extraordinary Professor, University of the Free State, Bloemfontein, South Africa, 2007-present (in residence three weeks, annually).

Professorial Chair of Social Thought, Academia Vitae, Deventer, The Netherlands, 2006- ; occasional visits.

Adjunct faculty member in Philosophy and in Classics, University of Illinois at Chicago, 2000-present

Regular Faculty, week-long Summer School of EDAMBA (European Doctoral Programmes Association for Management and Business Administration), near Auch and then in Sorèze, southern France, annually late July 1997-present.

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***Past Teaching and Research Appointments
in reverse chronological order
(non tenure-track or occasional indented and in small type)***

Visiting Professor, School of Business, Economics, and Law, University of Gothenburg, Sweden, October 2009.

Tinbergen Professor, Gasthooglerares, May-June annually for five years, Erasmusuniversiteit Rotterdam, of Philosophy, and of Art and Cultural Studies, full year Jan-Dec 1996 (including Economics); then beginning 2001 two months each year; and full academic year 2005-06.

Laura C. Harris Visiting Distinguished Professor, Denison University, Feb-Mar 2003, in Women's Studies and Economics.

Professor, short session, Summer School of Criticism and Theory, Cornell University, 16-20 July, 2001.

Professor, *EDAMBA*, see current appointment above, and Teaching below: lectures on The Rhetoric of Management; The Fallacies of Statistical Significance.

Visitor, Institute of the Humanities, University of California, Riverside, spring 2000

Professor, Amsterdam-Maastricht Summer University, annually, see Teaching, below, 1998, 1999, 2000

John F. Murray Chair in Economics, University of Iowa, 1984-99

Professor of History, University of Iowa, 1980-99

Professor of Economics, University of Iowa, 1980-99

Honorary Simon Fellow, Department of History, University of Manchester, England, May-June 1992.

Fellow, Bellagio Study Center, Rockefeller Foundation, July 14-August 16, 1991: writing on English open field agriculture, 13th-18th centuries.

Visiting Lecturer, Department of Economics, University of York, England, May-June 1985 and 1986.

Fellow, Institute for Advanced Study, Princeton, academic 1983-1984.

Fellow, Research School of Social Sciences, Australian National University (rhetoric of economics; open fields); visiting Lecturer, Department of Economic History, Faculties, ANU, May-August, 1982.

Associate Professor of History, University of Chicago, 1979-1980, tenured.

Associate Professor of Economics, University of Chicago, 1973-1980; tenured 1975.

Honorary Research Fellow, Department of History, Birkbeck College, University of London; Academic Visitor, London School of Economics, Sept, 1975-July, 1976.

Visiting Assistant Professor of Economics, Stanford University, spring 1972.

Assistant Professor of Economics, University of Chicago, 1968-1975.

Education

B.A. Economics, Harvard College, 1964 m.c.l.

Ph.D. Economics, Harvard University, 1970

Summer School of Criticism and Theory, Hanover, NH, 1988.

Summer School in Law for Economics Professors (Henry Manne's program), Hanover, NH, 1990.

Dutch and Afrikaans: feeble reading knowledge; small Latin and less Greek; smatterings of French, Italian. Pathetic, really.

Fellowships and Honors

(reverse chronological order)

Fellowship, May, 2008 and subsequent early (northern) summers at STIAS (Stellenbosch Institute for Advanced Study)(Stellenbosse Instituut vir Gevorderde Navorsing), Stellenbosch, South Africa

Doctor honoris causa, National University of Ireland, Galway, June 2008

Doctor honoris causa, University of Gothenburg, Sweden, October 2007

Distinguished Visiting Faculty Fellow, Center for Ideas and Society, University of California at Riverside, Jan-June 2000.

Distinguished Visiting Professor of the Humanities, University of Illinois at Chicago, Aug-Dec 1999.

Phi Beta Kappa Lecturer, 1992-93.

May Brodbeck Fellowship in the Humanities (internal U of Iowa), University of Iowa, 1987-1988.

National Endowment for the Humanities fellowship, 1984.

Guggenheim Fellowship, 1983.

Research Grants

Earhart Foundation, on the Bourgeois Virtues, academic 2005-06, \$55,000

Earhart Foundation, on the Bourgeois Virtues, to support graduate students, early 1990s

National Science Foundation, on The Enclosure of English Open Fields, 1975-1980, some \$40,000.

National Science Foundation, on reading in economics, 1987-1989, \$45,000.

National Endowment for the Humanities grant for support of humanists in the Project on Rhetoric of Inquiry, \$150,000, 1989-1993.

National Science Foundation, on the historical extent of the market, 1992-1993, \$85,000.

Academic Administrative Tasks

(reverse chronological order)

National, current (a few of them: they are *representative*, not complete)

Regional (Midwest) selection committee for Fulbright student fellowships, 2008, 2007

Phi Beta Kappa selection committee for Phi Beta Kappa Lecturers, 1997-present, twice yearly meetings in Washington

Institute for Gay and Lesbian Strategic Studies, member, Academic Advisory Panel, 1997- .

Executive Committee International Network on Economic Method, 1999- .

National Advisory Board, Gender Political Action Committee, 2001-present

Selector, Guggenheim Fellowships, 1990s

University of Iowa, 1980-1999

Founding Co-Director, Project on Rhetoric of Inquiry (Poroi), University of Iowa, 1985-1999 (Honorary Founding Director, 2000-present).

Chair, Department of Economics, University of Iowa, 1981 and 1982.

Other Significant Administration, Iowa, 1980-1999

University: Search for Academic Vice-President (Chair 1988-89); University Advancement (1988-89); Institutional Audit (1988-89); Faculty Senate (1986-89); Review for the Department of English (1985); Editorial Board, University of Iowa Press (1984-87; Chair 1986-87); Selection of Faculty Scholars (1980, 1986); Faculty Welfare 1992-93; Research Council 1995, 1997-99.

College of Liberal Arts: Executive (1985-88); Educational Policy (1989-92; secretary 1990); Unified Program (1988-97).

Economics: Recruiting and Advisory (1980, 84, 85, 86, 89, 91, 92); Undergraduate (1980, 1992-93); Placement Director (1984-85).

History: African History Search, 1984-85; Russian History Search, 1985-86; Chair, Departmental Self-study, 1994.

University of Chicago, 1968-1980:

Director of Graduate Studies, Economics 1976-80; Committee on Public Policy Studies 1979-80; Social Science Collegiate Division governing committee 1974-80; Chair, Galler Prize, Division of the Social Sciences 1977-79; board member and sometime Acting Director, Master of Arts Program in the Social Sciences 1976-80.

EDITORIAL SERVICE:

Chiefly now referee reports (ten a year) for university presses, especially the University of Chicago Press, Princeton University Press, and Cambridge University Press in economics, rhetoric, political science, history.

Book Series:

Co-editor (with John Nelson and John Lyne; David Depew and John Peters)), Wisconsin University Press, book series on *The Rhetoric of Inquiry*, 1990- ; twenty books in print.

Co-editor (with John Nelson), University of Chicago Press, *New Practices of Inquiry*, 1990-99; six books in print.

Journals:

Co-editor (overlapping with R. Sylla 1980-1984 and with C. Goldin 1984-1986), *Journal of Economic History*, 1980-1986.

Associate Editor, *Journal of Economic Perspectives*, 1986-1987.

Contributing Editor, *Critical Review: An Interdisciplinary Journal of Politics and Society*, 1987-

Contributing Editor, *Reason*. 1992-

Editorial boards, boards of advisors, consulting journal editor (selection; some the dates are approximate):

Journal of Economic History, 1974-1979; *Explorations in Economic History*, 1974-1980; American review editor of *Economic History Review*, 1976-1979; *Economics and Philosophy*, 1983-1996; *Journal of British Studies*, 1983-1991; *Economic Inquiry*, 1985-1991; *Journal of Economic Methodology* 1993-present; *Reason*, c. 1990-present; *Comparative Studies in Society and History* 1990-present; *Feminist Economics* 1994-2000; *American Economic Review*, 1997-1998; [electronic] *Poroi*, 1995-present; [electronic] *Queen: A Journal of Rhetoric and Power*, 2000-present; *EconJournalWatch* 2003-present; Scientific Advisory Board, Ratio Institute, Stockholm, 2006-present; *Journal of Pluralism and Economics Education*, 2008-present;

Board of Advisors of MeasuringWorth, a service giving information on the value of money historically, 2007-

Service to Professional Associations:

International Cliometric Society:

Co-founder (with Samuel Williamson, 1984).

First Annual "Clio" Award, 1985, for service to historical economics.

Social Science History Association:

President 1988-1989.

Vice President 1987-1988; Executive committee, 1985-1987; Nominating Committee, 1983

Midwest Economics Association:

President, 1989-1990.

First Vice-President, 1985-1986

Economic History Association:

President, 1996-97

Founder, Annual Gerschenkron Prize

Vice-President, 1986-1988.

Eastern Economic Association:

President, 2003-04

[British]Economic History Society: Member of the Council, 1987-1990 (**first American member**).

American Economic Association:

Member of Executive Committee, Mar 1994-Mar 1997.

Committee for Race and Gender Balance in the Economics Curriculum, 1988 - present.

Economics Task Force for the Association of American Colleges, 1988-1990.

Nominating Committee, American Economic Association, 1990.

Representative memberships (on again, off again):

Cliometrics Society (co-founder), American Economic History Association, American Economic Association, American Historical Association, (British) Economic History Society, (British) Agricultural History Society, Society for Social Studies of Science, Social Science History Association, History of Economics Society, Kenneth Burke Society, Society for Literature and Science, Modern Language Association.

Conferences Organized:

Mathematical Social Sciences Board, NSF, for British economic history, Sept 1970.

NSF and British Social Science Research Council, two conferences on British economic history (Sept 1972-August 1974); with R. Floud.

British SSRC (with R. Floud), on preliminary chapters in a new economic history of England.

National Science Foundation, a series of annual "Cliometrics Conferences" (jointly with P. Lindert for 1977 and 1978; alone for 1979, 1980, and 1981; jointly with S. Williamson 1982-1986).

National Endowment for the Humanities, Iowa Humanities Board, and University of Iowa (with J. Nelson and A. Megill), on the rhetoric of the human sciences, 1984.

National Endowment for the Humanities, the Ford Foundation, and the National Science Foundation (with A. Klammer and R. Solow), for the rhetoric of economics, Apr 1986.

Russell Sage Foundation (with A. Megill), Sociology of Knowledge and the Rhetoric of Inquiry, Oct 1987.

Liberty Fund, the Rhetoric of Liberty, Montana, Oct, 1990.

and a dozen or so others, with varying degrees of administrative responsibility, such as the annual conference during the Presidency of the Midwest Economic Association.

Numerous named lectures and the like: **I have long ceased keeping detailed records**. I am frequently these days asked to keynote conferences, such as (to pick a recent year) the Tawney Lecture at the Durham meetings at the (British) Economic History Society, April 2003; a keynote at the Centennial Celebration of the Cambridge Tripos in Economics (September 2003) and at the Economic Association of Australia annual meeting, at Canberra (September 2003), with side lectures at the Research School of Social Science at Australian National, and at Macquarie University, University of New South Wales, and at Wollongong University (all in September 2003); the keynote address at the Kingston meetings of the (British) History of Thought Society, Sept 2004; the keynote to the South African meetings of economists and economic historians in Durban, Sept, 2005 with seven or eight side lectures around the country; and so forth.

But here are some of the engagements concerning my recent book, *The Bourgeois Virtues: Ethics for an Age of Commerce* (University of Chicago Press, 2006: front page report on an interview (in Dutch) by Olav Velthuis in the Dutch newspaper *Volkskrant*, July, 2006; podcast on TCSDaily, "What's the Big Idea?" by Nick Schulz, September 12, 2006 (<http://www.tcsdaily.com/article.aspx?id=090706F>); podcast Chris Gondek, September, 2006: [http://www.theinvisiblehandpodcast.com / The_Invisible_Hand_Episode_37.mp3](http://www.theinvisiblehandpodcast.com/The_Invisible_Hand_Episode_37.mp3)

And here is a podcast on the book with S. Ziliak *The Cult of Statistical Significance*: speech to the the National Economists Club in December 2008: <http://www.national-economists.org/speaklinks.html>. *A fuller account of such podcasts is kept in Susan MacDonald, ed., Prudentia, an on-line magazine about McCloskey, at deirdremccloskey.org.*

And during 2007-08, to give another sample, I have lectured to the meetings of the American Economic Association, the European University Institute (Max Weber Lecture), the Salk Institute, five universities in Ireland, two in Brazil, the Brazilian economic association, and so forth---about two a month or thereabouts as an average.

Teaching

(Chronological order, 1968-present)

University of Chicago 1968-1980:

Thesis supervisions and thesis committees in Economics, numerous; in History, Sociology, and Business

Economics: British Economic History (graduate and undergraduate Economics 348/History 245), 1969-1979, annual; American Economic history (undergraduate Economics 220/History 377), 1969-1979, as required; Workshop in Economic history (graduate, organizer), 1972-1980; Price Theory I (graduate Economics 300), 1969-1979, annual; Introduction to Economics (undergraduate Economics 200), 1969-1979, nearly annual; Econography (How to Write in Economics), non-credit graduate seminar, three times.

Other: Business History (Graduate School of Business 404, first such course at the School), once, 1979; Economics for Public Policy (graduate Program in Public Policy Studies, Public Policy 300), 1978-1979; Freedom and Authority (undergraduate, Social Science 113), 1968; Quantitative Methods for Social Sciences (graduate), once, 1970.

University of Iowa, 1980-99:

Numerous thesis supervisions and committee service in Economics and in History; service on three thesis committees in Communication Studies; two in Geography; one in English.

Economics: Microeconomics (Economics 103, undergrad) 1980, 1987, fall 1992; Introductory Micro Economics (undergrad; 450 students: joint with Albrecht, Daly, and Nordquist) 1982, 1986, singly spring 1993); Introductory Macro Economics (undergrad, 80 students, joint with Arjo Klamer), 1988; 430 students joint with A. Klamer 1989; Economics for Poets spring 1994; Law and Economics (undergrad) spring 1994; Price Theory for Graduate Students, 1982, 1984, 1985, 1986, 1989, 1990; Philosophy of Economics (grad) 1983, 1985, fall 1990, fall 1991.

History: Quantitative methods of Historians (grad), 1982, fall 1990; Western Civilization, 1750-present (undergrad, 430 students), 1988, 1989, spring 1991, fall 1991, spring 1994; Philosophy of History (graduate, spring 1997); Modern British Survey, 1750-1867, spring 1995, spring 1997; 1867-Present, spring 1998.

Crosslisted History and Economics: the New Economic History (grad history and economics seminar) 1980, 1988; British Economic History (undergrad), 1982; American Economic History (undergrad) 1984, 1985, 1992; 1997, 1999; Introduction to World Economic History (undergrad) fall 1993; graduate seminar in economic history and rhetoric ("the Sunday Seminar") 1991-present with a dozen students in History, Economics, and Geography; Bourgeois Virtue, undergraduate and graduate, 1997-98.

Interdisciplinary Courses at Iowa::

Literature, Science and the Arts (undergraduate): The Good Society (with David Hamilton [English], spring 1986); Capitalism and Romance (with Donald Marshall [English]), spring 1989); Greek and Modern Science (with Marlena Corcoran [English] and Steven Spangler [Physics]), fall 1993; Bourgeois Virtue (with Marlena Corcoran), fall 1994; two-day intensive

course on Gender Crossing [Sexuality Studies, with Michelle Eliason, spring 1999]; (with Colin Bell), Business Ethics (1994, 95).

Other Unified Program Course (see also Economics above); Western Civilization II (fall 1990)

Rhetoric of Inquiry (grad, with John Lyne [Communication Studies], spring 1989);

Rhetoric of Inquiry (grad, with John Nelson [Political Science], fall 1994.

University of Illinois at Chicago, 1999-present:

Bourgeois Virtue (graduate interdisciplinary seminar while a visitor; 10 students)

World Economic History (graduate interdisciplinary; 30).

Economics for Humanists (graduate, 20)

Econ 400: How to Be an Economist (graduate; 10).

Econ 110, The Economics of Gender (undergraduate, cross-listed with Gender and Women's Studies 110) (20)

English 402 [with Ralph Cintron], History of Rhetoric (graduate) (20)

Economics 218, Microeconomics: Theory and Business Applications (40)

Economics 325, Topics in World Economic History (undergrad, 30).

[Denison University: short course to undergraduates and faculty on "The Bourgeois Virtues."]

Economic 120, Principles of Economics (freshmen honors; 20)

English 504, Graduate Seminar in Literary Criticism: Class, Ideology, and Subjectivity [with R. Cintron and W. Benn Michaels] (20)

History 101: European History since 1648 (undergraduate 50)

English 504: The Text and the Economy: Social Science for of the Humanities (graduate seminar; 6).

Economics 326, History of Economic Thought (undergraduate, 40)

Economics 210, Microeconomics (30).

History 254, The Coming of Bourgeois Europe (undergrad, 20); Communication 594, Language and the Economy (grad seminar, 4)

Economics 553, The Economics of Religion (grad, 12)

History 504 Graduate Seminar in The Culture of the Middle Class in Europe, 1600-1848 (grad, 4)

History 114: Topics in Economic History (undergrad, 80)

Other Teaching:

Frequent, annual, and on-going:

EDAMBA [European Doctoral Programmes Association in Management and Business Administration], southern France, July 1997, 1998, 1999, 2000, 2001, [not 2002],2003,

2004, 2005, 2006, 2007, 2008, 2009: *The Rhetoric of Management; The Fallacies of Statistical Significance; Writing Professionally; The Philosophy of the Social Sciences*. ESADE (Escola Superior d'Administració i Direcció d'Empreses, Univ. Ramon Llull, Barcelona), week-long seminars, spring 1999, 2001, 2009, and forthcoming 2010 on the rhetoric of economics in managerial studies

Numerous Ph. D. thesis supervisions and co-supervisions: EIPE (Economics and Philosophy program in the Department of Philosophy) and Art and Cultural Studies Program, Erasmus University of Rotterdam, 1996-present.
EIPE, annual two-month course on Ethics and Economics, 2000-2006.

Non-on-going:

Amsterdam-Maastricht Summer University, two weeks each August 1997- 2001: *The Economics of Art* (with Arjo Klamer, Judith Mehta, Jack Amariglio).

Erasmus University of Rotterdam, 1996: *The Words of Science* (with Uskali Mäki); *Bourgeois Virtue; Economic History* (all: mixed undergraduate/ graduate).

University of York, May-June, 1985-1986: *Topics in American Economic and Social History*, 1985, 1986 (undergrad); *Problem Solving in Price Theory*, 1985, 1986 (undergrad).

Australian National University, summer, 1982: *Topics in Cliometric History* (undergrad).

Stanford University, spring, 1972: *British Economic History* (undergrad).

Publications

through October 2009

(Many of these are available as PDFs at deirdremccloskey.org)

{ } = drafted and available but not published;

{ { } } = not fully drafted.

(Some reprints and short items are doubtless missed.)

BOOKS WRITTEN:

reverse chronological order,

15 sole authored, 1 co-authored

[For Books in Preparation and Projected, see the end]

(•Short books and long pamphlets indented)

- {(16.) *Bourgeois Dignity: Why Economics Can't Explain the Modern World.* **Forthcoming** Oct 2010. July 2009 version available by 13 sections at deirdremccloskey.org

The Industrial Revolution and its world-making aftermath has usually been explained in materialist terms. Investment, foreign trade, exploitation, coal, imperialism, division of labor, property rights, genetics have all been evoked. *Bourgeois Dignity* shows in detail that none of the material explanations work, alone or in combination. They cannot explain the factor of ten by which world income per head has risen since 1800, not to speak of the factor of 40 in the most economically successful countries. Nor can they explain the uniquely Dutch and British and eighteenth-century character of the onset of modern economic growth. What can explain it is rhetoric, a change in the way people in Northwestern Europe talked about markets and innovation. Marx called it "ideology." In the first of three volumes devoted to the Industrial Revolution within her larger project on "The Bourgeois Era," McCloskey here deconstructs the materialist hypotheses and offers an idealist hypothesis which better explains the event.

- (15.) [co-authored with Stephen Ziliak] *The Cult of Statistical Significance: How the Standard Error Costs Us Jobs, Justice, and Lives* 2008, University of Michigan Press. Chps. 14-16 revised appear as "The Unreasonable Ineffectiveness of Fisherian 'Tests' in Biology, and Especially in Medicine." *Biological Theory* 4(1) 2009: 1-10.

Existence, arbitrary statistical significance, philosophical possibilities uncalibrated to the sizes of important effects in the world are useless for science. Yet in medical science, in population biology, in much of sociology, political science, psychology, and economics, in parts of literary study, there reigns the spirit of the Mathematics or Philosophy Departments (appropriate in their own fields of absolutes). The result has been a catastrophe for such sciences, or former sciences. The solution is simple: get back to seeking oomph. It would be wrong, of course, to abandon math or statistics. But they need every time to be put into a context of How Much, as they are in chemistry, in most biology, in history, and in engineering science.

- (14.) *The Bourgeois Virtues: Ethics for an Age of Commerce.* 616 + xviii pp. Vol. 1 of 5 of *The Bourgeois Age*. University of Chicago Press, July **2006**, as a trade book (reviewed *Wall Street Journal*, July 22, 2006; *NYTimes Sunday Book Review*, July 30; *Time Literary Supplement*, November; *New York Review of Books*, Dec. 21). Trans. license for **Korean** (Da Vinci via Besun Korea Agency), June 2006. Chapter 8 and 9 are reprinted with minor revisions as “Kärleken och bourgeoisie,” pp. 113-154 in Niclas Berggren, ed., *Mrknad och moral* (Stockholm: Ratio Förlag, 2008). Honorable Mention in Finance and Economics, Professional & Scholarly Publishers Division of the Assn. of American Publishers, 2006. The volumes 2-6 (Vol. 2 is *Bourgeois Dignity* mentioned above), and a short book summarizing the subject, are also under contract to the Press.

The story of “The Bourgeois Era” (the six-book series under contract to the University of Chicago Press of which this is the first volume) is of the rise of a prudential rhetoric in the Netherlands and England in the 17th century, its triumph in the Scottish Enlightenment and American colonial thought in the 18th century, and its decline after 1848 from, as Shaw once called it, the Great Conversion. An ethics of the virtues, as old as Aristotle and as new as feminist ethics, provides a way out of the growing self-hatred of the bourgeoisie. “Bourgeois virtue” is not a contradiction in terms. Economists are recognizing that virtue underlies a market economy; economic historians have long understood so in the lives of Quakers and the vital few. What the social sciences have not recognized since the 18th century and its notion of *doux commerce* is that a market economy can underlie the virtues. Not all virtues. Some virtues—in fact the ones we celebrate in philosophy and myth—are pagan or Christian, aristocratic and plebeian. We need new philosophies and myths, new readings of the ancient virtues, to suit a world in which we are all now bourgeois.

- (13.) •*The Secret Sins of Economics* Prickly Paradigm Pamphlets (Marshall Sahlins, ed.). University of Chicago Press. **2002**. 60 pp. Trans. into **Persian**, 2006. To be translated into **Japanese**, 2009 by Chikuma Shobo, Ltd. **Available on line in its entirety.**

It’s not its abstraction or its mathematics or its statistics or its conservative slant that are the sins of economics. The two real and mortal sins are: (1.) Use of mere *existence* theorems and (2.) use of mere “statistical significance” (*t* tests at the 5% level, for example) to draw

conclusions about the economic world. (1.) is especially prevalent in the highest-prestige journals; (2.) is rampant everywhere. Neither makes any scientific sense---they are literally nonsense---and both have diverted economics from serious scientific work.

(12.) [edited by Stephen Ziliak, with an introduction by him and a short Preface by McCloskey] *Measurement and Meaning in Economics: The Essential Deirdre McCloskey*. Brighton: Elgar. Economists of the Twentieth Century Series. **2001**. Selection of the best articles and chapters on historical economics and the rhetoric of economics by Deirdre McCloskey.

(11.) *How to Be Human* *Though an Economist*. Ann Arbor: University of Michigan Press, **2000**.

Advice to young economists about maintaining morale and integrity---and getting the scientific done while retaining ones common sense.

(10.) *Crossing: A Memoir*. University of Chicago Press, **1999**. Named December 1999 among the *New York Times* "Notable Books of 1999." Finalist, Lambda Literary Awards, 1999. Excerpts reprinted in *Reason* magazine (December 1999); in *Chicago Tribune Sunday Magazine*, Jan 30, 2000. Excerpt ("Yes, Ma'am") reprinted pp. 173-178 in Lynn Bloom and Louise Smith, eds., *Arlington Reader*, 2nd ed., 2008. Excerpts published in J. Ames. ed., *Sexual Metamorphosis* (New York: Vintage 2005); in Kessler, ed., *Voices of Wisdom*, 6th ed. (Belmont, CA: Wadsworth/Thomson, 2006). **Japanese** translation, Bungie Shunju Ltd. 2001. **Italian** translation under contract with Transeuropa Libri (July 2007), forthcoming.

An account of McCloskey's gender change, 1995-1997.

(9.) *The Vices of Economists; The Virtues of the Bourgeoisie*.

University of Amsterdam Press and University of Michigan Press, **1997**. **Dutch** translation, 1997, Harry van Dalen; **Japanese** translation, with new preface for Japanese readers by McCloskey, Tokyo: Chikuma Shobo, Ltd., 2002, reprinted in second 5000 press run 2009, with a new Preface, "A Liberal Economic Science in a Liberal Society" (1000-word essay).

Existence theorems and statistical "significance" and an ambition for detailed social engineering are characteristic vices of economists.

- (8.) *Knowledge and Persuasion in Economics*. Cambridge University Press **1994**. 446 pp.

Knowledge *is* persuasion, that is, knowledge is rhetorical. McCloskey marshals technical epistemology to show that the positivist program in economic lacks foundations and should be abandoned. She answers directly many of the conventionally Methodological critics of her *The Rhetoric of Economics*.

- (7.) *If You're So Smart: The Narrative of Economic Expertise*.

University of Chicago Press, **1990**. **Spanish** translation *Si eres tan listo: La narrativa de los expertos en economía* (Madrid: Alianza 1993), trans. Graciela Sylvestre and Victoriano Martin. **Chinese** Translation 2004 (?), Chien Hua Publishing. (Chapter 11 reprinted in Daniel Klein, ed., *What Do Economists Contribute?*, Macmillan Press 1998 and New York University Press 1999).

Human affairs are deeply unpredictable for one powerful reason: if they were not, fortunes could be made. McCloskey here pursues the logic of rational expectations and modern finance into its wider cultural implications, showing that storytelling is fundamental to economics, but strictly limited by the principle of If You're So Smart. . . Why Aren't You Rich? The book is the narrative mate to the metaphorical *The Rhetoric of Economics*. Economists are novelists, as the other book said they are poets. The two logics mutually limit what economics can do by way of social engineering, and recommend a more modest and more humanistic science.

- 6.) *Econometric History*, for the British Economic History Society. Macmillan U.K., **1987**. Trans. into **Japanese** 1992.

The "new," "cliometric" history is here surveyed, explained, and defended.

- (5.) *The Rhetoric of Economics*. Madison: University of Wisconsin Press, **1985**. Over 50 reviews in *New York Review of Books*, *Village Voice*, and numerous scholarly journals. British edition: Wheatsheaf 1986. **Italian** translation: *La Retorica dell' Economia: Scienza e letteratura nel discorso economico*, with an introduction by Augusto Graziani (Torino: Giulio Einaudi, 1988; trans. Bianca Maria Testa; series Nuovo Politecnico no. 165); **Spanish** (Alianza, 1990); Japanese (Harvest Sha 1992). **Second Revised Edition, 1998**. **Hungarian** translation, Europa Publishing, said to be forthcoming (appears doubtful). **Chinese** translation (by Lei Shi), Beijing: Economic Science Press, **2000**.

Economists are poets/But don't know it. Economic modeling uses metaphors, not as mere ornaments or elucidations but as the meat of the science (just as in physics or history). In her famous book McCloskey illustrates the point with trenchant wit.

- (4.) • ***The Writing of Economics***. NY: Macmillan, **1986**, a 90-page libellus from the article “Economic Writing” below. **Second Revised Edition as *Economical Writing***, Prospect Heights, Ill.: Waveland Press, **1999**.

“Be clear.” But how exactly? McCloskey, in a widely used textbook concerning writing (of all things) *economics* reveals the secrets of the trade.

- (3.) ***The Applied Theory of Price***. Macmillan, **1982**; second revised edition, **1985**. Available complete in a full pdf file at deirdremccloskey.org. International student edition 1985; **Spanish** trans. *Teoria de Precios Aplicada* (Mexico: CECSA: Compania Editorial Continental, S. A.), 1990. **Czech** trans. *Aplikovaná Teorie Ceny* (Praha: Státní pedagogické, 1993). Stephen Ziliak and I plan a third edition.

Still regarded as one of the classic microeconomic texts of the Chicago School (with books by Friedman [père et fils], Stigler, and Landsburg), it proved to be “too difficult” for undergraduate use, but has been used freely since then to set problems for serious courses trying to teach the art of economic thinking and to prepare for graduate comprehensive exams. Its difficult is not the formal mathematical difficulty of the standard graduate textbooks but its insistence that the student actually learn to think like an economist.

- (2.) ***Enterprise and Trade in Victorian Britain: Essays in Historical Economics***. Allen and Unwin, **1981**; reprinted 1993 by Gregg Revivals (Godstone, Surrey, England); reprinted again 2003 by Routledge (Oxford).

The methods of international and industrial economics are here applied to the British case, the first work of its kind. A pioneering study, twice reprinted.

- (1.) ***Economic Maturity and Entrepreneurial Decline: British Iron and Steel, 1870-1913***. Harvard Economic Studies. Harvard University Press, **1973**. (David A. Wells Prize.)

The first book in the bringing of “cliometrics” to Britain, and among the first to use the Solow residual (and the price dual) for an industry study, it shows that British businessmen in the iron and steel industry did not “fail” in the late nineteenth century. On the contrary, they continued to lead the world.

BOOKS EDITED:
2 SOLE EDITOR; 5 CO-EDITED
(in chronological order)

Economic History:

- 1.) *Essays on a Mature Economy: Britain after 1840*. Methuen, 1971; and Princeton University Press, 1971. Reprinted Routledge, 2006.
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- 3.) [edited with Roderick Floud] *The Economic History of Britain, 1700-Present*. 2 vols. Cambridge University Press, 1981.
- 4.) [edited with Roderick Floud] *The Economic History of Britain, 1700-Present. Second revised edition* (3 vols.). Cambridge University Press, 1994.
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ARTICLES PUBLISHED OR IN PRESS

(MANY OF THESE ARE AVAILABLE AS PDFs AT DEIRDREMCCLOSKEY.ORG)

Statistics (as of April 2007):

About 350 academic articles, of which:

About 180 full length scientific pieces exceeding 9 or 10 pages.

And: • indenting and small type = about 185 replies/reviews/short pieces.

Refereed total: 154 (14 co-authored).

Non-refereed total 19 (4 co-authored).

The categories below reflect the rough chronology of my developing studies, 1968 to 2009. I continue to have an interest in, and to write in, earlier fields, such as economic history (categories 1-6) – my latest book, for example, forthcoming

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- "Review of "Thurow's *The Zero-Sum Solution*," *Des Moines Register*, Jan 9, 1986.
- "Competitiveness and the Anti-Economics of Decline," pp. 167-173 in McCloskey, ed., *Second Thoughts: Myths and Morals of U.S. Economic History* (Oxford 1992).

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- (32.) "How to Be a Good Graduate Student," 26 (4, Fall 2000): 487-90.
- (33.) "Three Books of Oomph," 27 (1, Winter 2001): "Books of Oomph," reprinted *Post-Autistic Economics Newsletter*, 8 May 2001
- (34.) "Getting It Right, and Left: Marxism and Competition." 2001 *EER* 27 (4): 515-520.
- (35.) "The Insanity of Letters of Recommendation" 2002 *EER* 28 (1): 137-140. [also in *The Chronicle of Higher Education*, January 2002.]
- (36.) "What's Wrong with the Earth Charter." 2002 *EER* 28 (2): 269-272.
- (37.) "Samuelsonian Economics." 2002 *EER* 28 (3): 425-30.
- (38.) "Why Economists Should Not be Ashamed of Being Philosophers of Prudence." 2003 *EER* 28 (4): 551-556.
- (39.) "Milton" *EER* 2003 29 (1): 143-146.
- (40.) "Notre Dame Loses" *EER* 2003 29 (2): 309-315.

(23.) Other Journalism

- "Review of Herbert Stein's *Washington Bedtime Stories: The Politics of Money and Jobs*," *Washington Post Book World*, Nov 30, 1986. Reprinted in *Washington Post Weekly*, *Manchester Guardian Weekly*.
- "Poland is Delicate Mix of Freedom, Fear," *Des Moines Register*, Oct 10, 1988.
- "The Circus of Politics." *Liberty Tree* 6 (1; May 1992), pp. 1, 3-5.
- "Three Books the New President Should Read." *Reason*, Dec. 1992.

- "Overgeinzigen Deirdre McCloskey bij afschied" *Quod Novum*, Erasmus University of Rotterdam, Nummer 19, Jaargang 30-22 Januari 1997, English text, one page.
- Week-long diary for *Slate*, December 1999, mentioned above in Gender Crossing
- 30-minute Interview on *Eight Forty-Eight* on Chicago Public Radio and affiliates, interviewed by Steve Edwards, producer, Gianofer Fields, received the 1999 Public Radio News Directors Inc (PRNDI) First Place Award in the Interview category.
- "One Tongue, Very Tied" [originally "On Not Knowing Even French"], *Time Higher Education* July 17, 2008.
- "Hopes and Fears for Obama." *Reason*, September 2008.

(24.) Miscellaneous Essays Drafted or Planned

{ } = available; {{ }} = not full drafted

{ "Returning the Favor: What Economists Can Learn from the Law," unpublished essay }

{{ "Seeing is Believing: The Philosophical Significance of the Infinitive and Participle of Indirect Speech In Plato." }}

(25.) Books in Preparation, and Projected

in descending order of readiness.

{...} = full manuscript available now or reasonably soon;

{{...}} = not fully drafted, but outlines or partial MS available

{{{.....}}} = the later books are projected, at present mere gleams for the long-term, 5-15 years out

Virtually Complete

- 1.) {Arjo Klammer, Deirdre McCloskey, and Stephen Ziliak, *The Economic Conversation: A First Text*. To be published electronically from autumn, 2009.

Partially Drafted:

- 2.) {*The Bourgeois Revaluation: How Innovation Became Virtuous, 1600-1776*}, Vol. 3 of 6 of The Bourgeois Era, under contract to the University of Chicago Press, draft will be available spring 2010

at deirdremccloskey.org (older draft mixed with other volume has been available from Jan 2009 at the site).

A review of the reputational rise of the bourgeoisie, that is, a "Bourgeois Revaluation overtaking Holland and then Britain from Shakespeare's time to Adam Smith's, which made the modern world.

- 3.) **{*Bourgeois Rhetoric: Conversation and Interest during the Industrial Revolution*}**, Vol. 4 of 6 of The Bourgeois Era, under contract to the University of Chicago Press. Some chapters have been available since January 2009 at deirdremccloskey.org. Fuller draft will be available late in 2010.

Language is neglected in economics---for example, in the explanation of the Industrial Revolution. The ideological and conversational shift from 1700 to 1848 is here examined.

- 4.) **{{ *The Treason of the Clerisy, 1848-2000: How the Bourgeoisie Became Inauthentic*}}**, co-authored with John S. McCloskey, Vol. 5 of 6 of The Bourgeois Era, a few chapters drafted; complete draft planned 2011.

After 1848 the artists and intellectuals of Europe turned against innovation and the bourgeoisie. Why? Their turn has lasted to the present. Why?

Projected, Imagined:

{{{ *Defending the Defensible: The Case for an Ethical Capitalism*}}}, Vol. 6 of 6 of the sestet on The Bourgeois Era.

{{{ *The Good Bourgeois*}}}, a single-volume and intended-to-be popular version of the six other books under contract to the University of Chicago Press on the bourgeois virtues, The Bourgeois Era.

{{{ [with Ross B. Emmett] *God and the Ordinary Business of Life: Sermons on a Christian Economics.*}}} Sample chapters available.

{{{ Economie: A Literary Economics}}}

*A brief book, some 150 pages, about the economy in literature and economics in the discourse of literary leftism. It will introduce literary people to a conversation in scientific economics that they stopped attending to in the middle of the 19th century. Topics: "economy" as metaphor in literary studies; the economy as a subject for literary works (e.g. *Hard Times*; *Frost on farming*; *naturalism*, as in *Zola and Dreiser*); left, right, and middle views on how capitalism functions; what happened in economic history (e.g. *trade unions are not responsible for the American standard of living*); globalization, postcolonialism, and free-market feminism.*

[[[co-authored with Santhi Hejeebu] *The Ordinary Business of Life: What Happened in Economic History*]]]

A primer on the useful past, economically viewed. We describe two score episodes of human life from conception to death in their historical context: child's play on the actual history of child labor; university education and the growth of human capital; job mobility in the 13th and 21st centuries; aging now and then; and the like. 200 pp. in print.

[[[co-edited with Mary Beth Combs and Stephen Ziliak] *Reading the Economy: An Anthology of Literary Works in English from Chaucer to Maya Angelou*]]], sketched.

*Designed for the bed-table of the bourgeois(e) bleared with trade, and for the growing number of courses in English and Economics nationwide, the anthology selects poetry, short stories, plays, literary essays, and chapters of novels re-presenting the economy: *Frost's "Two Tramps at Mudtime,"* for example, or *Gaskell on British industrialization*, or *Miller's "Death of a Salesman."* It teaches economic ways of thinking to literary people and opens the literary world to economists and calculators. 800 pages.*

[[[*The Prudent and Faithful Peasant: An Essay on Pre-Modern History*]]]

Using the essays in section 4 above on medieval open fields as a core, showing the workings of prudence modified by other virtues in olden times. It challenges the claim by Marx and Weber that rationality is peculiarly modern and the claim by materialists that religious motives have no grip on the economy. 350 pages in MS.

[[[*Language Matters: Economy as Speech*]]]

*Bringing linguistics and economics together to show how language matters in the economy. (Compare *Bourgeois Rhetoric* above.)*

{{{The Success of British Capitalism}}}

Gathering and extending my work early and late against the persistent but strange assertion that Britain has failed. 350 pages in MS.