The research reported on these pages analyzes the influence of personality traits and interpersonal skills in adult economic attainment, with particular focus on earnings. The purpose is to bring together ideas from economics, social psychology, and related disciplines in order to contribute new empirical evidence to the growing literature on non-cognitive skills as they relate to adult educational and labor market outcomes. The work at hand offers a peek into the "black box" that economists have come to call "non-cognitive skills", and examines the relevance of such skills for success in the labor market through a collection of self-contained essays.

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