Rhetoric in Economics

Itzhak Gilboa

April 26, 2012

Gilboa () Rhetoric in Economics

April 26, 2012

Poor predictions

- Poor predictions
- Assumptions are all wrong

- Poor predictions
- Assumptions are all wrong
- Ideologically biased

- Poor predictions
- Assumptions are all wrong
- Ideologically biased
- Over-mathematized

• Poor predictions – nobody's perfect

- Poor predictions nobody's perfect
- Assumptions are all wrong well...

- Poor predictions nobody's perfect
- Assumptions are all wrong well...
- Ideologically biased true, doesn't mean we shouldn't try

- Poor predictions nobody's perfect
- Assumptions are all wrong well...
- Ideologically biased true, doesn't mean we shouldn't try
- Over-mathematized

• Analogies, case-based

- Analogies, case-based
- Theories, rule-based

- Analogies, case-based
- Theories, rule-based
- Psychology recognizes both

- Analogies, case-based
- Theories, rule-based
- Psychology recognizes both
- So does statistics: kernel methods, nearest-neighbor methods...

• The argument in Gilboa-Postlewaite-Samuelson-Schmeidler:

- The argument in Gilboa-Postlewaite-Samuelson-Schmeidler:
- Scientific reasoning is typically viewed as rule-based

- The argument in Gilboa-Postlewaite-Samuelson-Schmeidler:
- Scientific reasoning is typically viewed as rule-based
- But it can also be case-based

- The argument in Gilboa-Postlewaite-Samuelson-Schmeidler:
- Scientific reasoning is typically viewed as rule-based
- But it can also be case-based
- Specifically, much of modern economic theory is of this type

Beautiful story

- Beautiful story
- Changes the way we think about markets

- Beautiful story
- Changes the way we think about markets
- But what is it a model of exactly?

- Beautiful story
- Changes the way we think about markets
- But what is it a model of exactly?
- One interpretation: a theory

- Beautiful story
- Changes the way we think about markets
- But what is it a model of exactly?
- One interpretation: a theory
- Another: a "theoretical case"

- Beautiful story
- Changes the way we think about markets
- But what is it a model of exactly?
- One interpretation: a theory
- Another: a "theoretical case"
- Many economic models are of this type cases

- Beautiful story
- Changes the way we think about markets
- But what is it a model of exactly?
- One interpretation: a theory
- Another: a "theoretical case"
- Many economic models are of this type cases
- ... though typically without the similarity function

Viewing economic models as theoretical cases can explain why:

• Economists feel that they "learn a lot" from models of "nothing"

Viewing economic models as theoretical cases can explain why:

- Economists feel that they "learn a lot" from models of "nothing"
- Economists are not always troubled by violations of theories in experiments

Viewing economic models as theoretical cases can explain why:

- Economists feel that they "learn a lot" from models of "nothing"
- Economists are not always troubled by violations of theories in experiments
- Economists think that everything is an example of their model

Viewing economic models as theoretical cases can explain why:

- Economists feel that they "learn a lot" from models of "nothing"
- Economists are not always troubled by violations of theories in experiments
- Economists think that everything is an example of their model
- Economists deeply cherish the common language of their paradigm

• This view of "scientific" activity explains the role of rhetoric

- This view of "scientific" activity explains the role of rhetoric
- (Not in a negative sense!)

- This view of "scientific" activity explains the role of rhetoric
- (Not in a negative sense!)
- Analogical reasoning requires convincing

- This view of "scientific" activity explains the role of rhetoric
- (Not in a negative sense!)
- Analogical reasoning requires convincing
- And this is why axioms are important

• With all limitations, a powerful result

- With all limitations, a powerful result
- Yet, who does it apply to? Who maximizes a utility function?

- With all limitations, a powerful result
- Yet, who does it apply to? Who maximizes a utility function?
- By contrast, it makes sense that most people, most of the time, make decisions

- With all limitations, a powerful result
- Yet, who does it apply to? Who maximizes a utility function?
- By contrast, it makes sense that most people, most of the time, make decisions
- And do so in a transitive way

- With all limitations, a powerful result
- Yet, who does it apply to? Who maximizes a utility function?
- By contrast, it makes sense that most people, most of the time, make decisions
- And do so in a transitive way
- This means that they behave as if they maximized a utility function!

- With all limitations, a powerful result
- Yet, who does it apply to? Who maximizes a utility function?
- By contrast, it makes sense that most people, most of the time, make decisions
- And do so in a transitive way
- This means that they behave as if they maximized a utility function!
- There are questions of interpretation, but the 1st Welfare Theorem appears more relevant.

• Is obvious in a normative interpretation

- Is obvious in a normative interpretation
- But axioms would appear useless for descriptive purposes

- Is obvious in a normative interpretation
- But axioms would appear useless for descriptive purposes
- Indeed, according to the classical view of science, there is no room for rhetoric

- Is obvious in a normative interpretation
- But axioms would appear useless for descriptive purposes
- Indeed, according to the classical view of science, there is no room for rhetoric
- Yet, much of modern economic theory is not of this type

- Is obvious in a normative interpretation
- But axioms would appear useless for descriptive purposes
- Indeed, according to the classical view of science, there is no room for rhetoric
- Yet, much of modern economic theory is not of this type
- It uses models for qualitative reasoning, relying on analogies

- Is obvious in a normative interpretation
- But axioms would appear useless for descriptive purposes
- Indeed, according to the classical view of science, there is no room for rhetoric
- Yet, much of modern economic theory is not of this type
- It uses models for qualitative reasoning, relying on analogies
- And then axioms matter.