

Beauty Pays: Why Attractive People Are More Successful - 232 pages - Daniel S.

Hamermesh - 2011 - 9781400839445 - Princeton University Press, 2011

In his book, *Beauty Pays*, Professor Hamermesh says beautiful people are more likely to get jobs, raises and promotions, and suggests that, over a lifetime, the best-looking workers will earn about 10-15 percent more per year than the ugliest. "This chatty, economists-eye-view of beauty in the marketplace provides solid statistical evidence that beauty does pay." - Barron's, "An extensive, dizzying compilation of economic data explaining 'why attractive people are more successful.'" A 40-year veteran in the field of economics, Hamermesh examines the correlation between beauty and economics. . . . Fascinating." We're inclined to pay people more depending on how they look. In a 2005 experiment modeling the hiring process, would-be employers looking at photographs of would-be employees were ready to give 10.5% higher salaries to attractive people over unattractive people. Hiring managers carried that premium over to interactions that only happened on the phone. In other words, you only need to sound attractive to benefit from our biases toward beauty. Physically attractive workers are more confident, and higher confidence increases wages. We all suffer from the "halo effect" without realizing it, we *Beauty Pays* demonstrates how society favors the beautiful and how better-looking people experience startling but undeniable benefits in all aspects of life. Noted economist Daniel Hamermesh shows that the attractive are more likely to be employed. work more productively and profitably. receive more substantial pay. obtain loan approvals. negotiate loans with better terms. and have more handsome and highly educated spouses. Hamermesh explains why this happens... "An extensive, dizzying compilation of economic data explaining 'why attractive people are more successful.'" A 40-year veteran in the field of economics, Hamermesh examines the correlation between beauty and economics. . . . Fascinating."--Kirkus Reviews.