Contents

List of Illustrations vii
Acknowledgments ix
Overview 1

Section One: Introduction 9

Chapter One Why Do People Cooperate? 11

Chapter Two Motivational Models 27

Section Two: Empirical Findings 49

Chapter Three Cooperation with Managerial Authorities in Work Settings 51

Chapter Four Cooperation with Legal Authorities in Local Communities 66

Chapter Five Cooperation with Political Authorities 81

Section Three: Implications 91

Chapter Six The Psychology of Cooperation 93

Chapter Seven Implications 108

Chapter Eight Self-regulation as a General Model 146

Conclusion 167

Notes 169

References 187

Index 209