

1. Record Nr.	UNINA9910777387603321
Autore	Ainslie George <1944->
Titolo	Breakdown of will / / George Ainslie [[electronic resource]]
Pubbl/distr/stampa	Cambridge : , : Cambridge University Press, , 2001
ISBN	1-107-11440-3 1-280-42927-5 1-139-16419-8 0-511-17379-2 0-511-01766-9 0-511-15303-1 0-511-30219-3 0-511-05436-X
Descrizione fisica	1 online resource (xi, 258 pages) : digital, PDF file(s)
Disciplina	153.8
Soggetti	Will Choice (Psychology) Self-defeating behavior
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Title from publisher's bibliographic system (viewed on 05 Oct 2015).
Nota di bibliografia	Includes bibliographical references (p. 227-246) and indexes.
Nota di contenuto	Contents; Preface; 1 Introduction; 2 The Dichotomy at the Root of Decision Science: Do We Make Choices By Desires or By Judgments?; 3 The Warp in How We Evaluate the Future; 4 The Warp Can Create Involuntary Behaviors: Pains, Hungers, Emotions; 5 The Elementary Interaction of Interests; 6 Sophisticated Bargaining among Internal Interests; 7 The Subjective Experience of Intertemporal Bargaining; 8 Getting Evidence about a Nonlinear Motivational System; 9 The Downside of Willpower; 10 An Efficient Will Undermines Appetite; 11 The Need to Maintain Appetite Eclipses the Will; 12 Conclusions NotesReferences; Name Index; Subject Index
Sommario/riassunto	Ainslie argues that our responses to the threat of our own inconsistency determine the basic fabric of human culture. He suggests that individuals are more like populations of bargaining agents than like the hierarchical command structures envisaged by cognitive

psychologists. The forces that create and constrain these populations help us understand so much that is puzzling in human action and interaction: from addictions and other self-defeating behaviors to the experience of willfulness, from pathological over-control and self-deception to subtler forms of behavior such as altruism, sadism, gambling, and the 'social construction' of belief. This book integrates approaches from experimental psychology, philosophy of mind, microeconomics, and decision science to present one of the most profound and expert accounts of human irrationality available. It will be of great interest to philosophers and an important resource for professionals and students in psychology, economics and political science.

---