

Contents

List of Figures	xiii
List of Tables	xv
Contributors	xvii
1 Motivation and its Control: Introduction and Overview <i>Eddie Harmon-Jones and Joseph P. Forgas</i>	1
PART I	
Introduction and Basic Issues	19
2 Beyond Pleasure and Pain: Value From Engagement <i>E. Tory Higgins</i>	21
3 The Evolutionary Unconscious: From ‘Selfish Genes’ to ‘Selfish Goals’ <i>John A. Bargh and Julie Y. Huang</i>	35
4 Dual Process Models and Serotonergic Functioning: Impulse and Self-control <i>Charles S. Carver, Sheri L. Johnson, and Jutta Joormann</i>	55
5 Imagination and Behavioral Control <i>C. Neil Macrae, Brittany M. Christian, and Lynden K. Miles</i>	79
6 The Ego Fixation Hypothesis: Involuntary Persistence of Self-control <i>Sander L. Koole, Mattie Tops, Sarah Strübin, Jarik Bouw, Iris K. Schneider, and Nils B. Jostmann</i>	95

PART II	
Affective Mechanisms and Affect Control	113
7 No Pain, No Gain: How Distress Underlies Effective Self-control (and Unites Diverse Social Psychological Phenomena) <i>Michael Inzlicht and Lisa Legault</i>	115
8 The Relationship between Individual Differences in Executive Functioning and Emotion Regulation: A Comprehensive Review <i>Brandon J. Schmeichel and David Tang</i>	133
9 The Regulation of Vision: How Motivation and Emotion Shape What We See <i>Steven B. Most</i>	153
10 On the Regulatory Functions of Mood: Affective Influences on Memory, Judgments and Behavior <i>Joseph P. Forgas</i>	169
11 Psychological and Biological Mechanisms Underlying Control over Anger and Aggression <i>Thomas F. Denson</i>	193
PART III	
Approach and Avoidance Processes in Social Motivation	211
12 The Embodiment of Approach Motivation <i>Eddie Harmon-Jones, Tom F. Price, and Cindy Harmon-Jones</i>	213
13 Avoidance Motivation is Resource Depleting <i>Andrew J. Elliot, Julia Schüller, Marieke Roskes, and Carsten K. W. De Dreu</i>	231
14 When Saying Yes to the Doughnut Is Not Saying No to Self-control: A Hierarchical Approach to Flexibility in Conflict Representation <i>Abigail A. Scholer</i>	247
15 Motivated Distance Perception Serves Action Regulation <i>Emily Balcetis and Shana Cole</i>	263

PART IV	
Interpersonal, Social and Cultural Implications	279
16 Sex, Love, Temptation: Human Mating Motives and their Regulation <i>Jon K. Maner and Jennifer Leo</i>	281
17 The Natural Order of Things: The Motivated Underpinnings of Naturalistic Explanations for Inequality <i>Jaime L. Napier</i>	299
18 Cultural Neuroscience of Choice Justification <i>Shinobu Kitayama, Steve Tompson, and Hannah Faye Chua</i>	313
19 Scaring the Bejesus into People: The Role of Religious Belief in Managing Implicit and Explicit Anxiety <i>Jamin Halberstadt and Jonathan Jong</i>	331
20 'It is Better to Give than to Receive': The Role of Motivation and Self-control in Determining the Consequences of Ostracism for Targets and Sources <i>Lisa Zadro, Alexandra Godwin, and Karen Gonsalkorale</i>	351
Index	367