

The Wealth of Nations

By Adam Smith

Unabridged

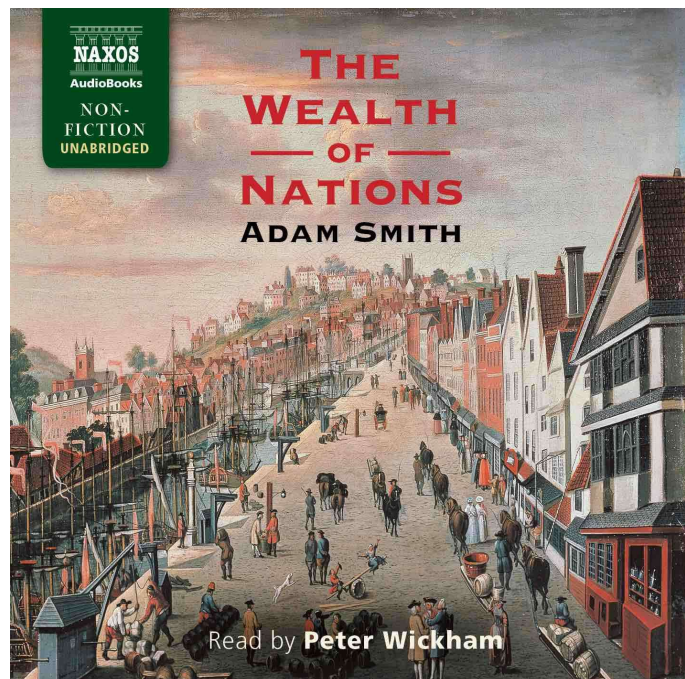
Read by Peter Wickham

DESCRIPTION

It was Adam Smith (1723-1790) who first established economics as a separate branch of knowledge, and many would say his work has never been surpassed. *The Wealth of Nations*, which appeared in 1776, is the definitive text for all who believe that economic decisions are best left to markets, not governments. At the heart of Smith's doctrine is an optimistic view of the effects of self-interest. Though each individual seeks only personal gain, the collective result is increased prosperity, which benefits society as a whole.

SALES AND MARKETING POINTS

- Greatly influential on economic theories since its publication. It is one of the most cited books in the social sciences.
- Peter Wickham gives a clear and absorbing reading, aiding the listener in their understanding of the text.
- Recordings of *The Republic*, *The Communist Manifesto*, *Rights of Man*, *Utopia* and *Discourse on the Origin and the Foundations of Inequality Among Men* are also available.



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