# HOW SOCIAL SCIENCE CAN HELP US MAKE BETTER CHOICES

Optimal Rationality in Action

# HOW SOCIAL SCIENCE CAN HELP US MAKE BETTER CHOICES

# Optimal Rationality in Action

BY

### **CHRIS BROWN**

School of Education and Childhood Studies, University of Portsmouth, UK



United Kingdom — North America — Japan India — Malaysia — China Emerald Publishing Limited Howard House, Wagon Lane, Bingley BD16 1WA, UK

First edition 2018

Copyright © 2018 Chris Brown

#### Reprints and permission service

Contact: permissions@emeraldinsight.com

No part of this book may be reproduced, stored in a retrieval system, transmitted in any form or by any means electronic, mechanical, photocopying, recording or otherwise without either the prior written permission of the publisher or a licence permitting restricted copying issued in the UK by The Copyright Licensing Agency and in the USA by The Copyright Clearance Center. No responsibility is accepted for the accuracy of information contained in the text, illustrations or advertisements. The opinions expressed in these chapters are not necessarily those of the Author or the publisher.

#### British Library Cataloguing in Publication Data

A catalogue record for this book is available from the British Library

ISBN: 978-1-78754-356-0 (Print) ISBN: 978-1-78754-353-9 (Online) ISBN: 978-1-78754-355-3 (Epub)



ISOQAR certified Management System, awarded to Emerald for adherence to Environmental standard ISO 14001:2004.

Certificate Number 1985 ISO 14001



Dedicated to the memory of Helen Brown and her 103 wonderful years and to Vincenza Holland a true stalwart in my life.

## CONTENTS

Abo	out the Author	i×
Ack	knowledgements	X
Intro	oduction	1
1.	An Introduction to Optimal Rationality	9
2.	Using Semiotic Analysis to Fill Rationality Gaps	23
3.	A Case Study from Education — Part 1	37
4.	A Case Study from Education — Part 2	55
5.	Attending to the Signifier — Using 'Scenes' to Make Optimal Rational Positions More Attractive	<i>7</i> 3
6.	Lessons for Social Science Moving Forward	85
	pendix: Full Analysis of the Interview ta from Chapter 3	93
	erences	105
Ind	ΩV.	113

### ABOUT THE AUTHOR

Dr. Chris Brown is Professor of Education at the School of Education and Childhood Studies, University of Portsmouth. Chris has a long-standing interest on how evidence can and should but often doesn't aid education policy and practice. To that end he has authored four books (including Achieving Evidence-Informed Policy and Practice in Education: Evidenced (2017) for Emerald), several papers and has presented and keynoted on the subject at a number of international conferences in Europe, Asia and North and South America. Chris's other principal research interest is centered on the use of semiotic theory and analysis to find better ways to understand the complex problems we often face. This is his second book focusing on this area (following on from Scenes, Semiotics and the New Real: Exploring the Value of Originality and Difference (2015) for Palgrave Macmillan).

In 2015, Chris was awarded the American Educational Research Association 'Emerging Scholar' award (Education Change SIG). The award is presented to an individual who, within the first eight years of their career as an educational scholar, has demonstrated a strong record of original and significant scholarship related to educational change. Chris was also awarded the 2016 AERA Excellence in Research to Practice award and the 2016 UCEA Jeffrey V. Bennett Outstanding International Research award.

## **ACKNOWLEDGEMENTS**

Realising this book would not have been possible without the commitment and support of Kim Chadwick, Emerald publisher extraordinaire. Thank you for your faith in me. Thanks also to Ruth Luzmore for engaging with me to discuss and flesh out many of the ideas. Finally, thanks, as ever, to my family for their continued patience as I demand 'just five more minutes to get this sentence finished' after saying exactly the same thing half an hour before.