

# CONTENTS

*Preface* *page ix*

## **PART I. BREAKDOWNS OF WILL: THE PUZZLE OF AKRASIA**

- |   |  |    |
|---|--|----|
| 1 | Introduction   | 3  |
| 2 | The Dichotomy at the Root of Decision Science:<br>Do We Make Choices By Desires or By Judgments? | 13 |
| 3 | The Warp in How We Evaluate the Future   | 27 |
| 4 | The Warp Can Create Involuntary Behaviors:<br>Pains, Hungers, Emotions                           | 48 |

## **PART II. A BREAKDOWN OF THE WILL: THE COMPONENTS OF INTERTEMPORAL BARGAINING**

- |   |   |     |
|---|---|-----|
| 5 | The Elementary Interaction of Interests                   | 73  |
| 6 | Sophisticated Bargaining among Internal Interests         | 90  |
| 7 | The Subjective Experience of Intertemporal Bargaining     | 105 |
| 8 | Getting Evidence about a Nonlinear Motivational<br>System | 117 |

## **PART III. THE ULTIMATE BREAKDOWN OF WILL: NOTHING FAILS LIKE SUCCESS**

- |    |                                       |     |
|----|---------------------------------------|-----|
| 9  | The Downside of Willpower             | 143 |
| 10 | An Efficient Will Undermines Appetite | 161 |

## *Contents*

11 The Need to Maintain Appetite Eclipses the Will	175
12 Conclusions	198
<i>Notes</i>	201
<i>References</i>	227
<i>Name Index</i>	247
<i>Subject Index</i>	253