

Part I

Word Count: 174

In *Why Not Socialism*, Cohen attempts to defend the socialist position. He argues that we ought to extend community and justice to the whole of economic life. Cohen examines two types of reciprocity: Communal Reciprocity and Market Reciprocity. Communal Reciprocity is the principle by which I serve you because you need it, not because I get something in return. Market Reciprocity is the principle by which I serve you because I can get something from you. Cohen objects to Market Reciprocity and wants to realize Communal Reciprocity. According to Cohen, Market Reciprocity is motivated by greed and fear, and no one would run a society based on Market Reciprocity if they did not know that it was effective for other reasons. In this paper, I will challenge Cohen's argument. The fact that each marketeer serves others only to gain for themselves and also knows that others do the same, results in some level of mutual understanding between opposing marketeers. This mutual understanding means that under Market Reciprocity, marketeers are not necessarily motivated by greed and fear.

Part II

- (1) [A] Greed and fear are bad motives.
- (2) Greed motivates you to see others as possible sources of enrichment.
- (3) Fear motivates you to see others as threats to your success.
- (4) Other marketeers can be possible sources of enrichment.
- (5) Other marketeers can be threats to one's success.
- (6) [From 2, 3, 4, and 5] Marketeers are viewed with greed and fear.
- (7) The condition as described by (6) is Market Reciprocity.
- (8) [From 6 and 7] Market Reciprocity is motivated by greed and fear.**
- (C) [From 1 and 8] It is not desirable to run a society based on Market Reciprocity except for reasons that promote desirable outcomes.

Part III

- (1) [A] Under Market Reciprocity, I serve you because I can get something in return.
- (2) You know that I serve you because I can get something from you, and vice versa.
- (3) [From 1 and 2] There is a mutual understanding that we want to serve each other because we can get something from the other.
- (4) By serving each other, we are both getting what we want.
- (5) [From 3 and 4] Under Market Reciprocity, there is a mutual understanding that opposing marketeers want something from each other and get what they want by serving each other.

(6) [From 5] Marketeers are motivated by the mutual understanding that they can both gain from each other.

(7) Those who are motivated by mutual understanding are not motivated by greed and fear.

(C) [From 6 and 7] Therefore, under Market Reciprocity, marketeers are not motivated by greed and fear.

Notes:

- This student altered their conclusion in a way that is consistent with a negation of premise 8 from above but that this is true is a little less explicit than it might have been. Only make such changes if you feel they are absolutely necessary to make your argument in part 3 clear.
- This student used '[A]' to mark assumptions. This is fine!