

# Contents

## PART I. A HISTORICAL PERSPECTIVE

1. Core Social Motivations: Views from the Couch, Consciousness, Classroom, Computers, and Collectives	3
<i>Susan T. Fiske</i>	

## PART II. FORMS AND SYSTEMS OF MOTIVATION

### *Different Forms of Motivation*

2. Belongingness Motivation: A Mainspring of Social Action	27
<i>Mark R. Leary and Cody B. Cox</i>	
3. The Many Sides of Control Motivation: Motives for High, Low, and Illusory Control	41
<i>Suzanne C. Thompson and Michèle M. Schlehofer</i>	
4. Self-Enhancement and Self-Affirmation: The Consequences of Positive Self-Thoughts for Motivation and Health	57
<i>Shelley E. Taylor and David K. Sherman</i>	
5. Cognitive Dissonance Theory: An Update with a Focus on the Action-Based Model	71
<i>Eddie Harmon-Jones and Cindy Harmon-Jones</i>	
6. Motivated Closed-Mindedness and Its Social Consequences	84
<i>Arie W. Kruglanski and Woo Young Chun</i>	
7. Historical Perspectives and New Directions in Achievement Goal Theory: Understanding the Effects of Mastery and Performance-Approach Goals	100
<i>Corwin Senko, Amanda M. Durik, and Judith M. Harackiewicz</i>	



- 8. A Basic but Uniquely Human Motivation: Terror Management 114  
*Jeff Greenberg, Sheldon Solomon, and Jamie Arndt*
- 9. Prosocial Motivation 135  
*C. Daniel Batson, Nadia Ahmad, Adam A. Powell, and E. L. Stocks*
- 10. Implicit Motivation: Past, Present, and Future 150  
*Melissa J. Ferguson, Ran Hassin, and John A. Bargh*

### ***Motivational Systems***

- 11. Motivations for Promotion and Prevention 169  
*Daniel C. Molden, Angela Y. Lee, and E. Tory Higgins*
- 12. The Neuroevolution of Motivation 188  
*Gary G. Berntson and John T. Cacioppo*
- 13. Contributions of Attachment Theory and Research to Motivation Science 201  
*Mario Mikulincer and Phillip R. Shaver*
- 14. Structural Dynamics: The Challenge of Change in Goal Systems 217  
*James Y. Shah and Arie W. Kruglanski*

## **PART III. MOTIVATIONAL PROCESSES AND DIFFERENCES**

### ***Motivational Processes and Goal Pursuits***

- 15. The Goal Construct in Psychology 235  
*Andrew J. Elliot and James W. Fryer*
- 16. The Impact of Social Comparisons on Motivation 251  
*Penelope Lockwood and Rebecca T. Pinkus*
- 17. Goal Contagion: Inferring Goals from Others' Actions—and What It Leads To 265  
*Henk Aarts, Ap Dijksterhuis, and Giel Dik*
- 18. Implicit and Explicit Counteractive Self-Control 281  
*Ayelet Fishbach and Yaacov Trope*
- 19. Dealing with Unwanted Feelings: 295  
The Role of Affect Regulation in Volitional Action Control  
*Sander L. Koole and Julius Kuhl*
- 20. Feedback Processes in the Simultaneous Regulation of Action and Affect 308  
*Charles S. Carver and Michael F. Scheier*
- 21. Flexible Tenacity in Goal Pursuit 325  
*Peter M. Gollwitzer, Elizabeth J. Parks-Stamm, Alexander Jaudas, and Paschal Sheeran*
- 22. The Antecedents and Consequences of Nonconscious Goal Pursuit 342  
*Tanya L. Chartrand, Amy N. Dalton, and Clara Michelle Cheng*
- 23. Regulatory Fit 356  
*E. Tory Higgins*



24.	Can Satisfaction Reinforce Wanting?: A New Theory about Long-Term Changes in Strength of Motivation	373
	<i>Kathleen D. Vohs and Roy F. Baumeister</i>	

**Motivational Differences**

25.	The Role of Goal Investment in Self-Regulation: Benefits and Costs	393
	<i>Eva M. Pomerantz and Serena Shim</i>	
26.	Self-Theories, Goals, and Meaning	405
	<i>Carol S. Dweck and Heidi Grant</i>	
27.	Culture and Motivation	417
	<i>Beth Morling and Shinobu Kitayama</i>	
28.	Of Men, Women, and Motivation: A Role Congruity Account	434
	<i>Amanda B. Diekman and Alice H. Eagly</i>	
29.	Developmental Perspectives on Achievement Motivation: Personal and Contextual Influences	448
	<i>Lisa Linnenbrink-Garcia and Jennifer A. Fredricks</i>	
30.	The Interface of Motivation Science and Personology: Self-Concordance, Quality Motivation, and Multilevel Personality Integration	465
	<i>Kennon M. Sheldon</i>	

**PART IV. APPLICATIONS OF MOTIVATIONAL RESEARCH**

**Well-Being and Optimal Functioning**

31.	Challenge, Threat, and Health	481
	<i>Jim Blascovich</i>	
32.	Understanding the Determinants of Health Behavior Change: Integrating Theory and Practice	494
	<i>Alexander J. Rothman, Andrew W. Hertel, Austin S. Baldwin, and Roger D. Bartels</i>	
33.	Social Exclusion, Motivation, and Self-Defeating Behavior: Why Breakups Lead to Drunkenness and Ice Cream	508
	<i>Jean M. Twenge</i>	
34.	Personal Goals and Life Dreams: Positive Psychology and Motivation in Daily Life	518
	<i>Laura A. King</i>	

**Intergroup and Interpersonal Relations**

35.	When Self-Protection Hurts: Satisfying Connectedness Motivations in Close Relationships	533
	<i>Sandra L. Murray</i>	
36.	Prorelationship Motivation: An Interdependence Theory Analysis of Situations with Conflicting Interests	547
	<i>Eli J. Finkel and Caryl E. Rusbult</i>	



<b>37.</b>	Approaching Social Rewards and Avoiding Social Punishments: Appetitive and Aversive Social Motivation <i>Shelly L. Gable and Amy Strachman</i>	561
<b>38.</b>	Making Things Better <i>and</i> Worse: Multiple Motives in Stereotyping and Prejudice <i>Steven J. Stroessner and Abigail A. Scholer</i>	576
<b>39.</b>	System Justification as Conscious and Nonconscious Goal Pursuit <i>John T. Jost, Janina Pietrzak, Ido Liviatan, Anesu N. Mandisodza, and Jaime L. Napier</i>	591
	Author Index	607
	Subject Index	625