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## Chapter One - Parochial Cooperation in Humans: Forms and Functions of Self-Sacrifice in Intergroup Conflict

Carsten K.W. De Dreu, Daniel Balliet, Nir Halevy

Pages 1-47

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### Abstract

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#### Abstract

Although cooperation between groups is not unusual, most forms of human cooperation are in-group bounded and, sometimes, motivated by the desire to ward-off and subordinate rivaling out-groups. Building on evolutionary perspectives and models, we propose that humans evolved a capacity for parochial cooperation, which entails (1) in-group love: the tendency to cooperate with and extend trust toward those others who are similar, familiar rather than unfamiliar, and belong to one's own group; and (2) out-group hate: a willingness to fight against rivaling out-groups. This chapter reviews our own work, and that of others, showing that parochial cooperation (1) emerges especially when it benefits individuals' within-group reputation, (2) affects one's within-group status, (3) is more prominent among individuals with chronic prosocial rather than proself value orientation, and (4) is sustained and motivated by oxytocin, an evolutionary ancient hypothalamic neuropeptide pivotal in social bonding, pair-bond formation, and empathic responding. Across the board, findings resonate well with


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## Chapter Two - Affective Consequences of Intentional Action Control

Peter M. Gollwitzer, Torsten Martiny-Huenger, Gabriele Oettingen

Pages 49-83

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### Abstract

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#### Abstract

In the current chapter, we focus on evaluative consequences of successfully implementing an intended action. In the first part of the chapter, we review research showing the affective devaluation of objects that are in conflict with intended actions (i.e., the distractor devaluation effect); devaluation here refers to more negative (or less positive) evaluations of distracting stimuli after episodes of intentional selection (i.e., intentionally responding to certain stimuli in a way that requires ignoring distractors). In doing so, we focus on recent evidence supporting the assumption that this devaluation occurs in particular for interference-creating stimuli. In the second part of the chapter, we turn to the potential downstream consequences of distractor devaluation. First, we provide evidence that evaluative consequences of distractor devaluation and mere exposure can systematically influence intergroup bias. Second, we show how prior devaluation processes may bias subsequent selection processes in favor of executing intended actions. Thus, whereas most of the current research on action control


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## Chapter Three - Terror Management Theory and Research: How the Desire for Death Transcendence Drives Our Strivings for Meaning and Significance

Jeff Greenberg, Kenneth Vail, Tom Pyszczynski

Pages 85-134

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### Abstract

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#### Abstract

Science tells us that humans are merely animals that evolved to survive long enough to reproduce and care for offspring before dying. Yet, people want to view life as something more and accomplish something more: to have lives that are meaningful and significant. According to terror management theory, these desires spring from the human awareness of our own vulnerability and mortality. This awareness creates a unique ever-present potential for experiencing terror. To manage this potential, cultural worldviews have been constructed to imbue life with meaning and with possibilities for individuals to attain enduring significance (self-esteem). Humans function relatively securely as long as they sustain faith in such a worldview and their value within it because it provides them with the sense that they are not just transient animals fated only to obliteration; rather they will in some way transcend their own death. The theory has been supported by over 500 studies, clarifying how we humans manage this potential terror. We briefly summarize the roots and core of the theory and evidence


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## Chapter Four - “Happiness” and “The Good Life” as Motives *Working Together* Effectively

E. Tory Higgins, James F.M. Cornwell, Becca Franks

Pages 135-179

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### Abstract

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#### Abstract

Motivation lies at the heart of any inquiry into “happiness” or “the good life.” Historically, the dominant perspective on “happiness” or “the good life” treats them as the maximization of pleasure and the minimization of pain. This point of view, however, has come under increasing criticism among positive psychologists, and in this chapter we complement these recent perspectives. By applying principles of motivation science, we construct an alternative theory of the good life that emphasizes the importance of people having an effective organization of their value, truth, and control motives (Higgins, 2012). This *working together* among value, truth, and control motives creates the sense of an overall “fit” with one’s world that creates an experience of “feeling right” about one’s life. Drawing on ancient wisdom and modern science, we argue that this perspective offers us a fuller picture of “the good life.”


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## Chapter Five - Ideological Differences in Epistemic Motivation: Implications for Attitude Structure, Depth of Information Processing, Susceptibility to Persuasion, and Stereotyping

John T. Jost, Margarita Krochik

Pages 181-231

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### Abstract

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#### Abstract

In an extended elaboration of the theory of political ideology as motivated social cognition, we describe ideological differences in epistemic motivation and their consequences for attitude structure, depth of information processing, susceptibility to persuasion, and stereotyping. Liberals score higher than conservatives on need for cognition and open-mindedness, whereas conservatives score higher than liberals on intuitive thinking and self-deception. These differences help to explain greater attitudinal certainty and stability among conservatives, greater ambivalence and more self-reported thinking among liberals, and stronger correspondence between “gut” and “actual” feelings as well as implicit and explicit attitudes among conservatives. Liberals are more likely to process information systematically, recognize differences in argument quality, and to be persuaded explicitly by scientific evidence, whereas conservatives are more likely to process information heuristically, attend to message-irrelevant cues such as source similarity, and to be persuaded implicitly through


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## Chapter Six - Neurobiological Concomitants of Motivational States

Wendy Berry Mendes, Jiyoung Park

Pages 233-270

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### Abstract

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#### Abstract


Core features of motivational states—approach, avoidance, engagement, and disengagement—may be reliably measured from a variety of neurobiological changes, including autonomic nervous system, neural activity, neuroendocrine systems, and cell biology. The goals of this chapter are to review various biological systems that are concomitant with distinct motivational states, and to examine overlap with and distinctions between conceptual cousins of motivation, namely emotion and stress. We then turn to moderators of the link between motivational states and neurobiology, such as context, thought processes, developmental factors, and sociocultural environments. In so doing, we offer important constraints to links between motivation and neurobiology.

## Chapter One - Balancing Rewards and Cost in Relationships: An Approach–Avoidance Motivational Perspective

Shelly L. Gable

Pages 1-31

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### Abstract

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#### Abstract

Social bonds have a profound effect on health and well-being. It is clear that people have a fundamental need to form and maintain social bonds, but interpersonal relationships present potential threats as well as potential incentives. In this article, I review a model of approach and avoidance social motivation (Gable, 2006) that accounts for people's tendencies to both approach the incentives and avoid the threats in their social worlds. I also review research that has tested different aspects of the model including the consequences of approach and avoidance social motivation, mediators that link motivation to these outcomes, and moderators of these processes. The article concludes by examining gaps that persist in the literature.


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## Chapter Two - Between Persistence and Flexibility: The Yin and Yang of Action Control

Bernhard Hommel

Pages 33-67

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### Abstract

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#### Abstract

Traditional approaches to action control assume the existence of a more or less unitary control system that struggles with, and serves to overcome action tendencies induced by automatic processes. In this article, I point out that and why these approaches fail to capture the complexity and dynamics of cognitive control. I describe an alternative approach that assumes that control emerges from the interaction of at least two counteracting forces: one system promoting persistence and the maintenance of action goals and another promoting mental and behavioral flexibility. I describe how this interaction might be shaped by various factors, including genetic predisposition, learning, personal experience, and the cultural context, and suggest a simple functional model (the Metacontrol State Model, MSM) that explains how this shaping process works. Then I provide an overview of studies from various fields (including perception, attention, performance monitoring, conflict resolution, creativity, meditation, religion, and interpersonal perception and behavior) that successfully tested predictions

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## Chapter Three - The Architecture of Goal Systems: Multifinality, Equifinality, and Counterfinality in Means–End Relations

Arie W. Kruglanski, Marina Chernikova, Maxim Babush, Michelle Dugas, Birga M. Schumpe

Pages 69-98

## Abstract

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### Abstract

In this chapter, we will describe several means–goal configurations within goal systems theory: *multifinality*, *equifinality*, and *counterfinality*. In the multifinality configuration, one means serves several goals; in the equifinality configuration, one goal is served by several substitutable means; and in the counterfinality configuration, one goal is served by a single means that simultaneously undermines another goal. We will discuss recent advances in motivation research that have focused on each of these means–goal configurations, as well as the implications and potential future directions of such research.

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### Chapter Four - Breaking the Rules: A Historical Overview of Goal-Setting Theory

Edwin A. Locke, Gary P. Latham

Pages 99-126

## Abstract

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### Abstract

This paper describes the development of goal-setting theory starting from the 1960s when Locke saw but rejected behaviorism as the dominant paradigm in psychology. Locke began with laboratory experiments of goals while Latham pioneered field studies of goal setting. Because goals had reliable effects, many other researchers conducted goal-setting studies. This provided a large database from which the theory was developed inductively over a 25-year period. The theory was formulated in 1990, and research on the theory continues apace to this day; recent developments on the theory were published in 2013. We advocate (and seek to provide a model of) the inductive approach to theory building, and end this article with suggested future directions for research on goal-setting theory.

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### Chapter Five - The Big-Fish–Little-Pond Effect, Competence Self-perceptions, and Relativity: Substantive Advances and Methodological Innovation

Herbert W. Marsh, Marjorie Seaton

Pages 127-184

## Abstract

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### Abstract



Enhancing the academic self-concept (ASC) is an important goal in its own right and facilitates the accomplishment of a wide variety of educational outcomes. The big-fish–little-pond effect (BFLPE), based on an integration of theoretical models, posits that high-ability students will have lower ASCs when placed in high-ability educational tracks with other high-ability students, while lower-ability students will have higher ASCs when placed in low-ability tracks with other lower-ability students. Thus, in terms of ASC, highly segregated educational systems are expected to disadvantage the brightest students and advantage the least able students in terms of ASC. Here we review the BFLPE literature over the 30 years since the first BFLPE study, with a focus on ongoing empirical issues, new theoretical perspectives, increasingly sophisticated methodological approaches, and policy/practice implications. We conclude with an overview of methodological issues


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## Chapter Six - On the Panculturality of Self-enhancement and Self-protection Motivation: The Case for the Universality of Self-esteem

Constantine Sedikides, Lowell Gaertner, Huajian Cai

Pages 185-241

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### Abstract

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#### Abstract


Do self-enhancement/self-protection and self-esteem reflect fundamental human motivations or are they culturally bound occurrences? The debate on universalism versus cultural relativism of self-motives and self-esteem shows no sign of abatement. We advance the debate by proposing the extended self-enhancing tactician model. The model aspires to account for two seemingly contradictory phenomena: cross-cultural invariance (equivalence of self-motive strength and self-esteem desire across cultures) and cross-cultural variability (differential manifestations of self-motives and self-esteem across cultures). The model's four foundational tenets address cross-cultural invariance: (1) The individual self is panculturally valued, and it is so over the relational or collective self; (2) The self-enhancement/self-protection motives are equally potent in East and West; (3) The structure of self-enhancement and self-protection strivings is similar across the cultural divide; and (4) the desire for self-esteem is pancultural. The SCENT-R model's four key postulates address cross-cultural variability

## Chapter One - The Psychology of Respect: A Case Study of How Behavioral Norms Regulate Human Action

D. Dunning, D. Fetchenhauer, T. Schlösser

Pages 1-34

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### Abstract

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#### Abstract

For any organization or society to thrive, it must possess a behavioral code that tempers self-interest, promoting instead coordinated, cooperative, and self-sacrificing action among its members. In this chapter, we examine *respect* as a case study of such behavioral codes or norms. By respect, we mean that people are impelled to treat each other as individuals of goodwill and competence, even if they do not privately believe it. This norm explains why people, including strangers, trust each other much more than the underlying rational economic analysis would suggest. It also explains a host of other interpersonal behaviors, such as helping and avoiding confrontation. The anatomy of respect is complex. It works often against a person's underlying preferences rather than for them, constitutes what people think they should do rather than what they want to do, is driven by anxiety, focuses on regulating actions rather than their outcomes, comprises avoidance motivation rather than approach motivation, and is more *moral* (i.e. private and personal) than *social* (i.e. honored only).


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## Chapter Two - Motivation in a Social Context: Coordinating Personal and Shared Goal Pursuits With Others

A. Fishbach, J. Steinmetz, Y. Tu

Pages 35-79

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### Abstract

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#### Abstract

This article reviews research on motivation in a social context. We first explore pursuit of personal goals and how information on others, as well as the presence of others, influences motivation. We next explore pursuit of group goals, including pursuit of goals alone for the self and others, and pursuit of shared goals together with others. Across these various domains, we identify coordination as the underlying principle for pursuing goals in a social context. We show that individuals' tendency to coordinate their actions with others leads to a variety of phenomena, including conformity, divergence, shared reality, jointly maximizing choice, and highlighting versus balancing group actions. We further show that coordination increases with interpersonal closeness but is not limited to close friends.

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## Chapter Three - Embodying Approach Motivation: A Review of Recent Evidence\*

T.F. Price, E. Harmon-Jones

Pages 81-111

## Abstract

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### Abstract

Recent evidence suggests that certain postures and facial expressions are associated with motivational and emotional responses. This review considers behavioral, neuroscientific, and cognitive research associating movements of the body with emotive responses. Facial and bodily feedback theories of emotion have suggested that subjective reactions and outward expressions of emotions may be bidirectional; in particular, manipulated outward expressions of emotion may also trigger subjective emotional reactions. In addition, manipulated postures and facial expressions have been shown to influence physiological responses associated with emotion and motivation, such as skin conductance, heart rate, and blood temperature. More recent evidence suggests that manipulated bodily states influence prefrontal cortical activation measured with electroencephalography—which has been associated with the motivational direction of emotional states. Furthermore, bodily manipulations influence neurophysiological correlates of motivated attention and defensive reflexes. Bodily

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### Chapter Four - Evolved Social Motives: When Knowing About the Past Provides a Window Onto the Present

J.K. Maner

Pages 113-147

## Abstract

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### Abstract

Evolutionary psychology provides a powerful meta-theoretical perspective useful for understanding motivated social processes in humans and other species. People possess fundamental motivational systems designed to navigate many of the challenges regularly faced by human ancestors. Combining an evolutionary perspective with theories and methods from social psychology provides an integrative conceptual framework for understanding the proximate operation of human motivational systems. The activation of those systems prompts a host of adaptively motivated cognitive and behavioral processes. This article describes recent research on adaptively motivated processes in two key domains of social life: mating and social hierarchy. The activation of evolved mating goals leads people to display processes designed to help them procure and (in some cases) maintain relationships with desirable partners. The activation of social status goals leads people to display processes designed to help them attain and maintain positions of elevated social status within their group.

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### Chapter Five - Three Decades of Research on Motivational Intensity Theory: What We Have Learned About Effort and What We Still Don't Know

M. Richter, G.H.E. Gendolla, R.A. Wright

Pages 149-186

## Abstract

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### Abstract

Brehm's motivational intensity theory has been a fruitful conceptual framework for research on effort during the last three decades. Researchers have used the theory to address various effort-related phenomena, like the impact of ability, affect, and fatigue on effort mobilization. In this chapter, we provide an overview of development in the last 10 years focusing on research that has addressed (1) the energy conservation principle, (2) ability and fatigue effects, and (3) the impact of mood, dysphoria, and primed affect. We point out that most of the research has supported the predictions of the theory and its extensions and applications. However, we also elaborate on empirical findings that do not fit the theory and discuss open questions that need to be addressed in future research.


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Chapter Six - Motivation Explained: Ultimate and Proximate Accounts of Hunger and Appetite

E.T. Rolls

Pages 187-249

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### Abstract

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#### Abstract

A theory of motivation is described in which rewards modulated by motivational states provide the goals for instrumental actions. The “ultimate” (evolutionary adaptive) value of the design principle is that genes specify the goals for actions, and not the actions themselves which can be learned. The “proximate” mechanisms underlying motivation are described with respect to the motivational system underlying hunger which modulates the appetite for the goal value of a food.


In primates, including humans, the primary taste cortex in the anterior insula provides separate and combined representations of the taste, temperature, and texture of food in the mouth independently of hunger and thus of reward value and pleasantness. One synapse on, in the orbitofrontal cortex, these sensory inputs are for some neurons combined by associative learning with olfactory and visual inputs, and these neurons encode food reward value in that they only respond

## [Chapter One - Self-Regulatory Functions Supporting Motivated Action](#)

Charles S. Carver, Michael F. Scheier

Pages 1-37

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### Abstract

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#### Abstract

Self-regulation entails attempts to approach desired conditions and escape from threats. We have long argued that these functions, and the affects that accompany them, reflect feedback processes. These processes form a hierarchy of behavioral goals and monitoring functions, with affect playing a key role in priority management. An alternative construal of some of these functions in terms of confidence and doubt of goal attainment (and threat avoidance) gives rise to slightly different hypotheses about goal attainment. Generalization of these principles to a broader sense of confidence and doubt gives rise to an extensive literature on the correlates of dispositional optimism versus pessimism. More recent work has taken us in other directions, one of which focuses on the behavioral property of impulse versus constraint. This, in turn, has led to a consideration of the usefulness of dual process models of self-regulation. A convergence of research on genetic effects, assessment of aspects of impulsiveness, and other evidence, leads to the hypothesis that reactive responsiveness to emotions


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## [Chapter Two - Motivating Personality: Approach, Avoidance, and Their Conflict](#)

Philip J. Corr, Dino Krupić

Pages 39-90

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### Abstract

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#### Abstract

Evolution has bound closely together motivation and personality. Much of personality psychology today is based on the (increasingly neuro) science of fundamental systems of motivation. This is most clearly seen in the family of approach-avoidance theories that describe the major brain-behavioral systems that mediate reactions to stimuli appraised by the animal (including human beings) as falling into appetitive (attractor) and aversive (repulsor) classes. Here “motivation” may be seen as an immediate *state* process, which is affected by transient internal factors such as drive (e.g., hunger) and external situational constraints and affordances. In contrast, personality may be seen as the corresponding longer-term *trait* of typical motivation. In the causal cascade, it is emphasized that *goal* representations are at the heart of true *latent* motivation, while *states* are the *observed* expression of such motivation modified by a host of internal and external factors. Over a century's worth of experimental research leads us to suppose the existence of two major negative-defensive “avoidance”

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## [Chapter Three - Incentives and Pay for Performance in the Workplace](#)

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## Abstract

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### Abstract

I provide an overview of key developments in the literature on incentive pay and, more broadly, pay for performance (PFP) in workplace settings. These include the shift from a focus on pay level to an increased interest in PFP in economics and management, versus a decreasing interest in PFP and/or increased skepticism about the effectiveness of PFP in psychology. One part of the explanation for differing views on PFP may be that PFP, as actually used in workplace settings, differs from the type of PFP still mostly studied (individual incentive plans that use a formula to determine incentive payouts based on individual physical output) in psychology and, to a lesser extent, in economics. In work organizations, subjective assessments (ratings) and (often multiple) organization level measures of performance (e.g., revenues, profits) are commonly used as the basis for PFP payouts. We describe research on the use and effectiveness of both types of PFP plans with a particular emphasis on merit pay plans which rely on subjective assessments of performance given their wide use. We suggest that the


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## Chapter Four - Culture and Motivation: A Socio-Ecological Approach

Shigehiro Oishi, Hyewon Choi

Pages 141-170

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## Abstract

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### Abstract

In this chapter, we focus on how culture influences motivational processes and why cultural differences in motivation emerge. We first trace cultural research on motivation since the early 20th century and highlight important studies exploring cultural differences in motivation such as approach/avoidance, uniqueness/conformity, and choice. Next, we introduce a socio-ecological approach as a useful framework to explain observed cultural differences in motivation. We provide evidence that cultural differences in motivation could be explained by different social ecologies including residential mobility, population density, and economic and environmental threats. Finally, we discuss the implications of the socio-ecological approach and potential future agendas of cultural research on motivation.

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## Chapter Five - The Evolving Understanding of Physical Activity Behavior: A Multi-Process Action Control Approach<sup>a</sup>

Ryan E. Rhodes

Pages 171-205

## Abstract

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### Abstract

The health benefits of regular, moderate-intensity physical activity have enormous scope and evidence, yet few people engage in the behavior. As a response, physical activity behavior science has seen considerable research attention over the last 30 years, dominated mainly by work in the social cognitive tradition. The purpose of this paper is to overview the extensions and challenges to this approach, including the gap between good intentions and behavior, the disparity between affective judgments and instrumental attitudes, differences in perceived capability and perceived opportunity, augmentation of expectations with volitional regulatory behaviors, and the relative contributions of implicit/reflexive and reflective factors that explain physical activity. The paper concludes with a proposed schematic, called multi-process action control, that represents an attempt to bridge the social cognitive tradition with contemporary theorizing and evidence in physical activity behavior change science.

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### Chapter Six - Motivated Emotion Regulation: Principles, Lessons, and Implications of a Motivational Analysis of Emotion Regulation

Maya Tamir, Yael Millgram

Pages 207-247

## Abstract

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### Abstract


A motivational analysis of emotion regulation focuses on understanding what motivates people to regulate emotions, and how such motivating factors operate and shape the process and outcomes of emotion regulation. We consider emotion regulation as a process that occurs within a larger motivational network. Within this network, people use emotion regulation strategies to achieve desired emotional states (i.e., emotion goals) in the service of higher-order goals (i.e., motives in emotion regulation). We review the lessons learned about motives, goals, and their interconnections. First, we identify possible motives in emotion regulation. Second, we discuss how motives in emotion regulation can give rise to various emotion goals. Third, we discuss how emotion goals may prioritize certain emotion regulation strategies. Next, we review empirical research derived from the motivational analysis of emotion regulation and its implications for understanding emotional experiences, social interactions, psychopathology, and well-being. Finally, we explore how a motivational analysis

## Chapter One - Mastery Motivation: Retrospect, Present, and Future Directions

Karen Caplovitz Barrett, George A. Morgan

Pages 1-39

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### Abstract

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#### Abstract

In this chapter, we discuss our perspective on mastery motivation, including its origins, current tenets, measurement, research based on it, and future directions. White (1959) proposed a special, nonhomeostatic motive for curious, playful exploration and the desire to effectively interact with the environment, which he labeled “effectance motivation.” This concept inspired the research by Yarrow and his colleagues (e.g., Yarrow, Morgan, Jennings, Harmon, & Gaiter, 1982; Yarrow, Rubenstein, & Pedersen, 1975) that led to our own mastery motivation approach. We view mastery motivation as multifaceted, because instrumental and expressive/affective aspects of mastery motivation are both crucial for understanding and for measuring mastery motivation, and because mastery motivation may differ across different domains of development. Mastery motivation is observed in individuals’ persistent striving in the face of moderate challenge, and in the emotions that play important roles in motivating persistence vs withdrawal and giving up. Mastery motivation is best observed as a process


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## Chapter Two - From Egosystem to Ecosystem: Motivations of the Self in a Social World

Jennifer Crocker, Amy Canevello

Pages 41-86

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### Abstract

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#### Abstract

In this chapter, we describe a theory of two types of social motivation: egosystem and ecosystem motivations. Egosystem motivation promotes inclusion and status in social relationships, groups, and organizations by energizing behaviors intended to maintain, enhance, and defend desired images of the self. Ecosystem motivation promotes the development of close, mutually supportive relationships by energizing behaviors intended to be constructive and supportive and not harmful to others. We describe activators and deactivators of each system, their indicators, and their consequences over time for relationships and psychological well-being. We then describe a program of research on these two motivational systems. Our early research explored these processes in college roommate relationships. Subsequent research has extended this work to other types of relationships, situations in which people face interpersonal problems and difficulties, and relationships of emotionally vulnerable people. Recent studies have examined implications of these motivations for self-regulation


Book chapter  Abstract only

## Chapter Three - Self-Control as the Fuel for Effective Self-Regulation at Work: Antecedents, Consequences, and Boundary Conditions of Employee Self-Control

Russell E. Johnson, Szu-Han Lin, Hun W. Lee

Pages 87-128

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### Abstract

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#### Abstract

In order to perform work tasks successfully and interact effectively with coworkers, it is necessary for employees to exert self-control over their feelings, thoughts, and behaviors while at work. For example, self-control helps employees maintain focus on their current goals and assignments, block out distractions and irrelevant information, align their behaviors and displayed emotions with company norms, and suppress deviant and rude impulses. According to resource allocation theories of self-regulation, exercising self-control is not a resource neutral act—rather, it draws from a finite pool of attentional resources. When these resources are depleted, people tend to show diminished self-control on ensuing activities until they have had opportunities for rest or recovery activities. In this chapter, we summarize our research that has examined work-related causes and consequences of self-control depletion. We also review individual differences that have been found to constrain depletion-based effects, thus verifying that people's skill, motivation, and beliefs feature into self-control processes. Lastly,


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## Chapter Four - Parsing the Role of Mesolimbic Dopamine in Specific Aspects of Motivation: Behavioral Activation, Invigoration, and Effort-Based Decision Making

John D. Salamone, Mercè Correa

Pages 129-167

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### Abstract

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#### Abstract

Definitions of motivation typically emphasize both directional and activation aspects of behavior. Motivated behavior is directed toward or away from particular stimuli, and also is characterized by substantial activity, vigor, persistence, and exertion of effort in both the initiation and maintenance of behavior. Some neural systems direct organisms toward distinct motivational stimuli such as food, water, and sex, and there appears to be a common neural circuitry regulating behavioral activation and the exertion of effort. The mesolimbic dopamine system, particularly the innervation of nucleus accumbens, is one of the brain systems mediating activational aspects of motivation and exertion of effort. This system integrates aspects of motivation and motor control functions involved in the instigation of goal-directed action. Dopamine transmission exerts a bidirectional regulation of exertion of effort in animal models and human studies. Interference with accumbens dopamine transmission reduces the tendency of rodents to work for food, and alters effort-related choice, but leaves other aspects of


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## Chapter Five - The Effects of Variety and Novelty on Physical Activity and Healthy Nutritional Behaviors

Benjamin D. Sylvester, Ben Jackson, Mark R. Beauchamp

Pages 169-202

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### Abstract

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#### Abstract

Engaging in healthy behaviors—such as regular physical activity and following a nutritious and balanced diet—brings about numerous health, social, and self-evaluative benefits. It is important, therefore, to understand the various factors that might support (or thwart) individuals' pursuit in those behaviors. The purpose of this chapter is to examine two distinct, but related, social factors that may represent opportune ways to promote both improved physical activity and healthier dietary practices. These social factors correspond to the provision and experience of *variety* and *novelty*. In this chapter, we chart conceptual definitions of variety and novelty, examine different theoretical frameworks and models that have been used to examine these constructs in health promotion settings, and evaluate how research to date has contributed to the current state of knowledge. Finally, we discuss implications for behavioral scientists and health promotion specialists, and offer recommendations for future research.


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## Chapter Six - Self-Efficacy's Role in Unifying Self-Regulation Theories

Jeffrey B. Vancouver

Pages 203-230

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### Abstract

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#### Abstract


On the way to finding a comprehensive theory of human behavior, protagonists from two perspectives—social cognitive theory and perceptual control theory—engaged in a debate over the roles of self-efficacy in determining human behavior. The debate represents a larger question of the role of cognitive constructs in explaining human behavior and the patience needed in elaborating a comprehensive, paradigm-level theory. Specifically, social cognitive theory could be seen as overemphasizing cognitive constructs, whereas perceptual control theory could be seen as underemphasizing them. Careful empirical and theoretical work, much of which is described here, provides a reconciliation and unification of these perspectives within a single, self-regulatory synthesis. This research and reconciliation demonstrates that self-efficacy can play multiple roles, some that negatively affect effort and performance and some that positively affect them. Yet, these roles are all useful for facilitating self-regulation. Moreover, the reconciliation demonstrates the usefulness of formally (e.g., with computational

## Chapter One - Motivation in the Service of Allostasis: The Role of Anterior Mid-Cingulate Cortex

Alexandra Touroutoglou, Joseph M. Andreano, Morenikeji Adebayo, Sam Lyons, Lisa Feldman Barrett

Pages 1-25

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### Abstract

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#### Abstract

In this chapter, we suggest that motivation serves to anticipate the energy of the body and meet those needs before they arise called allostasis. We describe motivation as the output of energy computations that include estimates about future energy/metabolic needs and the value of effort required for potential behaviors (i.e., whether the cost of effort is worthwhile). We bring neuroscience evidence to bear to support this hypothesis. We outline a system of brain networks that have been shown to be important for motivation, focus in on one hub in this network, the anterior mid-cingulate cortex (aMCC), and discuss its importance for establishing motivation in the service of allostasis. We present evidence that the aMCC, positioned at the intersection of multiple brain networks, is wired to integrate signals relating to allostasis with its sensory consequences, termed interoception, as well as with cognitive control processes, sensory, and motor functions. This integration guides the nervous system toward the optimal effort required to achieve a desired goal. Across a variety of task


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## Chapter Two - Motivation, Emotion, Cognition, and Communication: Definitions and Notes Toward a Grand Theory

Ross Buck

Pages 27-69

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### Abstract

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#### Abstract

I present specific definitions of motivation, emotion, and cognition in terms of primary motivational–emotional systems or *primes*; and develop a Developmental–Interactionist view of their interrelationships. I address the “hundred-year emotion war” about whether the concept “emotion” can be considered a unitary construct, arguing that a simple definition is inappropriate. First, neurochemical systems form the bases of subjectively experienced emotions (affects), while, at a different level of analysis, ecological selection pressures shape emotional displays. Second, different aspects of emotional responding (physiological arousal, display, and subjective affect) are differently accessible during development, and they therefore undergo different patterns of social learning (*emotional education*) with implications for emotional (in) competence. I then discuss the conceptualization and measurement of emotional communication, including evidence that unlike symbolic communication (e.g., language), spontaneous emotional communication is based on right-hemisphere


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## Chapter Three - Academic Intrinsic Motivation: Theory, Assessment, and Longitudinal Research

Adele Eskeles Gottfried

Pages 71-109

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### Abstract

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#### Abstract

Academic intrinsic motivation (AIM) is enjoyment of school learning, and performance of activities for their own sake, in which pleasure is inherent in the activity itself. It is characterized by an orientation toward mastery; curiosity; persistence; task-endogeny; and the learning of challenging, difficult, and novel tasks. Based on the definition, three scales were developed to assess AIM across young children through adolescents. The first scale developed was the Children's Academic Intrinsic Motivation Inventory (CAIMI) for elementary through junior high school children which was differentiated by subject areas (Reading, Math, Social Studies, and Science) as well as containing a scale for School in General. A downward extension was then developed for primary grade children (grades 1 through 3), called the Young Children's Academic Intrinsic Motivation Inventory (YCAIMI), a simplified version of the CAIMI. A version for high school students was also developed called the CAIMI-HS. Across these scales, and integrating across studies, AIM proved to be positively related to


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## Chapter Four - Brick by Brick: The Origins, Development, and Future of Self-Determination Theory

Richard M. Ryan, Edward L. Deci

Pages 111-156

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### Abstract

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#### Abstract

Self-determination theory is a broad and widely applied theory of motivation, personality development, and wellness. The theory began with a narrow focus on intrinsic motivation but has expanded over time to encompass both intrinsic and extrinsic motivations and spawned new perspectives on well-being, life-goals, relationship quality, vitality and depletion, and eudaimonia, among other topics. In this overview of SDT, we first discuss the value of broad theory for psychological science. We then describe the strategy behind SDT's development, and the unfolding of its core mini-theories and topical models, from early studies on intrinsic motivation to the enormous body of research being produced today by a global community of SDT scholars. Throughout we highlight evidence for the critical role of supports for autonomy, competence and relatedness in human development and thriving, and the strong practical and translational value of a functionally-focused, and empirically-supported, theoretical framework.

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## Chapter Five - Climatic Ignition of Motivation

Evert Van de Vliert, Tom T. Postmes, Paul A.M. Van Lange

## Abstract

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### Abstract

Climatic demands of cold winters and hot summers help explain *why*, whereas poverty and riches help explain *how*, inhabitants adapt culturally to their place of residence, their habitat. Motivational goals, behavioral means, and behavioral outcomes differ systematically in the following four types of habitats: *threatening* (demanding, poor); *unthreatening* (undemanding, poor); *unchallenging* (undemanding, rich); and *challenging* (demanding, rich). Perhaps most notably, there are stepwise increases in freedom, individualism, cooperation and creativity from threatening to unthreatening to unchallenging to challenging habitats. Geographically viewed, north-south differences dwarf east-west differences in climatic demands and wealth resources, and thus in climato-economic habitats. As a consequence, north-south differences also dwarf east-west differences in motives and behaviors. Because of their climato-economic habitats, compared to southerners, northerners manifest higher levels of freedom, individualism, cooperation and creativity in the northern

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### Chapter Six - My Journey to the Attribution Fields

Bernard Weiner

Pages 185-211

## Abstract

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### Abstract


In this article I trace the evolution in my thinking about motivation and the development of an attribution theory of motivation and emotion. This history includes positive reactions toward and negative reactions against the achievement motivation theory proposed by my mentor, John Atkinson. In a similar manner, the attribution approach was directed by and contradicts Julian Rotter's concept of locus of control. Although this theory was first examined within the context of achievement striving, it subsequently expanded to incorporate social motivation and social perception, specifically regarding stigma, impression management, political ideology, and helping. The article contains a discussion of some lingering disappointments, including lack of incorporation of the ideas within other theories of motivation and a failure by critics to distinguish a naïve theory at the empirical versus theoretical level. Finally, the article ends with an examination of the positive contributions of this attribution approach: the unquestioned reliability (replicability) of the data, the incorporation

## Chapter One - Metamotivation: Emerging research on the regulation of motivational states

David B. Miele, Abigail A. Scholer, Kentaro Fujita

Pages 1-42

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### Abstract

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#### Abstract

Until recently, research examining the self-regulation of motivation focused primarily on the strategies people use to bolster the amount of motivation they have for pursuing a task goal. In contrast, our metamotivational framework highlights the importance of also examining if people recognize which qualitatively distinct types of motivation (e.g., promotion vs. prevention) are most helpful for achieving their goal, given the demands of the task or situation. At the heart of this framework is the idea that any given motivational state involves performance trade-offs, such that it may be relatively beneficial for some tasks, but detrimental for others. In this article, we review research suggesting that, on average, people (a) possess metamotivational knowledge of such trade-offs (particularly those posited by regulatory focus theory, self-determination theory, and construal level theory), (b) recognize strategies that could be used to induce adaptive motivational states, and (c) implement this knowledge (at times) to increase the likelihood of performance success. We also discuss future


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## Chapter Two - Moving from research on message framing to principles of message matching: The use of gain- and loss-framed messages to promote healthy behavior

Alexander J. Rothman, Keven-Joyal Desmarais, Richie L. Lenne

Pages 43-73

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### Abstract

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#### Abstract

For more than three decades, investigators have worked to generate an evidence base that can guide the strategic use of gain- and loss-framed information to promote healthy behavior. A key theme underlying these efforts has been the identification of a set of moderators—constructs that represents aspects of a person or of a situation—that regulate the effect of framed messages and enable investigators to deliver messages that are framed to match a person or situation and, thereby, maximize its persuasive effect. In this article, we examine how the adoption of a moderator-focused approach to message framing has shaped the evidence base that has emerged and offer a series of recommendations for where research should head. In particular, we consider two themes that offer opportunities to deepen our understanding of message framing effects. First, given that the effectiveness of message framing rests on investigators' ability to match a message to a person or a situation strategically, we articulate a set of principles that could inform the optimal application of message matching. Second, moving


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## Chapter Three - The motivational potency of nostalgia: The future is called yesterday

Constantine Sedikides, Tim Wildschut

Pages 75-111

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### Abstract

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#### Abstract

The emotion of nostalgia, a sentimental longing for one's personal past, has motivational implications. We outline these implications for various forms of approach motivation. One such form is generalized motivation. In particular, nostalgia fosters a sense of youthfulness (i.e., lower subjective age, feeling alert and energetic), boosts inspiration (i.e., transcendence of mundane preoccupations and awareness of new possibilities), and encourages (financial) risk-taking. Another form is localized motivation. In particular, nostalgia promotes a growth orientation (e.g., state authenticity or intrinsic self-expression, growth-oriented self-perceptions and behavioral intentions), galvanizes intrinsic motivation, and strengthens the pursuit of one's important goals. The final form is action-oriented motivation. In particular, nostalgia cements an employee's resolve to stay with the organization (i.e., weakens turnover intentions), increases the propensity to help and actual helping, and contributes indirectly to behavior change (i.e., reduction of problematic behavior such as gambling and drinking). When


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## Chapter Four - A development-in-sociocultural-context perspective on the multiple pathways to youth's engagement in learning

Ming-Te Wang, Daphne A. Henry, Jessica L. Degol

Pages 113-160

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### Abstract

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#### Abstract

For three decades, motivation researchers have used the construct of engagement as a holistic lens for understanding how children interact with learning activities, highlighting that each child has a unique engagement profile comprised of behavioral, emotional/affective, cognitive, and social dimensions. As researchers continue to piece together the multifaceted nature of engagement, a pressing need has emerged for a synthetic, coherent review of the extant literature on engagement that clarifies its conceptualization, identifies its key facilitators and consequences, and delineates its functions. Using a developmental-contextual approach, this chapter presents an integrative theoretical perspective on engagement, emphasizing that engagement is the product of dynamic developmental and relational processes involving transactions across multiple ecologies. The integrative model of engagement offers a nuanced and comprehensive perspective on the multiple pathways—psychological, cognitive, and sociocultural—underlying the development of youth's engagement. The


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## Chapter Five - 35 years of research on students' subjective task values and motivation: A look back and a look forward

Allan Wigfield, Jacquelynne S. Eccles

Pages 161-198

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### Abstract

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#### Abstract

We discuss the development of Eccles, Wigfield, and colleagues' expectancy-value model of achievement motivation (now called SEVT for situated expectancy value theory) and review the research on the part of the model that concerns the development of children's expectancies and values and their relations to performance and activity choice. We focus primarily on subjective task value (STV), first discussing the definition of its different components (intrinsic value, attainment value, utility value, and perceived cost) and how they develop across the childhood and adolescent years. We discuss relations among these components and the notion of "hierarchies of values" as being especially important for activity choice. We next turn to discussion of sources of influences on task values and processes by which individuals' STVs take shape. Next is a discussion of how individuals' values and expectancies relate to their activity choice; we discuss both variable-centered and person centered research addressing this issue. Then we discuss expectancy-value theory based interventions that have


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## Chapter Six - Adaptive self-regulation, subjective well-being, and physical health: The importance of goal adjustment capacities

Carsten Wrosch, Michael F. Scheier

Pages 199-238

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### Abstract

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#### Abstract

This chapter addresses how people manage the experience of unattainable goals and protect their subjective well-being and physical health. It is argued that goals provide structure and meaning to a person's life and that goal attainment contributes to patterns of successful development by facilitating subjective well-being and physical health. However, when goals become unattainable, people need to disengage from desired goals and pursue other, meaningful goals. Theoretical considerations and empirical research associated with the concept of goal adjustment capacities are discussed. The reviewed literature leads to the conclusion that goal disengagement and goal reengagement capacities represent adaptive self-regulation factors that benefit subjective well-being and physical health. In addition, emotional responses to emerging problems and intractable losses, such as depressive mood and sadness, are identified as psychological factors that can facilitate goal disengagement. This chapter concludes by highlighting some remaining questions and suggesting avenues for future research.