

Contents

Preface vii

Notes on contributors ix

Introduction *Jon Elster* 1

1. Self-deception and the voter's illusion *George A. Quattrone and Amos Tversky* 35
2. The goals and strategies of self-deception *David Pears* 59
3. Deception and division *Donald Davidson* 79
4. Deception and self-deception in Stendhal *Jon Elster* 93
5. Self-deception, *akrasia* and irrationality *Amélie Oksenberg Rorty* 115
6. Beyond microeconomics. Conflict among interests in a multiple self as a determinant of value *George Ainslie* 133
7. The mind as a consuming organ *Thomas Schelling* 177
8. Goethe's *Faust*, Arrow's Possibility Theorem and the individual decision-taker *Ian Steedman and Ulrich Krause* 197
9. The Buddhist theory of 'no-self' *Serge-Christophe Kolm* 233

Index of names 267