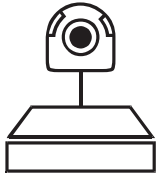


Unit 4, Lesson 20

Visual 1

WHY HELPING YOURSELF HELPS OTHERS

- Many people are skeptical of market systems.
- They fear that market systems foster greed on the part of unrestrained business people.
- Yet, many economists argue that markets are good.
- They say that self-interested behavior contributes to the social good, not to evil.
- *How can people acting in their own self-interest contribute to the social good?*



Unit 4, Lesson 20

Visual 2

TRUE/FALSE CLUES

People tend to act in their own self-interest.

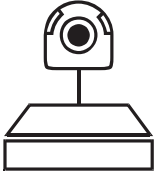
True or False?

Self-interested behavior rarely results in good things for others.

True or False?

Market systems tend to reward virtues like honesty and tolerance.

True or False?



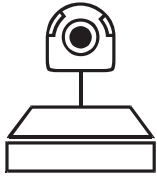
Unit 4, Lesson 20

Visual 3

ADAM SMITH ON SELF-INTEREST

It is not from the benevolence of the butcher, the brewer, or the baker, that we expect our dinner, but from their regard to their own interest. We address ourselves, not to their humanity but to their self-love, and never talk to them of our own necessities but of their advantages. Nobody but a beggar chooses to depend chiefly upon the benevolence of his fellow citizens.

An Inquiry into the Nature and Causes of the Wealth of Nations. 1776. Reprinted: University of Chicago Press, 1976, p. 18.



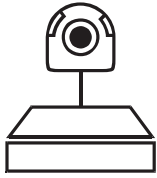
Unit 4, Lesson 20

Visual 4

ADAM SMITH ON THE INVISIBLE HAND

Every individual...neither intends to promote the public interest, nor knows how much he is promoting it.... He intends only his own gain, and he is in this, as in many other cases, led by an invisible hand to promote an end which was not part of his intention. Nor is it always the worse for the society that it has no part in it. By pursuing his own interest he frequently promotes that of the society more effectually than when he really intends to promote it.

An Inquiry into the Nature and Causes of the Wealth of Nations. 1776. Reprinted: University of Chicago Press, 1976, p. 477.



Unit 4, Lesson 20

Visual 5

VALUES ENCOURAGED IN MARKET SYSTEMS

Discipline

Honesty and Trustworthiness

Tolerance

Cooperation

Courtesy

Enterprise