

ИЗБРАННЫЕ ИСТОЧНИКИ И ССЫЛКИ

Чтобы сделать чтение перечня источников и примечаний более удобным для читателя, мы упорядочили весь материал по разделам. Каждая сноска относится к одной полной цитате раздела, в котором упоминается исследовательская работа, имеющая прямое отношение к тексту. (В некоторых цитатах приводятся те фрагменты первоисточника, которые оказали наиболее сильное влияние на текст книги.) В случаях, когда исследование, описанное в одной главе, важно и для понимания материала из другой, мы особо обращаем на это внимание читателей.

Часть I

Высказывание о «размере собаки» стало знаменитым, когда президент Эйзенхауэр использовал его в своей речи 21 января 1958 года. Ранее он приводил эту цитату минимум один раз, в 1957 году. Этот афоризм приписывают и другим людям, в том числе Марку Твену. Однако его нет ни в одной из опубликованных работ писателя, так что, скорее всего, это не одно из его изречений. Афоризм о «размере собаки» был популярным в 30-х годах; самое раннее употребление, которое мы нашли, — в журнале *MacLean's Weekly* за 1928 год. Однако, по всей вероятности, это выражение появилось еще раньше. В одном издании, вышедшем в Северной Дакоте, говорится о том, что это «старая поговорка обитателей Блэк-Хиллс».

American Assn. of Port Authorities, *World Ports*, vol. 20–21, pp. 16 (1957).

- Eisenhower, Dwight D., “Excerpts from Remarks at Republican National Committee Breakfast,” Washington, DC (1958).
- Kenner, Samantha, Correspondence with Author (2012).
- Schmidt, Barbara, Correspondence with Author (2012).
- State Bar of South Dakota, South Dakota Bar Journal, vol. 2, pp. 53 et seq. (1933).
- Word Study, vol. 1–15, p. 34, Springfield, MA: G. & C. Merriam Co. (1968).
- Collins English Language, Dictionary Entry for “Competition,” <http://bit.ly/NA8WZh>.

Глава 1

1.

- “Cortisol Luminescence Immunoassay (RE62019),” vers. 2009_09, IBL International, Hamburg (2009).
- Deinzer, R., C. Kirschbaum, C. Gresele, & D. H. Hellhammer, “Adrenocortical Responses to Repeated Parachute Jumping and Subsequent h-CRH Challenge in Inexperienced Healthy Subjects,” *Physiology & Behavior*, vol. 61(4), pp. 507–511 (1997).
- Deinzer, Renate, Correspondence with Author (2012).
- Deinzer, Renate, Interview with Author (2011).
- “FAQs,” Georgia Tech Sport Parachute Club, <http://bit.ly/MSFdap> (2011).
- “Frequently Asked Questions,” U.S. Parachute Assn., <http://bit.ly/LZrD2z> (2008).
- Kalman, Brian A., & Ruth E. Grahn, “Measuring Salivary Cortisol in the Behavioral Neuroscience Laboratory,” *Journal of Undergraduate Neuroscience Education*, vol. 2(2), pp. A41–A49 (2004).
- Lyng, Stephen, “Edgework: A Social Psychology Analysis of Voluntary Risktaking,” *American Journal of Sociology*, vol. 95(4), pp. 851–886 (1990).
- Meyer, James, “Syncope and Hypoxia,” *Toggle Times*, Parachute Assn. of South Africa, <http://bit.ly/Qwlr4i> (1/27/2011).

Ryan, Allan J., & Clayton L. Thomas, "Sport Parachuting and Sky Diving," *JAMA*, vol. 194(3), pp. 259–263 (1965).

Strahler, Katharina, Felix Ehrlenspiel, Moritz Heene, & Ralf Brand, "Competitive Anxiety and Cortisol Awakening Response in the Week Leading Up to a Competition," *Psychology of Sport & Exercise*, vol. 11(2), pp. 148–154(2010).

United States Parachute Assn., 2012–2013 Skydiver's Information Manual (Sept. 2011).

2.

Парадокс, состоящий в том, что к прыжкам с парашютом можно привыкнуть за день, а к участию в конкурсах бальных танцев не привыкнешь даже за много лет, впервые привлек наше внимание в работе Strahler, et al. (2010).

Kalman, Brian A., & Ruth E. Grahn, "Measuring Salivary Cortisol in the Behavioral Neuroscience Laboratory," *Journal of Undergraduate Neuroscience Education*, vol. 2(2), pp. A41–A49 (2004).

Rohleder, Nicolas, Silke E. Beulen, Edith Chen, Jutta M. Wolf, & Clemens Kirschbaum, "Stress on the Dance Floor: The Cortisol Stress Response to Social-Evaluative Threat in Competitive Ballroom Dancers," *Personality & Social Psychology Bulletin*, vol. 33(1), pp. 69–84 (2007).

Rohleder, Nicolas, Correspondence with Author.

Rohleder, Nicolas, Interview with Author.

Strahler, et al. (2010) *supra*.

Adler, Amy, Interview with Author (2011).

Ericsson, K. Andres, "The Influence of Experience and Deliberate Practice on the Development of Superior Expert Performance," In: K. Anders Ericsson, Neil Charness, Paul J. Feltovich, & Robert R. Hoffman (Eds.), *Cambridge Handbook of Expertise and Expert Performance*, ch. 38, pp. 683–703, New York: Cambridge University Press (2006).

Ericsson, K. Andres, Ralf Th. Krampe, & Clemens Tesch-Romer, "The Role of Deliberate Practice in the Acquisition of Expert

Performance,” *Psychological Review*, vol. 100(3), pp. 363–406 (1993).

Gladwell, Malcolm, *Outliers: The Story of Success*, New York: Little, Brown & Co. (2008).

Syed, Matthew, *Bounce: Mozart, Federer, Picasso, Beckham & The Science of Success*, New York: Harper (2010).

3.

Bergin, D., & C. Tsai, “A Taxonomy for Categorizing Research on Competition,” Paper Presentation at Annual Meeting of the MWERA, St. Louis, MO, <http://bit.ly/UffPis> (2009).

Bergin, David, Correspondence with Author (2011).

Bullinger, Angelika C., Anne-Katrin Neyer, Matthias Rass, & Kathrin M. Moeslein, “Community-Based Innovation Contests: Where Competition Meets Cooperation,” *Creativity and Innovation Management*, vol. 19(3), pp. 290–303 (2010).

Chance, Zoe, “A Temporal View of Self-Deception,” Paper Presentation at Annual Convention for the Society for Personality and Social Psychology, San Diego (2011).

Chance, Zoe, Michael I. Norton, Francesca Gino, & Dan Ariely, “Temporal View of the Costs and Benefits of Self-Deception,” *Proceedings of the National Academy of Sciences*, vol. 108 (supp. 3), pp. 15655–15659 (2011).

Collier, A. Shawn, Richard M. Ryckman, Bill Thornton, & Joel A. Gold, “Competitive Personality Attitudes and Forgiveness of Others,” *Journal of Psychology: Interdisciplinary & Applied*, vol. 144(6), pp. 535–543 (2010).

Connell, Joseph H., “On the Prevalence and Relative Importance of Interspecific Competition: Evidence from Field Experiments,” *American Naturalist*, vol. 122(5), pp. 661–696 (1983).

Green, Vanessa A., & Ruth Rechis, “Children’s Cooperative and Competitive Intel actions in Limited Resource Situations: A Literature “Review”, *Applied Developmental Psychology*, vol. 27, pp. 42–59 (2006).

Kwateng, Danielle, "Decoding the Business of Earvin," *Black Enterprise*, <http://bit.ly/McSyl4> (2012).

Lallemand, Thierry, Robert Plasman, & Francois Rycx, "Intra-Firm Wage Dispersion and Firm Performance: Evidence from Linked Employer-Employee Data," *KYKLOS*, vol. 57(Fasc. 4), pp. 541–566 (2004).

Morey, Nadege, & Gwendolyn L. Gerber, "Two Types of Competitiveness: Their Impact on the Perceived Interpersonal Attractiveness of Women and Men," *Journal of Applied Social Psychology*, vol. 25(3), pp. 210–222 (2006).

Ryckman, Richard M., Bill Thornton, & J. Corey Butler, "Personality Correlates of the Hypercompetitive Attitude Scale: Validity Test of Horney's Theory of Neurosis," *Journal of Personality Assessment*, vol. 2(1), pp. 84–94 (1994).

Ryckman, Richard M., Bill Thornton, & Joel A. Gold, "Assessing Competition Avoidance as a Basic Personality Dimension," *Journal of Psychology*, vol. 143 (2), pp. 175–192 (2009).

Shleifer, Andrei, "Does Competition Destroy Ethical Behavior?" *American Economic Review, Papers & Proceedings of the One Hundred Sixteenth Annual Meeting of the American Economic Assn., San Diego*, vol. 94(2), pp. 414–418 (2004).

Tauer, John M., & Judith M. Harackiewicz, "The Effects of Cooperation and Competition on Intrinsic Motivation and Performance," *Journal of Personality & Social Psychology*, vol. 86(6), pp. 849–861 (2004).

Tjosvold, Dean, David W. Johnson, Roger T. Johnson, & Haifa Sun, "Competitive Motives and Strategies: Understanding Constructive Competition," *Group Dynamics: Theory, Research, & Practice*, vol. 10(2), pp. 87–99 (2006).

"Weekly Address: To Win the Future, America Must Win the Global Competition in Education," Remarks by President Barack Obama, <http://1.usa.gov/gCuCaK> (2/19/2011).

Дополнительную информацию об Олимпийских играх можно найти в источниках к главе 12.

Hamilton, Edith, *The Greek Way*, New York: W. W. Norton (1930).

Hansen, William (Ed.), "The Oracles of Astrampsychus," In *Anthology of Ancient Greek Popular Literature* (Randall Stewart & Kenneth Morrell, Trans.), pp. 285–326 (1998).

Harris, William, *The Intelligent Person's Guide to Greek*, <http://bit.ly/1bNOhHo> (u.d.).

Lendon, J. E., *Soldiers & Ghosts: A History of Battle in Classical Antiquity*, New Haven: Yale University Press (2005).

Littlewood, A. R., "Games and Sports," In Nigel Guy Wilson (Ed.), *Encyclopedia of Ancient Greece*, New York: Routledge (2006).

Miller, Stephen G., *Arete: Greek Sports from Ancient Sources*, Berkeley, CA: University of California Press (1991).

Porter, David T., "The Pursuit of Arete," David O. McKay Lecture, Brigham Young University-Hawaii, <http://bit.ly/McSCh8> (2007).

Rostkowska, Elzbieta, "Women and Sport: A Historical Outline and Contemporary Social and Physiological Issues," *Studies in Physical Culture & Tourism*, vol. 14(2), pp. 169–175 (2007).

4.

Основной источник информации о заплыве на Олимпиаде 2008 года — наше интервью с Джейсоном Лезаком и видео заплыва. Однако мы нашли много полезных деталей и в статьях по этой теме, опубликованных в прессе.

"Beijing: Lezak, U.S. Make History in 4x100m Freestyle" (video), NBCOlympics.com, <http://bit.ly/IEZSxB> (8/2008).

Crouse, Karen, "Lezak, Not Phelps, Puts on a Show," *New York Times*, p. D1, <http://nyti.ms/N2yxJA> (8/10/2008).

"First-Ever Mutual of Omaha's Duel in the Pool to Settle Rivalry Between Powerhouse U.S. and Australian Swim Teams," Mutual of Omaha Press Release, <http://prn.to/MSFeeA> (8/7/2002).

- Forde, Pat, "‘No Way’ Turns into ‘No Quit’ for Lezak, Men’s Relay Team," ESPN.com, <http://es.pn/N3Tujb> (8/11/2008).
- Henderson, John, "Bernard Holds Off Lezak in 100 Free," *Denver Post*, <http://bit.ly/Q5ZWtY> (8/14/2008).
- Jenkins, Sally, "Getting By with a Little Help from His Friends," *Washington Post*, <http://wapo.st/PWbnVj> (9/12/2008).
- Lezak, Jason, Interview with Author (2012).
- Paxinos, Stathi, "Rivalry to Fire Phelps," *The Age*, <http://bit.ly/olfSbu> (7/16/2011).
- Steele, David, "Deep Pool of Talent Fuels Rivalry," *San Francisco Chronicle*, p. D2, <http://bit.ly/1ht8BG1> (9/14/2000).
- Voepel, Mechelle, "At 32, Lezak Keeps Phelps’ Dream Alive," *Kansas City Star*, <http://bit.ly/1lzhnlZ> (8/11/2008).

5.

Здесь приведены ссылки только на часть исследований, посвященных конкуренции как источнику мотивации. Более подробную информацию о конкуренции как факторе мотивации в конкретном контексте (например, конкуренция и творчество), можно найти в источниках к соответствующим главам.

- Carse, James P., *Finite and Infinite Games: A Vision of Life as Play and Possibility*, New York: The Free Press/Macmillan (1986).
- Duplinsky, Michelle S., & Robert L. Woolfolk, "Motivation Styles, Attribution Styles, and Goal Orientations in Triathletes," Poster Presentation at Annual Convention of the American Psychological Assn. Washington, DC (2011).
- Erev, Ido, Gary Bornstein, & Rachely Galili, "Constructive Intergroup Competition as a Solution to the Rider Problem: A Field Experiment," *Journal of Experimental Social Psychology*, vol. 29(6), pp. 463–478 (1993).
- Myers, Albert, "Team Competition, Success, and the Adjustment of Group Members," *Journal of Abnormal & Social Psychology*, vol. 65(5), pp. 325–332 (1962).

Schapiro, Michelle, Barry H. Schneider, Bruce M. Shore, Judith A. Margison, & Stephen J. Udvari, "Competitive Goal Orientations, Quality, and Stability in Gifted and Other Adolescents' Friendships," *Gifted Child Quarterly*, vol. 53(2), pp. 71–88 (2009).

Schneider, Barry H., Joyce Benenson, Marta Fulop, Mihaly Berkics, & Monika Sandor, "Cooperation and Competition," In: P. K. Smith & C. H. Hart (Eds.), *The Wiley-Blackwell Handbook of Childhood Social Development*, 2nd Ed., ch. 25, pp. 472–490 (2011) (literature review of studies relating to children and competition).

Глава 2

1.

Дополнительную информацию по теме «Конкуренция и дети» (помимо источников, перечисленных к данной главе), можно найти в работе Schneider et al. (*supra*), Schapiro et al. (*supra*), а также в списке источников к главам 6,7 и 11.

Bergin, David, "Use and Misuse of Incentives in School Settings," Paper Presentation at Annual Convention of the American Psychological Assn., Washington, DC (2011).

Bergin, David A., Correspondence with Author (2011).

Bergin, David A., & Helen C. Cooks, "Academic Competition among Students of Color: An Interview Study," *Urban Education*, vol. 35(4), pp. 442–472 (2000).

Bergin, David A., & Chia-Lin Tsai, "A Taxonomy for Categorizing Research on Competition," Paper Presentation at Mid-Western Educational Research Assn., St. Louis, MO (2009).

Davis, Stephen F, Matthew T. Huss, & Angela H. Becker, "Norman Triplett: Recognizing the Importance of Competition," In Christopher D. Green, & Ludy T. Benjamin, Jr., *Psychology Gets in the Game: Sport, Mind, and Behavior, 1880–1960*, ch. 3, pp. 98–115, Lincoln, NE: University of Nebraska Press (2009).

Shermer, Michael, "Psyched Up, Psyched Out," *Scientific American*, vol. 11(3), pp. 36–43 (2000).

Triplett, Norman, "The Dynamogenic Factors in Pacemaking and Competition," *American Journal of Psychology*, vol. 9, pp. 507–533 (1898).

Vaughan, Graham, & Bernard Guerin, "A Neglected Innovator in Sports Psychology: Norman Triplett and the Early History of Competitive Performance," *International Journal of the History of Sport*, vol. 14(2), pp. 82–99 (1997).

2.

См. также источники к главе 6, в которых идет речь об участии в группах, а также в работе Джексона, посвященной лучшим студентам, и т. д.

"America's Top Colleges," *Forbes*, <http://onforb.es/1idBy6m> (June 2011).

Azmat, Ghazala, & Nagore Inberri, "The Importance of Relative Performance Feedback Information: Evidence from a Natural Experiment Using High School Students," *Journal of Public Economics*, vol. 94(7–8), pp. 435–452 (2010).

Bandiera, Oriana, Iwan Barankay, & Imran Rasul, "Social Incentives in the Workplace," *Review of Economic Studies*, vol. 77(2), pp. 417–458 (2010).

Bono, James W., "Sales Contests, Promotion Decisions and Heterogeneous Risk," *Managerial & Decision Economics*, vol. 29(4), pp. 371–382 (2008).

Carrell, Scott, Correspondence with Author (2011).

Carrell, Scott, Interview with Author (2011).

Carrell, Scott E., "Does Your Cohort Matter Measuring Peer Effects in College Achievement," *Journal of Labor Economics*, vol. 27(3), pp. 439–464 (2009).

Carrell, Scott E., Robert N. Gilchrist, Richard L. Fullerton, & James E. West, "Peer Leadership Effects in Academic and Athletic Performance," Working Paper (2007).

Carrell, Scott E., Teny Maghakian, & James E. West, "A's From Zzz's? The Causal Effect of School Start Time on the Academic Achievement of Adolescents," *American Economic Journal Economic Policy*, vol. 3, pp. 62–81 (2011).

Carrell, Scott E., Bruce I. Sacerdote, & James E. West, "Beware of Economists Bearing Reduced Forms? An Experiment in How Not to Improve Student Outcomes," Working Paper (2010).

Carrell, Scott E., Bruce I. Sacerdote, & James E. West, "From Natural Variation to Optimal Policy? The Lucas Critique Meets Peer Effects," Working Paper, National Bureau of Economic Research, Cambridge, MA (7/5/2011).

De Giorgi, Giacomo, Michele Pellizzari, & William Gui Woolston, "Class Size and Class Heterogeneity," National Bureau of Economic Research, Cambridge, MA (2010).

Delfgaauw, Josse, Robert Dur, Arjan Non, & Willem Verbeke, "Dynamic Incentive Effects of Relative Performance Pay: A Field Experiment," Paper Presentation at Tournaments, Contests, and Relative Performance Evaluation Conference, Raleigh, NC (2011).

Delfgaauw, Josse, Robert Dui, Arjan Non, & Willem Verbeke, "The Effects of Prize Spread and Noise in Elimination Tournaments: A Natural Field Experiment," Working Paper TI 2011–120/1, Tinbergen Institute (2011).

Dur, Robert, Correspondence with Authors (2011).

"Fast Facts," Air Force Academy, <http://bit.ly/QSxgGh> (u.d.).

Frank, Douglas, & Tomasz Obloj, "Reference Points and Organization Performance from Retail Banking," Paper Presentation at Tournaments, Contests, and Relative Performance Evaluation Conference, Raleigh, NC, <http://bit.ly/PWe31T> (2011).

Kruczek, Theodore, "A Cadet's Life: United States Air Force Academy," <http://bit.ly/7rKIEH> (1/12/2010).

“List of Acronyms and Explanations of Terms Used at the USAFA,” United States Air Force Academy Parents Club of Central Florida, <http://bit.ly/O6xVIE> (u.d.).

Murphy, William H., & Peter A. Dacin, “Sales Contest Research: Business and Individual Difference Factors Affecting Intentions to Pursue Contest Goals,” *Industrial Marketing Management*, vol. 38(1), pp. 109–118 (2009).

Poujol, F. Juliet, Christophe Fournier, & John F. Tanner Jr., “Compliance versus Preference: Understanding Salesperson Response to Contests,” *Journal of Business Research*, vol. 64(7), pp. 664–671 (2011).

Sacerdote, Bruce, “Peer Effects with Random Association Results for Dartmouth Roommates,” *Quarterly Journal of Economics*, vol. 116(2), pp. 681–704 (2001).

U.S. Air Force Academy Catalogue, <http://1.usa.gov/1komdV8> (2008).

3.

Garcia, Stephen, Correspondence with Authors (2009, 2011).

Garcia, Stephen, Interviews with Authors (2009, 2011).

Garcia, Stephen M., & Avishalom Tor, “The N-Effect: More Competitors, Less Competition,” *Psychological Science*, vol. 20(7), pp. 871–877 (2009).

“State Profile Report: Alabama,” College Board (2011).

“State Profile Report: Alaska,” College Board (2011).

“State Profile Report: Arkansas,” College Board (2011).

“State Profile Report: California,” College Board (2011).

“State Profile Report: Massachusetts,” College Board (2011).

“State Profile Report: New York,” College Board (2011).

Tor, Avishalom, & Stephen M. Garcia, “The N-Effect: Beyond Probability Judgments,” *Psychological Science*, vol. 21(5), pp. 748–749 (2010).

4.

Bensch, Bob, "Harvard Defeats Yale 45–7 to Extend Domination of 'The Game,'" *Bloomberg Business Week*, <http://buswk.co/s8pqXO> (11/19/2011).

Cohn, Steve, & Bob Barton, *Yale Football* 2009, <http://bit.ly/PPozui> (2009).

Conroy, Tom, "Investment Return of 21.9% Brings Yale Endowment Value to \$19.4 Billion," *YaleNews*, <http://bit.ly/wGZYi8> (9/28/2011).

"Financial Aid," Yale University, <http://bit.ly/eXcxhK> (u.d.).

"Football by Year," <http://bit.ly/O6wgwo> (u.d.).

"Harvard University Endowment Earns 21.4 Percent Return for Fiscal Year," *Harvard Gazette*, <http://hvrld.me/oyh9ZS> (9/22/2011).

"Harvard-Yale Grid Contests Feature Upsets, Stars in 75 Year History," *Harvard Crimson*, <http://bit.ly/OvgwTf> (11/25/1950).

"The Harvard-Yale Rivalry," *GoCrimson.com*, <http://bit.ly/OmNGWF> (2010).

"Heads of State," Harvard University, <http://hvrld.me/OvgBWV> (2012).

Kilduff, Gavin J., Hillary Anger Elfenbein, & Barry M. Staw, "The Psychology of Rivalry: A Relationally Dependent Analysis of Competition," *Academy of Management Journal*, vol. 53(5), pp. 943–969 (2010).

Lakin, Tom, "Harvard-Yale Brings History to Life," *ESPNBoston.com*, <http://cs.pn/MLVphm> (11/20/2009).

Mathews, Jay, "The 12 Top Rivals," *Newsweek*, <http://bit.ly/O9kBu0> (8/8/2008).

"Nobel Laureates," Yale University, <http://bit.ly/O9kIFM> (2011).

"Nobel Laureates at Harvard University," Harvard University, <http://hvrld.me/rhFnp6> (2012).

Pisner, Noah B., "The Name of the Game," *Harvard Crimson*, <http://bit.ly/uiyw7F> (11/17/2011)

"Record for Financial Aid," *Harvard Gazette*, <http://hvrld.me/GWf8Xl> (3/26/2012).

Wanger, Emily, "Yale Redistributes Financial Aid," *Yak Daily News*, <http://bit.ly/gQ6AWc> (2/18/2011).

"Welcome to the Harvard Financial Aid Office," Harvard University, <http://bit.ly/oTJE7> (2009).

"Yale Alumni in U.S. Politics," *Yale News*, <http://bit.ly/O6ybRJ> (3/27/2009).

"ACMA Group: Company Profile" <http://bit.ly/POTlfW>.

Alpern, Peter, "Italian Packaging Machinery Industry Proves Resilient," *Industry Week*, <http://bit.ly/LV33Vn> (11/17/2009).

"Are You Ready for Track&Trace???" Marchesini.com, <http://bit.ly/NA9ChS> (11/25/2011).

Barnett, William P., "The Red Queen: History-Dependent Competition among Organizations," In: Barry M. Staw & Roderick Moreland Kramer (Eds.), *Research In Organizational Behavior: An Annual Series Of Analytical Essays & Critical Reviews*, vol. 26, pp. 351–371, Oxford: Elsevier (2005).

Barnett, William P., & Olav Sorenson, "The Red Queen in Organizational Development," *Industrial & Corporate Change*, vol. 11(2), pp. 289–325 (2002).

Belussi, Fiorenza, "The Generation of Contextual Knowledge through Communication Processes: The Case of the Packaging Machinery Industry in the Bologna District," In: Fiorenza Belussi, Giorgio Gottardi, & Enzo Rullani (Eds.), *The Technological Evolution of Industrial Districts (Economics of Science, Technology & Innovation)*, ch. 15, pp. 341–366, Norwell, MA: Kluwer Academic Press (2003).

Belussi, Fiorenza, Alessia Sammarra, & Silvia Rita Sedita, "Entrepreneurship and Innovation — Organization Systems and

Regions,” Paper Presentation for 25th Celebration Conference, DRUID, Copenhagen (2005).

Boari, Cristina, “Industrial Clusters, Focal Firms, and Economic Dynamism: A Perspective from Italy,” Paper No. 37186, Washington, DC: World Bank Institute (2001).

Boari, Cristina, Guido Fioretti, & Vincenza Odorici, “Rivalry and Learning among Clustered and Isolated Firms,” In: Edoardo Mollona (Ed.), *Computational Analysis of Firms’ Organization and Strategic Behaviour*, ch. 8, pp. 171–192, New York: Routledge (2010).

Boari, Cristina, & Andrea Lippanni, “Networks within Industrial Districts: Organising Knowledge Creation and Transfer by Means of Moderate Hierarchies,” *Journal of Management & Governance*, vol. 3(4), pp. 339–360 (1999).

Boari, Cristina, Vincenza Odoricia, & Marco Zamanan, “Clusters and Rivalry: Does Localization Really Matter?” *Scandinavian Journal of Management*, vol. 19(4), pp. 467–489 (2003).

Camuffoa, Arnaldo, & Roberto Grandinetti, “Italian Industrial Districts as Cognitive Systems: Are They Still Reproducible?,” *Entrepreneurship & Regional Development*, vol. 23 (9–10), pp. 815–852 (2011).

D’Agostino, Giorgio, & Margherita Scarlato, “Innovation, Growth, and Quality of Life: A Theoretical Model and an Estimate for the Italian Regions,” Working Paper No. 138, Dipartimento di Economia, Università degli Studi RomaTre (2011).

Eriksson, Tor, Sabrina Teyssier, & Marie-Claire Villeval, “Self-Selection and the Efficiency of Tournaments,” *Economic Inquiry*, vol. 47(3), pp. 530–548 (2009).

Goldoni, Manuela, “Marchesini Group at Pack Expo: In the Limelight, ‘Track & Trace’ and Counting Solutions,” Press Release, Marchesini Group (Sept. 2011).

- Gonzalez-Moreno, Angela, & Francisco J. Saez-Martinez, "Rivalry and Strategic Groups: What Makes a Company a Rival?," *Journal of Management & Governance*, vol. 12, pp. 261–285 (2008).
- Gripsrud, Geir, & Kjell Gronhaug, "Structure and Strategy in Grocery Retailing: A Sociometric Approach," *Journal of Industrial Economics*, vol. 33(3), pp. 339–347 (1985).
- Grohsjean, Thorsten, & Tobias Kretschmei, "Product Line Extension in Hypercompetitive Environments — Evidence from the US Video Game Industry," Paper Presentation for Summer Conference, Copenhagen Business School (2009).
- "Interpreting the Competition: Italy and Germany: Behind Their Success in World Export Markets for Packaging Machinery," Packaging Machinery Manufacturers Institute (2004).
- Lorenzoni, Gianni, & Andrea Lipparini, "The Leveraging of Interfirm Relationships as a Distinctive Organizational Capability: A Longitudinal Study," *Strategic Management Journal*, vol. 20(4), pp. 317–338 (1999).
- Malipiero, A., F. Munari, & M. Sobrero, "Focal Firms as Technological Gatekeepers within Industrial Districts: Knowledge Creation and Dissemination in the Italian Packaging Machinery Industry," Communication to the DRUID Winter Conference, DRUID Working Paper No. 05–05 (2005).
- McTigue Pierce, Lisa, "Pent-Up Manufacturing Demand Plus Growing Consumer Confidence Bodes Well for Machinery Sales," *Packaging Digest*, <http://bit.ly/hg2zYe> (4/1/2011).
- Munari, Federico, Maurizio Sobrero, & Alessandro Malipieroy, "Absorptive Capacity and Localized Spillovers: Focal Firms as Technological Gatekeepers in Industrial Districts," *Industrial & Corporate Change*, vol. 21(2), pp. 429–462 (2012).
- "Packaging Machinery Industry," Invest in Bologna, <http://bit.ly/Mrju8J> (u.d.).
- Porac, Joseph F., Howard Thomas, Fiona Wilson, Douglas Paton, & Alaina Kanfer, "Rivalry and the Industry Model of Scottish

Knitwear Producers,” *Administrative Science Quarterly*, vol. 40(2), pp. 203–227 (1995).

Promo Bologna, “Packaging Valley,” Discover Bologna: Where Quality of Life, Entrepreneurship and Culture Meet, <http://bit.ly/NAb2sb> (u.d.).

Quatraro, Franco, “Innovation, Structural Change and Productivity Growth: Evidence from Italian Regions, 1980–2003,” *Cambridge Journal of Economics*, vol. 33(5), pp. 1001–1022 (2009).

Ruys, Kirsten I., & Henk Aarts, “When Competition Merges People’s Behavior: Interdependency Activates Shared Action Representations,” *Journal of Experimental Social Psychology*, vol. 46(6), pp. 1130–1133 (2010).

Sorkin, Aaron (scr.), David Fincher (dir.), *The Social Network*, Columbia Pictures, Film (2010).

UCIMA Book 2010, Unione Costruttori Italiani, Macchine Automatiche per il Confezionamento e l’Imballaggio/ Italian Packaging Machinery Manufacturers Assn., Italy (2010).

Zucchini, Leon, & Tobias Kretschmer, “Competitive Pressure: Competitive Dynamics as Reactions to Multiple Rivals,” Discussion Paper 2011–03 (2011).

Bothner, Matthew S., Joel M. Podolny, & Edward Bishop Smith, “Organizing Contests for Status: The Matthew Effect vs. the Mark Effect,” *Management Science*, vol. 57(3), pp. 439–457 (2011).

Gospel According to Matthew 25:29, New American Bible/Catholic Study Bible, New York: Oxford University Press (1991).

Gospel According to Mark 10:31, New American Bible/Catholic Study Bible, New York: Oxford University Press (1991).

Merton, Robert K., “The Matthew Effect in Science,” *Science*, vol. 159(3810), pp. 56–63 (1968).

Глава 3

1.

Большую часть информации об этой истории мы получили от Кирка Хэнлина; другие источники помогли нам глубже понять политические аспекты этого визита. Обеспокоенность Хэнлина попытками объяснить исключение пресс-корпуса из кортежа президента каким-то сговором не стоит считать преувеличением. Во время визита президента Барака Обамы в Южную Корею в 2012 году пресс-корпус, освещавший эту поездку, тоже случайно не был допущен на какое-то время к участию в проводившихся мероприятиях. Агентство Associated Press опубликовало сообщение об изоляции журналистов, объяснив это отсутствием в Южной Корее приверженности свободе слова и свободе прессы; при этом подразумевалось, что агентство ставит под сомнение целесообразность сотрудничества США с этой страной. См. Gearan, 2012.

Chronicle New Services, “Clinton Gives Japan Stern Lecture / He Says Nation Must Open its Markets,” *San Francisco Chronicle* (11/20/1998).

“Clinton Visit Scheduled to Begin Thursday,” *Japan Times* (11/13/1998).

Edwards III, George C, & Stephen J. Vayne, *Presidential Leadership: Politics and Policy Making*, 8th Ed., Boston: Wadsworth Publishing (2010).

Gearan, Anne, “Obama Press Corps Temporarily Blocked Out in South Korea,” *Huffington Post*, <http://huff.to/H5TL48> (3/25/2012).

Hanlin, Kirk, Correspondence with Author (2011, 2012).

Hanlin, Kirk, Interviews with Author (2011, 2012).

Hodgson, James D., Yoshihiro Sano, & John L. Graham, *Doing Business with the New Japan*, Lanham, MD: Rowman & Littlefield (2008).

Hunt, Terence, “Clinton, Obuchi Conclude Talks,” AP News Archive (11/20/1998).

Knowlton, Brian, "He Calls Japan Key to Recovery: Clinton Exhorts Asia to Pursue Reforms," *New York Times* (11/19/1998).
McPherson, James Brian, *Journalism at the End of the American Century, 1965-Present*, West-port, CT: Praegar Publishers (2006).
Meyrowitz, Joshua, "Displaying the Body Politic: Televisual Exposures and Concealments," Lawrence J. Prelli (Ed.), *Rhetorics of Display*, Columbia, SC: University of South Carolina Press (2006).

Nelson, Michael, "Why the Media Love Presidents and Presidents Hate the Media," *Virginia Quarterly Review*, vol. 76(2), pp. 255–268 (2000).

"President Clinton Lauds Japan's Efforts to Stem Economic Woes and Cites 'Best Days Lay Ahead for Both US and Japan,'" Ministry of Foreign Affairs of Japan (11/1998).

"Remarks by the President and Prime Minister Obuchi in Exchange of Toasts," Office of the Press Secretary, The White House, Washington, DC (11/19/1998).

Shipman, Claire, "Clinton's Absence at Summit Could Hurt U.S.-Japan Ties," CNN, <http://bit.ly/S3Nhv4> (11/17/1995) (mentioning polls finding the Japanese wanted the U.S. out of Okinawa).

"Significance of the Japan-U.S. Relationship — President Clinton's Visit to Japan," Ministry of Foreign Affairs of Japan (11/30/1998).

"Today's U.S. Military Bases in Okinawa," Okinawa G8 Summit Host Preparation Council, <http://bit.ly/elsexW> (u.d.).

Другие источники о биохимических аспектах преимущества своего поля можно найти в примечаниях к главе 10; см. исследование Мэтью Фуксейгера, ссылка на которое приведена ниже.

Amenta, Carlo, & Paolo Di Betla, "You Can Even Walk Alone: Stadium Attendance and Professional Soccer Clubs' Social Role," *International Business & Management*, vol. 1(1), pp. 69–79 (2010).

- Balmer, N. J., A. M. Nevill, & A.M. Lane, "Do Judges Enhance Home Advantage in European Championship Boxing?" *Journal of Sports Sciences*, vol. 23(4), pp. 409–416 (2005).
- Balmer, Nigel J., Alan M. Nevill, Andrew M. Lane, Paul Ward, Mark A. Williams, & Stephen Fairclough, "Influence of Crowd Noise on Soccer Refereeing Consistency in Soccer," *Journal of Sport Behavior*, vol. 30(2), pp. 130–145 (2007).
- Berger, Jonah A., Marc Meredith, & S. Christian Wheeler, "Can Where People Vote Influence How They Vote? The Influence of Polling Location Type on Voting Behavior," Working Paper, Stanford GSB Research Paper No. 1926 (2006)
- Blumenthal, Jeremy A., & Terry L. Turnipseed, "Is Voting in Churches (or Anywhere Else) Unconstitutional? The Polling Place Priming (PPP) Effect," *Boston University Law Review*, vol. 91, pp. 1–43 (2011).
- Brown, Graham, "Claiming a Corner at Work: Measuring Employee Territoriality in Their Workspaces," *Journal of Environmental Psychology*, vol. 29(1), pp. 44–52 (2009).
- Brown, Graham, "Setting (and Choosing) the Table: The Influence of the Physical Environment in Negotiation," In: Michael Benoliel (Ed.), *Negotiation Excellence: Successful Deal Making*, Singapore: World Scientific Publishing Co. Pte. Ltd., ch. 2, pp. 39–56 (2011).
- Brown, Graham, & Markus Baer, "Location in Negotiation: Is There a Home Field Advantage?" *Organizational Behavior & Human Decision Processes*, vol. 114(2), pp. 190–200 (2011).
- Brown, Graham, Thomas B. Lawrence, & Sandra L. Robinson, "Territoriality in Organizations," *Academy of Management Review*, vol. 30(3), pp. 577–594 (2005).
- Buraimo, Babatunde, David Forrest, & Robert Simmons, "The 12th Man?: Refereeing Bias in English and German Soccer," *Journal of the Royal Statistical Society: Series A*, vol. 173(2), pp. 431–449 (2010).

Costa, Marco, "Territorial Behavior in Public Settings," *Environment & Behavior*, vol. 44 (5), pp. 713–721 (2012).

Cox, B., R. Raper, & W. Langston, "Male Territoriality When Choosing Pornographic Videos," Poster Presentation at Annual Meeting of the Society for Personality & Social Psychology, Nashville (2000).

DeScioli, Peter, & Bart J. Wilson, "The Territorial Foundations of Human Property," *Evolution & Human Behavior*, vol. 32(5), pp. 297–304 (2011).

Fuxjager, Matthew J., Jon L. Montgomery, Elizabeth A. Becker, & Catherine A. Marler, "Deciding to Win: Interactive Effects of Residency, Resources and 'Boldness' on Contest Outcome in White-Footed Mice," *Animal Behaviour*, vol. 80(5), pp. 921–927 (2010).

Gomez, Miguel A., Sergio J. Ibanez, Enrique Ortega, Nuno Leite, & Jaime Sampaio, "An Analysis of Defensive Strategies Used by Home and Away Basketball Teams," *Perceptual & Motor Skills*, vol. 110(1), pp. 159–166 (2010).

Han, Ru, Shu Li, & Jian-Nong Shi, "The Territorial Prior-Residence Effect and Children's Behavior in Social Dilemmas," *Environment & Behavior*, vol. 41(5), pp. 644–657 (2009).

Hansen, Darah, "How the Right Seat Can Reduce Office Stress," Staff Blog, *Vancouver Sun*, <http://bit.ly/pnrxnn> (9/19/2011).

Hirst, Alison, "Settlers, Vagrants and Mutual Indifference: Unintended Consequences of Hot-Desking," *Journal of Organizational Change Management*, vol. 24(6), pp. 767–788 (2011).

Ibanez, Sergio J., Javier Garcia, Sebastian Feu, Alberto Lorenzo, & Jaime Sampaio, "Effects of Consecutive Basketball Games on the Game-Related Statistics that Discriminate Winner and Losing Teams?" *Journal of Sports Science & Medicine*, vol. 8(3), pp. 458–462 (2009).

- Jamieson, Jeremy P., "The Home Field Advantage in Athletics: A Meta-Analysis," *Journal of Applied Social Psychology*, vol. 40(7), pp. 1819–1848 (2010).
- Jansen, Friederike, Rebecca S. Heiming, Vanessa Kloke, Sylvia Kaiser, Rupert Palme, Klaus-Peter Lesch, & Norbert Sachser, "Away Game or Home Match: The Influence of Venue and Serotonin Transporter Genotype on the Display of Offensive Aggression," *Behavioural Brain Research*, vol. 219(2), pp. 291–301 (2011).
- Jones, Marshall B., "Home Advantage in the NBA as a Game-Long Process," *Journal of Quantitative Analysis in Sports*, vol. 3(4), art. 2 (2007).
- Koning, Ruud H., "Home Advantage in Speed Skating: Evidence from Individual Data," *Journal of Sports Sciences*, vol. 23(4), pp. 417–427 (2005).
- Koyama, Mark, & J. James Reade, "Playing Like the Home Team: An Economic Investigation into Home Advantage in Football," *International Journal of Sports Finance*, vol. 4(1), pp. 16–41 (2009).
- Lane, Andrew M., Alan M. Nevill, Nahid S. Ahmad, & Nigel Balmer, "Soccer Referee Decision-Making: Shall I Blow the Whistle?" *Journal of Sports Science & Medicine*, vol. 5(2), pp. 243–453 (2006).
- Li, Hong-chen, Xu Shui-sheng, & Chen Qian-shan, "Investigation on the Preparation for the Curling Match in 2009 Winter Universiade," (English abstract) doi:CNKI:SUN:BX YD.0.2008–06–014(2008).
- Marcelino, Rui, Isabel Mesquita, Jose Manuel Palao, & Jaime Sampaio, "Home Advantage in High-Level Volleyball Varies According to Set Number," *Journal of Sports Science & Medicine*, vol. 8(3), pp. 352–356 (2009).
- Morton, Hugh, "Home Advantage in Southern Hemisphere Rugby Union: National and International," *Journal of Sports Sciences*, vol. 24(5), pp. 495–499 (2006).

Page, Lionel, & Katie Page, "The Second Leg Home Advantage: Evidence from European Football Cup Competitions?" *Journal of Sports Sciences*, vol. 25(14), pp. 1547–1556 (2007).

Pollard, R., & G. Pollard, "Long-Term Trends in Home Advantage in Professional Sports in North America and England (1876–2003)," *Journal of Sports Sciences*, vol. 23(4), pp. 337–350(2005).

Pollard, Richard, "Evidence of a Reduced Home Advantage When a Team Moves to a New Stadium," *Journal of Sports Sciences*, vol. 20(12), pp. 969–973 (2002).

Pollard, Richard, "Home Advantage in Football: A Current Review of an Unsolved Puzzle," *Open Sports Sciences Journal*, vol. 1, pp. 12–14 (2008)

Rahnama, N., E. Bambaiechi, & M. Zarei, "The Comparison of Performance and Injury Incidence Rate in Home and Away Games in Iran Premier League Teams," *World Journal of Sports Sciences*, vol. 2, pp. 89–94 (2009).

Ruback, R. Barry, "Deserted (and Nondeserted) Aisles: Territorial Intrusion Can Produce Persistence, Not Flight," *Social Psychology Quarterly*, vol. 50(3), pp. 270–276 (1987).

Ruback, R. Barry, & Daniel Juieng, "Territorial Defense in Parking Lots: Retaliation against Waiting Drivers," *Journal of Applied Social Psychology*, vol. 27(9), pp. 821–834 (1997).

Ruback, R. Barry, Karen D. Pape, & Philip Doriot, "Waiting for a Phone: Intrusion on Callers Leads to Territorial Defense," *Social Psychology Quarterly*, vol. 52(3), pp. 232–241 (1989).

Rutchick, Abraham M., "Deus ex Machina: The Influence of Polling Place on Voting Behavior," *Political Psychology*, vol. 31(2), pp. 209–225 (2010).

Ryall, Richard, & Anthony Bedford, "The Intra-Match Home Advantage in Australian Rules Football," *Journal of Quantitative Analysis in Sports*, vol. 7(2), ISSN (Online) 1559–0410, doi:10.2202/1559–0410.1314 (2011).

Salacuse, Jeswald W, & Jeffrey Z. Rubin, "Your Place or Mine? Site Location and Negotiation," *Negotiation Journal*, vol. 6(1), pp. 3–10 (1990).

Sampaio, Jaime, Sergio Jose Ibanez, Miguel Angel Gomez, Alberto Lorenzo, & Enrique Ortega, "Game Location Influences Basketball Players' Performance across Playing Positions," *International Journal of Sport Psychology*, vol. 39(3), pp. 205–216 (2008).

Smith, D. Randall, "The Home Advantage Revisited Winning and Crowd Support in an Era of National Publics," *Journal of Sport & Social Issues*, vol. 27(4), pp. 346–371 (2003).

Sutter, Matthias, & Martin G. Kocher, "Favoritism of Agents — The Case of Referees' Home Bias," *Journal of Economic Psychology*, vol. 25(4), pp. 461–469 (2004).

Taylor, Ralph B., & Debra Kaye Brooks, "Temporary Territories? Responses to Intrusions in a Public Setting," *Population & Environment*, vol. 3(2), pp. 135–145 (1980).

Taylor, Ralph B., & Joseph C. Lanni, "Territorial Dominance: The Influence of the Resident Advantage in Triadic Decision Making," *Journal of Personality & Social Psychology* vol. 41(5), pp. 909–915(1981).

Terry, Peter C, Nicholas Walrond, & Albert V. Carron, "The Influence of Game Location on Athletes' Psychological States," *Journal of Science & Medicine in Sport*, vol. 1(1), pp. 29–37 (1998).

van de Ven, Niels, "Supporters Are Not Necessary for the Home Advantage: Evidence from Same-Stadium Derbies and Games without an Audience," *Journal of Applied Social Psychology*, vol. 41(12), pp. 2785–2792 (2011).

Van Dyne, Linn, & Jon L. Pierce, "Psychological Ownership and Feelings of Possession: Three Field Studies Predicting Employee Attitudes and Organizational Citizenship Behavior," *Journal of Organizational Behavior*, vol. 25(4), pp. 439–459 (2004).

Waters, Anna, & Geoff Lovell, "An Examination of the Homefield Advantage in a Professional English Soccer Team from a

Psychological Standpoint,” *Football Studies*, vol. 1(5), pp. 46–59 (2002).

Wheeler, S. Christian, Jonah A. Berger, & Marc Meredith, “Where You Vote Affects How You Vote,” Presentation at Annual Meeting of the Society for Personality & Social Psychology, Tampa, FL (2004).

Zengaro, F., & S. Zengaro, “Fouls, Penalties, and Aggression: The Psychology of the Home Field Advantage in Italian Professional Soccer,” Paper Presentation at Annual Convention of the American Psychological Assn., Washington, DC (2011).

2.

Aiello, John R., “Benefits of Distraction Above and Mere Presence,” Paper Presentation at Annual Convention of the American Psychological Assn., Washington, DC (2011).

Aiello, John R., & Elizabeth A. Douthitt, “Social Facilitation from Triplett to Electronic Performance Monitoring,” *Group Dynamics: Theory, Research, & Practice*, vol. 5(3), pp 163–180 (2001).

Aiello, John R., & Carol M. Svec, “Computer Monitoring of Work Performance: Extending the Social Facilitation Framework to Electronic Presence,” *Journal of Applied Social Psychology*, vol. 23(7), pp. 499–507 (1993).

Bergum, Bruce O., & Donald J. Lehr, “Vigilance Performance as a Function of Task and Environmental Variables,” Washington, DC, Human Resources Research Office, HRRC Rep. 11 (1963).

DeCaro, Marci S., Robin D. Thomas, Neil B. Albert, & Sian L. Beilock, “Choking under Pressure: Multiple Routes to Skill Failure,” *Journal of Experimental Psychology*. General, vol. 140(3), pp. 390–406 (2011).

Dedovic, Katarina, Annie Duchesne, Julie Andrews, Veronika Engert, & Jens C. Preussner, “The Brain and the Stress Axis: The Neural Correlates of Cortisol Regulation in Response to Stress,” *NeuroImage*, vol. 47(3), p. 864–871 (2009).

Feinberg, Joshua M., & John R. Aiello, "The Effect of Challenge and Threat Appraisals under Evaluative Presence," *Journal of Applied Social Psychology*, vol. 40(8), pp. 2071–2104 (2010).

Finkelstein, Stacey R., & Ayelet Fishbach, "Tell Me What I Did Wrong: Experts Seek and Respond to Negative Feedback," *Journal of Consumer Research*, vol. 39(1), pp. 22–38 (2012).

"Hey, Mom. Stop Coaching from the Stands," Icemom.net, <http://bit.ly/TCcrff> (10/5/2009).

Kirschbaum, Clemens, Thomas Klauer, Sigrun-Heide Filipp, & Dirk Helmut Hellhammer, "Sex-Specific Effects of Social Support on Cortisol and Subjective Responses to Acute Psychological Stress," *Psychosomatic Medicine*, vol. 57(1), pp. 23–31 (1995).

Pessin, Joseph, "The Comparative Effects of Social and Mechanical Stimulation on Memorizing," *American Journal of Psychology*, vol. 45(2), pp. 263–270 (1933).

Pessin, Joseph, & Richard W. Husband, "Effects of Social Stimulation on Human Maze Learning," *Journal of Abnormal & Social Psychology*, vol. 28(2), pp. 148–154 (1933).

"Responsibilities of a Skating Parent," San Diego Figure Skating Communications, <http://bit.ly/PRhRVP> (u.d.).

Stem, Lyra, "Individual Differences in Task Performance," Paper Presentation at Annual Convention of American Psychological Assn., Washington, DC (2011).

Travis, Lee Edward, "The Effect of a Small Audience upon Eye-Hand Coordination," *Journal of Abnormal & Social Psychology*, vol. 20(2), pp. 142–146 (1925).

Zajonc, Robert B., "Social Facilitation," *Science, New Series*, vol. 149(3681), pp. 269–274 (1965).

3.

Becker, Brian E., & Mark A. Huselid, "The Incentive Effects of Tournament Compensation Systems," *Administrative Science Quarterly*, vol. 37(2), pp. 336–350 (1992).

- Caldwell, Dave, "Recalling a Fight, and Titles," *New York Times*, p. SP3 (10/25/2009).
- Dole, C.A., "Risk Taking in NASCAR: An Examination of Compensating Behavior and Tournament Theory in Racing," *Journal of Economics & Economic Education Research*, vol. 8(2), pp. 47–64 (2007).
- "Each State's Low Temperature Record," *USA Today*, <http://usat.ly/c29cPK> (2006).
- Frick, Bernd, & Brad R. Humphreys, "Prize Structure and Performance: Evidence from NASCAR," Working Paper 2011–12 (2011).
- Groothuis, Peter A., Jana D. Groothuis, & Kurt W. Rotthoff, "Time on Camera: An Additional Explanation of NASCAR Tournaments," *Journal of Sports Economics*, vol. 12(5), pp. 561–570 (2011).
- King, Michael, "Atlanta Snow Storm: Atlanta's Worst Snowfall Amounts," 11Alive.com, <http://on.11alive.com/ybPwST> (1/7/2011).
- McGee, Ryan, "Dramatic '79 Daytona 500 Put NASCAR on the Worldwide Map," *ESPN The Magazine*, <http://es.pn/PvKLru> (1/14/2008).
- Miller, David, "Cale Yarborough & Bobby Allison — On-Track Feuds — Inside Racing Who Wins and Loses," *Circle Track* (2000). "NASCAR Sprint Cup Series Schedule, Results & Tickets," <http://bit.ly/R06Ltk> (2012).
- Scolnik, Steve, "Huge Snowfall Shuts Down DC Area," *Washington Post*, <http://wapo.st/ODDHfa> (2/19/2008).
- Smith, Marty, "Cale vs. Bobby: Fight of the Century," ESPN.com, <http://es.pn/O09zMD> (8/6/2010).
- von Allmen, Peter, "Is the Reward System in NASCAR Efficient?" *Journal of Sports Economics*, vol. 2(1), pp. 62–79 (2001).
- "2012 Tournaments," PGA Tour, <http://bit.ly/EeiR> (2012).

- Baldwin, Alec (perf.), David Mamet (scr.), James Foley (dir.), *Glengarry Glen Ross*, New Line Cinema, Film (1992).
- Bijleveld, Erik, Ruud Custers, & Henk Aarts, "Once the Money is in Sight: Distinctive Effects of Conscious and Unconscious Rewards on Task Performance," *Journal of Experimental Social Psychology*, vol. 47(4), pp. 865–869 (2011).
- Bijleveld, Erik, Ruud Custers, & Henk Aarts, "Unconscious Reward Cues Increase Invested Effort, but Do Not Change Speed-Accuracy Tradeoffs," *Cognition*, vol. 115(2), pp. 330–335 (2010).
- Brown, Jennifer, "Quitters Never Win: The (Adverse) Incentive Effects of Competing with Superstars," *Journal of Political Economy*, vol. 119(5), pp. 982–1013 (2011).
- "The Business of Golf," *The Economist*, <http://econ.st/jMOQs5> (6/9/2011).
- Cason, Timothy N., William A. Masters, & Roman N. Sheremata, "Entry into Winner-Take-All and Proportional-Prize Contests: An Experimental Study," *Journal of Public Economics*, vol. 94(9–10), pp. 604–611 (2010).
- "CME Group Titleholders: Full Results," LPGA, <http://bit.ly/Q637Se> (u.d.).
- "CME Group Titleholders Info," LPGA, <http://bit.ly/TCdjk6> (u.d.).
- Custers, Ruud, & Henk Aarts, "The Unconscious Will: How the Pursuit of Goals Operates Outside of Conscious Awareness," *Science*, vol. 329(5987), pp. 47–50 (2010).
- Deci, Edward L., Richard Koestner, & Richard M. Ryan, "A Meta-Analytic Review of Experiments Examining the Effects of Extrinsic Rewards on Intrinsic Motivation," *Psychological Bulletin*, vol. 125(6), pp. 627–668 (1999).
- Ehrenberg, Ronald G., & Michael L. Bognanno, "Do Tournaments Have Incentive Effects?" *Journal of Political Economy*, vol. 98(6), pp. 1307–1324 (1990).

Franke, Jorg, "The Incentive Effects of Leveling the Playing Field — An Empirical Analysis of Amateur Golf Tournaments," *Applied Economics*, vol. 44(9), pp. 1193–1200 (2012).

Frick, Bernd, & Rob Simmons, "The Allocation of Rewards in Athletic Contests," In: Brad R. Humphreys & Dennis Ramsay Howard (Eds.), *The Business of Sports*, Westport, CT: Praeger (2008).

Harbring, Christine, & Bernd Irlenbusch, "Flow Many Winners are Good to Have?: On Tournaments with Sabotage," *Journal of Economic Behavior & Organization*, vol. 65(3–4), pp. 682–702 (2008).

Harbaugh, Rick, & Robert Ridlon, "Handicapping and Reverse Handicapping under Uncertainty in an All-Pay Auction," Working Paper (2010).

Hochtl, Wolfgang, Rudolf Kerschbamer, Rudi Stracke, & Uwe Sunde, "Incentives vs. Selection in Promotion Tournaments: Can a Designer Kill Two Birds with One Stone?," IZA Discussion Paper No. 5755, <http://bit.ly/O09IiW> (2011).

Kohn, Alfie, "Why Incentive Plans Cannot Work," *Harvard Business Review*, vol. 71(5), pp. 54–61 (Sept./Oct. 1993).

Kosfeld, Michael, & Susanne Neckermann, "Getting More Work for Nothing? Symbolic Awards and Worker Performance," *American Economic Journal Microeconomics*, vol. 3 (3), pp. 86–99 (2011).

Lallemand, Thierry, Robert Plasman, & Francois Rycx, "Women and Competition in Elimination Tournaments," *Journal of Sports Economics*, vol. 9(1), pp. 3–19 (2008).

Leuven, Edwin, Hessel Oosterbeek, J. H. Sonnemans, & Bas Van der Klaauw, "Incentives versus Sorting in Tournaments: Evidence from a Field Experiment," CEPR Discussion Paper No. DP6670, <http://bit.ly/TCdzQ2> (2008).

Lim, Noah, Michael J. Ahearne, & Sung H. Ham, "Designing Sales Contests: Does the Prize Structure Matter?" *Journal of Marketing Research*, vol. 46(3), pp. 356–371 (2009).

- “LPGA Tour Schedule,” LPGA.com, <http://bit.ly/PDdidk> (2012)
- Mantrala, Murali K., Sonke Albers, Fabio Caldierar, Ove Jensen, Kissan Joseph, Manfred Krafft, Chakravarthi Narasimhan, Srinath Gopalakrishna, Andris Zoltners, Rajiv Lai, & Leonard Lodish, “Sales Force Modeling: State of the Field and Research Agenda,” *Marketing Letters*, vol. 21 (3), pp. 255–272 (2010).
- “Maria Hjorth Wins LPGA Tour Championship,” GOLF.com, <http://bit.ly/RvzM4P> (12/5/2010).
- Matthews, Peter Hans, Paul M. Sommers, & Francisco J. Peschiera, “Incentives and Superstars on the LPGA Tour,” *Applied Economics*, vol. 39(1), pp. 87–94 (2007).
- Melton, Michael, & Thomas S. Zorn, “An Empirical Test of Tournament Theory: The Senior PGA Tour,” *Managerial Finance*, vol. 26(7), pp. 16–32 (2000).
- Naimah, Jabali-Nash, “LPGA Tour Championship Underway,” CBSNews.com, <http://cbsn.ws/gxCVVR> (12/4/2010).
- Neckermann, Susanne, Reto Cueni, & Bruno S. Frey, “What Is an Award Worth?: An Econometric Assessment of the Impact of Awards on Employee Performance” CESInfo Working Paper (2009).
- Pan, Xiaofei Sophia, & Daniel Houser, “Competition for Trophies Triggers, Male Generosity,” *PLoS ONE*, vol. 6(4), e18050 (2011).
- Pink, Daniel H., *Drive: The Surprising Truth about What Motivates Us*, New York: Riverhead Books (2009).
- Prendergast, Canice, “The Provision of Incentives in Firms,” *Journal of Economic Literature*, vol. 37(1), pp. 7–63 (1999).
- Szymanski, Stefan, “The Economic Design of Sporting Contests,” *Journal of Economic Literature*, vol. 41, pp. 1137–1187 (2003).
- Zedelius, Claire M., Harm Veling, & Henk Aarts, “Boosting or Choking — How Conscious and Unconscious Reward Processing Modulate the Active Maintenance of Goal-Relevant Information,” *Consciousness & Cognition*, vol. 20(2), pp. 355–362 (2011).

Часть II

Высказывание Уолта Диснея можно найти здесь: Dave Smith (Ed.), *The Quotable Walt Disney*, New York: Disney Enterprises/Disney Editions (2001).

Глава 4

1.

Bouchard, Claude, “Genomic Predictors of Trainability,” *Experimental Physiology*, vol. 97, pp. 347–352 (2012).

Bouchard, Claude, Mark A. Sarzynski, Treva K. Rice, William E. Kraus, Timothy S. Church, Yun Ju Sung, D. C. Rao, & Tuomo Rankinen, “Genomic Predictors of the Maximal O₂ Uptake Response to Standardized Exercise Training Programs,” *Journal of Applied Physiology*, vol. 110(5), pp. 1160–1170 (2011).

Huang, Kenneth G., & Fiona E. Murray, “Entrepreneurial Experiments in Science Policy: Analyzing the Human Genome Project,” *Research Policy*, vol. 39(5), pp. 567–582 (2010).

Rankinen, Tuomo, & Claude Bouchard, “Genetic Predictors of Exercise Training Response,” *Current Cardiovascular Risk Reports*, vol. 5(4), pp. 368–372 (2011).

Tucker, Ross, “Genes and Performances: Why Some Are More Equal than Others,” *The Science of Sport*, <http://bit.ly/po6PT0> (8/11/2011).

Tucker, Ross, & Malcolm Collins, “What Makes Champions? A Review of the Relative Contributions of Genes and Training to Sports Success,” *British Journal of Sports Medicine*, vol. 46, pp. 555–561 (2012).

Yang, Jian, Beben Benyamin, Biiian P. McEvoy, Scott Gordon, Anjali K. Henders, Dale R. Nyholt, Pamela A. Madden, Andrew C. Heath, Nicholas G. Martin, Grant W. Montgomery, Michael E. Goddard, & Peter M. Visscher, “Common SNPs Explain a Large Proportion of the Heritability for Human Height,” *Nature Genetics*, vol. 42(7), pp. 565–569 (2010).

2.

Некоторые другие количественные данные, подтверждающие значение СОМТ: энзимы СОМТ отвечают за высвобождение 15% дофамина в вентральном стриатуме. Вместе с тем СОМТ отвечает за высвобождение 60% дофамина в префронтальной коре головного мозга.

Axelrod, Julius, "Banquet Speech," Nobel Banquet, Stockholm, Sweden, <http://bit.ly/NFF7kY> (12/10/1970).

Axelrod, Julius, "Julius Axelrod," In: Larry R. Squire (Ed.), *The History of Neuroscience in Autobiography*, vol. 1, pp. 50–78, Washington, DC: Society for Neuroscience (1996).

Axelrod, Julius, "Noradrenaline: Fate and Control of Its Biosynthesis," Nobel Lecture, <http://bit.ly/1eEGE9e> (12/12/1970).

Connors, Barry W., & Michael A. Long, "Electrical Synapses in the Mammalian Brain," *Annual Review of Neuroscience*, vol. 27, pp. 393–418 (2004).

Diamond, Adele, "Consequences of Variations in Genes that Affect Dopamine in Prefrontal Cortex," *Cerebral Cortex*, vol. 17(supp. 1), pp. 161–170 (2007).

Hariri, Ahmad R., "The What, Where, and When of Catechol-O-Methyltransferase," *Biological Psychiatry*, vol. 70(3), pp. 214–215 (2011).

Tunbridge, Elizabeth M., "The Catechol-O-Methyltransferase Gene: Its Regulation and Polymorphisms," In: Erkki Nissinen & Alireza Mmagar (Eds.), *Basic Aspects of Catechol-O-Methyltransferase and the Clinical Applications, International Review of Neurobiology*, vol. 95, pp. 7–27, New York: Academic Press (2010).

Yavich, Leonid, Markus M. Forsberg, Maria Karayiorgou, Joseph A. Gogos, & Pekka T. Mannisto, "Site-Specific Role of Catechol-O-Methyltransferase in Dopamine Overflow within Prefrontal Cortex and Dorsal Striatum," *Journal of Neuroscience*, vol. 27(38), pp. 10196–10202 (2007).

3.

В научной литературе варианты гена COMT называют, как правило, так: met-met, val-val и val-met, что означает возможные комбинации аллелей. У некоторых людей встречается вариант COMT с двумя метионинами (met-met, более медленный фермент), у других — с двумя валинами (val-val — такой фермент работает быстрее); бывает также вариант COMT с одним валином и одним метионином (val-met).

Дэвид Голдман и его коллеги (см. Goldman et al.) первыми применили аналогию «воины» и «беспокойные люди» по отношению к носителям разных аллелей гена COMT. С тех пор другие ученые тоже начали использовать эти термины. Как уже было сказано в примечаниях к предыдущей главе, носители быстрого аллеля гена COMT (val-val) относятся к категории воинов, тогда как носители более медленного аллеля (met-met) — к числу беспокойных людей. Носители аллеля с одним валином и одним метионином (val-met) находятся где-то посредине этого диапазона.

Подобно выводам, сделанным в ходе исследования ПТСР среди жертв геноцида в Руанде (которое провели Ирис-Татьяна Коласса и ее коллеги; см. Kolassa et al.), бразильские исследователи тоже обнаружили повышенную подверженность ПТСР среди носителей гена беспокойных людей (met-met): носители met-met более остро реагировали на случаи городского насилия (см. Valente et al.).

Кроме того, носители аллеля met-met оказались более агрессивными по сравнению с носителями val-val; девочки-подростки с геном met-met чаще испытывают трудности в плане социального взаимодействия, а их агрессивность часто приводит к неблагоприятному исходу. (См., например: Volavka et al., Waugh et al., и Albaugh et al.) С другой стороны, носители гена воина (val-val) оказались более альтруистичными (см. Reuter et al.).

Barnett, J. H., P. B. Jones, T. W. Robbins, & U. Muller, “Effects of the Catechol-O-Methyltransferase Val 158Met Polymorphism on Executive Function: A Meta-Analysis of the Wisconsin Card Sort

Test in Schizophrenia and Healthy Controls,” *Molecular Psychiatry*, vol. 12(5), pp. 502–509 (2007).

Barnett, Jennifer H., Jon Heron, Susan M. Ring, Jean Golding, David Goldman, Ke Xu, & Peter B. Jones, “Gender-Specific Effects of the Catechol-O-Methyltransferase Vall08/158Met Polymorphism on Cognitive Function in Children,” *American Journal of Psychiatry*, vol. 164(1), pp. 142–149 (2007).

Blasi, Giuseppe, Venkata S. Mattay, Alessandro Bertolino, Brita Elvevag, Joseph H. Callicott, Saumitra Das, Bhaskar S. Kolachana, Michael F. Egan, Terry E. Goldberg, & Daniel R. Weinberger, “Effect of Catechol-O-Methyltransferase Vall58Met Genotype on Attentional Control,” *Journal of Neuroscience*, vol. 25(20), pp. 5038–5045 (2005).

Colzato, Loienz, Florian Waszak, Sander Nieuwenhuis, Danielle Posthuma, & Bernhard Hommel, “The Flexible Mind Is Associated with the Catechol-O-Methyltransferase (COMT) Vall58Met Polymorphism: Evidence for a Role of Dopamine in the Control of Task-Switching,” *Neuropsychologia*, vol. 48(9), pp. 2764–2768 (2010).

Diamond, Adele, “Biological and Social Influences on Cognitive Control Processes Dependent on Prefrontal Cortex,” In: O. Braddick, J. Atkinson, & G. Innocenti (Eds.), *Progress in Brain Research*, ch. 18, pp. 319–339 (2011).

Diamond, Adele, Lisa Briand, John Fossella, & Lorrie Gehlbach, “Genetic and Neuro-chemical Modulation of Prefrontal Cognitive Functions in Children,” *American Journal of Psychiatry*, vol. 161(1), pp. 125–132 (2004).

Doll, Bradley B., Kent E. Hutchison, & Michael J. Frank, “Dopaminergic Genes Predict Individual Differences in Susceptibility to Confirmation Bias,” *Journal of Neuroscience*, vol. 31(16), pp. 6188–6198 (2011).

Farrell, Sarah M., Elizabeth M. Tunbridge, Sven Braeutigam, & Paul J. Harrison, “COMT Vall58Met Genotype Determines

the Direction of Cognitive Effects Produced by Catechol-O-Methyltransferase Inhibition,” *Biological Psychiatry*, vol. 71(6), pp. 538–544 (2012).

Frank, Michael J., “Cross-Talk Individual Differences in Error Processing: Neural, Electro-physiological, and Genetic Components,” *Cognitive, Affective & Behavioral Neuroscience*, vol. 7(4), pp. 297–308 (2007).

Frank, Michael J., Bradley B. Doll, Jen Oas-Terpstra, & Francisco Moreno, “Prefrontal and Striatal Dopaminergic Genes Predict Individual Differences in Exploration and Exploitation,” *Nature Neuroscience*, vol. 12(8), pp. 1062–1068 (2009).

Herrmann, Martin J., Heidi Wurflein, Theresa Schreppel, Saskia Koehler, Andreas Muhlberger, Andreas Reif, Turhan Canli Marcel Romanos, Christian P. Jacob, Klaus-Peter Lesch, & Andreas J. Fallgatter, “Catechol-O-methyltransferase Val58Met Genotype Affects Neural Correlates of Aversive Stimuli Processing,” *Cognitive, Affective, & Behavioral Neuroscience*, vol. 9(2), pp. 168–172 (2009).

Lachman, Herbert M., Demetri F. Papolos, Takuya Saito, Yue-Min Yu, Carol L. Szumlanski, & Richard M. Weinshilboum, “Human Catechol-O-Methyltransferase Pharmacogenetics: Description of a Functional Polymorphism and Its Potential Application to Neuropsychiatric Disorders,” *Pharmacogenetics*, vol. 6(3), pp. 243–250 (1996).

Marco-Pallares, Josep, Wido Nager, Ulrike M. Kramer, Toni Cunillera, Estela Camara, David Cucureil, Rebecca Schule, Ludger Schols, Antoni Rodriguez-Fornells, & Thomas F. Miinte, “Neurophysiological Markers of Novelty Processing Are Modulated by COMT and DRD4 Genotypes,” *NeuroImage*, vol. 52(3), pp. 962–969 (2010).

Munakata, Yuko, B. J. Casey, & Adele Diamond, “Developmental Cognitive Neuroscience: Progress and Potential,” *Trends in Cognitive Sciences*, vol. 8(3), pp. 122–128 (2004).

Palmatier, Meg A., A. Min Kang, & Kenneth K. Kidd, "Global Variation in the Frequencies of Functionally Different Catechol-O-Methyltransferase Alleles," *Biological Psychiatry*, vol. 46(4), pp. 557–567 (1999).

Tang, Yong, Jens R. Nyengaard, Didima M. G. De Groot, & Hans Jorgen G. Gundersen, "Total Regional and Global Number of Synapses in the Human Brain Neocortex," *Synapse*, vol. 41(3), pp. 258–273 (2001).

Ursini, Gianluca, Valentina Bollati, Leonardo Fazio, Annamaria Porcelli, Luisa Iacovelli, Assia Catalani, Lorenzo Sinibaldi, Barbara Gelao, Raffaella Romano, Antonio Rampino, Paolo Taurisano, Maiina Mancini, Annabella Di Giorgio, Teresa Popolizio, Andrea Baccarelli, Antonio De Blasi, Giuseppe Blasi, & Alessandro Bertolino, "Stress-Related Methylation of the Catechol-O-Methyltransferase Val58 Allele Predicts Human Prefrontal Cognition and Activity," *Journal of Neuroscience*, vol. 31(18), pp. 6692–6698 (2011).

Albaugh, Matthew D., Valerie S. Harder, Robert R. Althoff, David C. Rettew, Erik A. Ehli, Timea Lengyel-Nelson, Gareth E. Davies, Lynsay Ayer, Julie Sulman, Catherine Stanger, & James J. Hudziak, "COMT Val58Met Genotype as a Risk Factor for Problem Behaviors in Youth," *Journal of the American Academy of Child & Adolescent Psychiatry*, vol. 49(8), pp. 841–849 (2010).

Bishop, Sonia J., Jonathan D. Cohen, John Fossella, B. J. Casey, & Martha J. Farah, "COMT Genotype Influences Prefrontal Response to Emotional Distraction," *Cognitive, Affective & Behavioral Neuroscience*, vol. 6(1), pp. 62–70 (2006)

Caspi, Avshalom, Terrie E. Moffitt, Mary Cannon, Joseph McClay, Robin Murray, Hona-Lee Harrington, Alan Taylor, Louise Arseneault, Ben Williams, Antony Braithwaite, Richie Poulton, & Ian W. Craig, "Moderation of the Effect of Adolescent-Onset Cannabis Use on Adult Psychosis by a Functional Polymorphism in the Catechol-O-Methyltransferase Gene: Longitudinal Evidence

of a Gene X Environment Interaction,” *Biological Psychiatry*, vol. 57(10), pp. 1117–1127 (2005).

Egan, Michael F, Terry E. Goldberg, Bhaskar S. Kolachana, Joseph H. Callicott, Chiara M. Mazzanti, Richard E. Straub, David Goldman, & Daniel R. Weinberger, “Effect of COMT Vall08/158 Met Genotype on Frontal Lobe Function and Risk for Schizophrenia,” *Proceedings of the National Academy of Sciences*, vol. 98(12), pp. 6917–6922 (2001).

Goldman, David, Gabor Oroszi, & Francesca Ducci, “The Genetics of Addiction: Uncovering the Genes,” *Nature Reviews Genetics*, vol. 6, pp. 521–532 (2005).

Kolassa, Iris-Tatjana, Verena Ertl, Cindy Eckart, Lamaro P. Onyut, Stephan Kolassa, & Thomas Elbert, “Spontaneous Remission from PTSD Depends on the Number of Traumatic Event Types Experienced,” *Psychological Trauma: Theory, Research, Practice, & Policy* 2, vol. 3, pp. 169–174 (2010).

Kolassa, Iris-Tatjana, Stephan Kolassa, Verena Ertl, Andreas Papassotiropoulos, & Dominique J.-F. De Quervain, “The Risk of Posttraumatic Stress Disorder after Trauma Depends on Traumatic Load and the Catechol-O-Methyltransferase Vall58Met Polymorphism,” *Biological Psychiatry*, vol. 67(4), pp. 304–308 (2010).

Lachman, Herbert, “Does COMT Vall58Met Affect Behavioral Phenotypes: Yes, No, Maybe?,” *Neuropsychopharmacology*, vol. 33(13), pp. 3027–3029 (2008).

Lonsdorf, Tina B., Christian Ruck, Jan Bergstrom, Gerhard Andersson, Arne Ohman, Nils Lindefors, & Martin Schalling, “The COMTVall58Met Polymorphism Is Associated with Symptom Relief During Exposure-Based Cognitive-Behavioral Treatment in Panic Disorder” *BMC Psychiatry*, vol. 10, pp. 99 et seq. (2010).

Reuter, Martin, Clemens Frenzel, Nora T. Walter, & Sebastian Markett, “Investigating the Genetic Basis of Altruism: The Role of

the COMT Vall58Met Polymorphism,” *Social Cognitive & Affective Neuroscience*, vol. 6(5), pp. 662–668 (2011).

Rujescu, Dan, Ina Giegling, Anton Gietl, Annette M. Hartmann, & Hans-Jurgen Moller, “A Functional Single Nucleotide Polymorphism (V158M) in the COMT Gene is Associated with Aggressive Personality Traits,” *Biological Psychiatry*, vol. 54(1), pp. 34–39 (2003).

Stein, Dan J., Timothy K. Newman, Jonathan Savitz, & Rajkumar Ramesar, “Warriors versus Worriers: The Role of COMT Gene Variants,” *CNS Spectrums / Pearls in Clinical Neuroscience*, vol. 11(10), pp. 745–748 (2006).

Tiihonen, J., T. Halhainen, H. Lachman, T. Saito, J. Volavka, J. Kauhanen, J. T. Salonen, O-P Ryynanen, M. Koulu, M. K. Karvonen, T. Phojalainen, E. Syvalahti, & J. Hietala, “Association between the Functional Variant of the Catechol-O-Methyltransferase (COMT) Gene and Type 1 Alcoholism,” *Molecular Psychiatry*, vol. 4, pp. 286–289 (1999).

Valente, Nina Leao Marques, Homero Vallada, Quirino Cordeiro, Rodrigo Affonseca Bres-san, Sergio Baxter Andreoli, Jair Jesus Mari, & Marcelo Feijo Mello, “Catechol-O-Methyltransferase (COMT) Vall58Met Polymorphism as a Risk Factor for PTSD After Urban Violence,” *Journal of Molecular Neuroscience*, vol. 43(3), pp. 516–523 (2011).

Volavka, Jan, Robert Bilder, & Karen Nolan, “Catecholamines and Aggression: The Role of COMT and MAO Polymorphisms,” *Annals of the New York Academy of Sciences*, vol. 1036, pp. 393–398 (2004).

Waugh, Christian E., Karen F. Dearing, Jutta Joormann, & Ian H. Gotlib, “Association between the Catechol-O-Methyltransferase Vall58Met Polymorphism and Self-Perceived Social Acceptance in Adolescent Girls,” *Journal of Child and Adolescent Psychopharmacology*, vol. 19(4), pp. 395–401 (2009).

Wichers, Marieke, Man Aguilera, Gunter Kenis, Lydia Krabbendam, Inez Myin-Germeys, Nele Jacobs, Frenk Peeters, Catherine Derom, Robert Vlietinck, Ron Mengelers, Philippe Delespaul, & Jim van Os, "The Catechol-O-Methyl Transferase Val58Met Polymorphism and Experience of Reward in the Flow of Daily Life," *Neuropsychopharmacology*, vol. 33(13), pp. 3030–3036 (2008).

4.

См. также приведенные выше источники по вопросу COMT и когнитивной функции.

Alexander, Nina, Roman Osinsky, Eva Mueller, Anja Schmitz, Sarah Guentert, Yvonne Kuepper, & Juergen Hennig, "Genetic Variants within the Dopaminergic System Interact to Modulate Endocrine Stress Reactivity and Recovery," *Behavioural Brain Research*, vol. 216(1), pp. 53–58 (2011).

Alter, Adam L., Joshua Aronson, John M. Darley, Cordaro Rodriguez, & Diane N. Ruble, "Rising to the Threat: Reducing Stereotype Threat by Refraining the Threat as a Challenge," *Journal of Experimental Social Psychology*, vol. 46(1), pp. 166–171 (2010)
Aronson, Joshua, Correspondence with Author (2012).

Blair, Clancy, & Adele Diamond, "Biological Processes in Prevention and Intervention: The Promotion of Self-Regulation as a Means of Preventing School Failure," *Development & Psychopathology*, vol. 20(3), pp. 899–911 (2008).

Chang, Chun-Yen, Correspondence with Author (2012)

Enoch, M.-A., J. F. Waheed, C. R. Harris, B. Albaugh, & D. Goldman, "COMT Val-158Met and Cognition: Main Effects and Interaction with Educational Attainment," *Genes, Brain & Behavior*, vol. 8(1), pp. 36–42 (2009).

Frank, Michael J., & John A. Fosella, "Neurogenetics and Pharmacology of Learning, Motivation, and Cognition," *Neuropsychopharmacology*, vol. 36, pp. 133–152 (2011).

Frank, Michael J., Ahmed A. Moustafa, Heather M. Haughey, Tim Curran, & Kent E. Hutchinson, "Genetic Triple Dissociation Reveals Multiple Roles for Dopamine in Reinforcement Learning," *Proceedings of the National Academy of Sciences*, vol. 104(41), pp. 16311–16316 (2007).

Kennedy, Ci, J. L. Taylor, A. Noda, M. Adamson, G. M. Murphy, J. M. Zeitzer, & J. A. Yesavage, "The Roles of COMT Val58Met Status and Aviation Expertise in Flight Simulator Performance and Cognitive Ability," *Behavior Genetics*, vol. 41(5), pp. 700–708 (2011).

Kennedy, Quinn, Interview with Author (2011).

Krugel, Lea K., Guido Biele, Peter N. C. Mohr, Shu-Chen Li, & Hauke R. Heekeren, "Genetic Variation in Dopaminergic Neuromodulation Influences the Ability to Rapidly and Flexibly Adapt Decisions," *Proceedings of the National Academy of Sciences*, vol. 106(42), pp. 17951–17956 (2009).

Malhotra, Anil K., Lisa J. Kestler, Chiara Mazzanti, John A. Bates, Terry Goldberg, & David Goldman, "A Functional Polymorphism in the COMT Gene and Performance on a Test of Prefrontal Cognition," *American Journal of Psychiatry*, vol. 159(4), pp. 652–654 (2002).

Yeh, Ting-Kuang, Chun-Yen Chang, Chung-Yi Hu, Ting-Chi Yeh, & Ming-Yeh Lin, "Association of Catechol-O-Methyltransferase (COMT) Polymorphism and Academic Achievement in a Chinese Cohort," *Brain & Cognition*, vol. 71(3), pp. 300–305 (2009).

5.

Дополнительную информацию о гендерных различиях в реакции на стресс можно найти в источниках к главе 9.

Brizendine, Louann, *The Female Brain*, New York: Three Rivers Press (2006).

Chen, Jingshan, Barbara K. Lipska, Nader Halim, Quang D. Ma, Mitsuyuki Matsu-moto, Samer Melhem, Bhaskar S. Kolachana, Thomas M. Hyde, Mary M. Herman, Jose Apud, Michael F. Egan,

Joel E. Kleinman, & Daniel R. Weinberger, "Functional Analysis of Genetic Variation in Catechol-O-Methyltransferase (COMT): Effects on mRNA, Protein, and Enzyme Activity in Postmortem Human Brain," *American Journal of Human Genetics*, vol. 75(5), pp. 807–821 (2004).

Cohn, Cal R., & Julius Axelrod, "The Effect of Estradiol on Catechol-O-Methyltransferase Activity in Rat Liver," *Life Sciences*, vol. 10(1), pp. 1351–1354 (1971).

Comasco, Erika, Charlotte Hellgren, & Inger Sundstrom-Poromaa, "Influence of Catechol-O-Methyltransferase Vall58Met Polymorphism on Startle Response in the Presence of High Estradiol Levels," *European Neuropsychopharmacology* (in press) (2012).

Dedovic, Katarina, Mehreen Wadiwalla, Veronika Engert, & Jens C. Pruessner, "The Role of Sex and Gender Socialization in Stress Reactivity," *Developmental Psychology*, vol. 45(1), pp. 45–55 (2009).

Desbonnet, Lieve, Oma Tighe, Maria Karayiorgou, Joseph A. Gogos, John L. Waddington, & Colm M.P. O'Tuathaigh, "Physiological and Behavioural Responsivity to Stress and Anxiogenic Stimuli in COMT-Deficient Mice," *Behavioural Brain Research*, vol. 228(2), pp. 351–358 (2012).

Diamond, Adele, "Developmental Change in, and Environmental Modulation of, Cognitive Control: Differences by Gender and Genetics," Paper Presentation at U.C. Berkeley Conference on the Developing Brain, Berkeley, CA (2009).

Diamond, Adele, Interview with Authors (2011).

Harrison, Paul J., & Elizabeth M. Tunbridge, "Catechol-O-Methyltransferase (COMT): A Gene Contributing to Sex Differences in Brain Function, and to Sexual Dimorphism in the Predisposition to Psychiatric Disorders," *Neuropsychopharmacology*, vol. 33(13), pp. 3037–3045 (2008).

Jacobs, Emily, & Mark D'Esposito, "Estrogen Shapes Dopamine-Dependent Cognitive Processes: Implications for Women's Health," *Journal of Neuroscience*, vol. 31(14), pp. 5286–5293 (2011).

Lighthall, N. R., M. Sakaki, S. Vasunilashorn, L. Nga, M. A. Gorlick, S. Somayajula, & M. Mather, "Stress Effects on Risk- and Reward-Related Decision Processing are Modulated by Sex," Paper Presentation at Annual Convention for Assn. for Psychological Science, Boston (2010).

Lighthall, Nichole R., & Mara Mather, "Risk and Reward Are Processed Differently in Decisions Made under Stress," *Current Directions in Psychological Science*, vol. 21 (1), pp. 36–41 (2012).

Lighthall, Nichole R., Mara Mather, & Marissa A. Gorlick, "Acute Stress Increases Sex Differences in Risk Seeking in the Balloon Analogue Risk Task," *PLoS ONE*, vol. 4(7), e6002, doi:10.1371/journal.pone.0006002 (2009).

Lighthall, Nichole R., Michiko Sakaki, Sarinnapha Vasunilashorn, Lin Nga, Sangeetha Somayajula, Eric Y. Chen, Nicole Samii, & Mara Mather, "Gender Differences in Reward-Related Processing under Stress," *Social Cognitive & Affective Neuroscience* vol 7(4), pp. 476–484 (2012).

Lin, Chin-Yo, Anders Strom, Vinsensius Berlian Vega, Say Li Kong, Ai Li Yeo, Jane S. Thomsen, Wan Ching Chan, Balraj Doray, Dhinoth K. Bangarusamy, Adaikalavan Ramasamy, Liza A. Vergara, Suisheng Tang, Allen Chong, Vladimir B. Bajic, Lance D. Miller, Jan-Ake Gustafsson, & Edison T. Liu, "Discovery of Estrogen Receptor a Target Genes and Response Elements in Breast Tumor Cells," *Genome Biology* vol 5(9) pp. R66 et al. (2004).

Mather, M., N. R. Lighthall, L. Nga, L., & M. A. Gorlick, "Sex Differences in How Stress Affects Brain Activity during Face Viewing," *NeuroReport*, vol. 21(14) pp. 933–937 (2010).

Smeets, Tom, Isabel Dziobek, & Oliver T. Wolf, "Social Cognition under Stress: Differential Effects of Stress-Induced Cortisol Elevations in Healthy Young Men and Women," *Hormones & Behavior*, vol. 55(4), pp. 507–513 (2009).

Tang, S., H. Han, & V. B. Bajic, "ERGDB: Estrogen Responsive Genes Database," *Nucleic Acids Research*, vol. 32, pp. D533-D536 (2004).

Worda, C, M. O. Sator, C. Schneeberger, T. Jantschev, K. Ferlitsch, & J. C. Huber, "Influence of the *Catechol-O-Methyltransferase* (COMT) Codon 158 Polymorphism on Estrogen Levels in Women," *Human Reproduction*, vol. 18(2), pp. 262–266 (2003).

Crothers, Tim, *The Man Watching: Anson Dorrance and the University of North Carolina Women's Soccer Dynasty*, New York: Thomas Dunne Books (2010).

DiCicco, Tony, Colleen Hacker, & Charles Salzberg, *Catch Them Being Good: Everything You Need to Know to Successfully Coach Girls*, New York: Penguin Books (2003).

Dorrance, Anson, Interview with Author (2012).

Dorrance, Anson, & Gloria Avcrbuch, *The Vision of a Champion: Advice and Inspiration from the World's Most Successful Women's Soccer Coach*, Ann Arbor, MI: Huron River Press (2005).

Price, S. L., "Anson Dorrance," *Sports Illustrated*, pp. 86–125 (12/7/1998).

Wahl, Grant, "Dateline: Greensboro, N.C., December 7, 1997," *Sports Illustrated*, p. 34 (12/15/1997).

Глава 5

1.

Adams, Brian E., & Ronnee Schreiber, "Gender, Campaign Finance, and Electoral Success in Municipal Elections," *Journal of Urban Affairs*, vol. 33(1), pp. 83–97 (2011).

Anzia, Sarah F., & Christopher R. Berry, "The Jackie (and Jill) Robinson Effect: Why Do Congresswomen Outperform

Congressmen?” *American Journal of Political Science*, vol. 55(3), pp. 478–493 (2011).

“Beck Again Calls Sen. Landrieu a Prostitute: ‘So We Know You’re Hookin’, but You’re Just Not Cheap,” *Media Matters*, <http://bit.ly/9oqkRW> (11/23/2009).

“Beck on Landrieu: ‘We’re with a High-Class Prostitute,’” *Media Matters*, <http://bitly/6NyzvV> (11/23/2009).

Begala, Paul, Interview with Author (2011).

Begala, Paul, “A Warrior on a Mission in Rush Limbaugh’s Home District,” *Huffington Post*, <http://huff.to/2Z3RaS> (11/10/2009).

Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, 2012–13 Edition, Computer Programmers, <http://l.usa.gov/Lc3sCX>.

Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, 2012–13 Edition, Data for Occupations Not Covered in Detail, <http://l.usa.gov/PRjlAF>.

Catanese, David, “GOP Poll: Emerson Dominant,” *Politico*, <http://politi.co/1lN06TM> (4/22/2010).

“City Councils,” National League of Cities <http://bit.ly/19b0iM3> (u.d.).

Conway, M. Margaret, “Women’s Political Participation at the State and Local Level in the United States,” *Political Science & Politics*, vol. 37(1), pp. 60–61 (2004).

Deckman, Melissa, “Gender Differences in the Decision to Run for School Board,” *American Politics Research*, vol. 35(4), pp. 541–563 (2007).

“Echoing Beck, Limbaugh Claims Landrieu ‘May Be the Most Expensive Prostitute in the History of Prostitution,’” *Media Matters*, <http://bit.ly/PDenSA> (11/23/2009).

Eller, Jeffrey, Interview with Author (2011).

“Fast Facts,” Center for American Women and Politics, <http://bit.ly/hKFGRb> (2012).

Fox, Richard L., & Jennifer L. Lawless, "Entering the Arena? Gender and the Decision to Run for Office," *American Journal of Political Science*, vol. 48(2), pp. 264–280 (2004).

Fox, Richard L., & Jennifer L. Lawless, "To Run or Not to Run for Office: Explaining Nascent Political Ambition," *American Journal of Political Science*, vol. 49(3), pp. 642–659 (2005).

"Full and Part-Time Legislators," National Conference of State Legislatures, <http://bit.ly/4n2oBC> (2009).

Fulton, Sarah, Correspondence with Author (2011).

Fulton, Sarah, Interview with Author (2011).

Fulton, Sarah A., "Running Backwards and in High Heels: The Gendered Quality Gap and Incumbent Electoral Success," *Political Research Quarterly*, vol. 65(2), pp. 303–314 (2012).

Fulton, Sarah A., Cherie D. Maestas, L. Sandy Maisel, & Walter J. Stone, "The Sense of a Woman: Gender, Ambition, and the Decision to Run for Congress," *Political Research Quarterly*, vol. 59(2), pp. 235–248 (2006).

Hess, Frederick M., & Olivia Meeks, "School Boards Circa 2010: Governance in the Accountability Era," National School Boards Assn., <http://bit.ly/RvAb7a> (2011).

"I'm No Lady; I'm a Member of Congress," Office of History and Preservation, Office of the Clerk, Women in Congress, 1917–2006, Washington, DC: U.S. Government Printing Office, <http://1.usa.gov/O9nvZ> (2007).

"Jeannette Rankin," Office of History and Preservation, Office of the Clerk, Women in Congress, 1917–2006, Washington, DC: U.S. Government Printing Office, <http://1.usa.gov/O9nvZ> (2007).

Jensen, Jennifer M., & Wendy L. Martinek, "The Effects of Race and Gender on the Judicial Ambitions of State Trial Court Judges," *Political Research Quarterly*, vol. 62(2), pp. 379–392 (2009).

Keller, Rudi, "Emerson, Sowers Reach \$1 Million in Campaign Funding," *Southeast Missourian*, <http://bit.ly/ODFCQV> (7/18/2010).

Keller, Rudi, "Sowers Shrinking Fundraising Gap with Emerson," *Southeast Missourian*, <http://bit.ly/dkQxOx> (4/18/2010).

Krupnick, Ellie, & Jessica Misener, "Hillary Clinton Wore a Scrunchie AGAIN," *Huffington Post*, <http://huff.to/uUzzYr> (10/25/2011).

Lake, Celinda, "Gender Gap in Politics Is Invite for More to Run," *Women's E-News*, <http://bit.ly/cwAGNw> (3/4/2009).

Lawless, Jennifer, Interview with Author (2011).

Lawless, Jennifer L., & Richard L. Fox, // *Still Takes a Candidate: Why Women Don't Run for Office* (Rev. Ed.), New York: Cambridge University Press (2010).

Lawless, Jennifer L., & Richard L. Fox, "Men Rule: The Continued Under-Representation of Women in U.S. Politics," Washington, DC: Women & Politics Institute (2012).

Lawless, Jennifer L., & Richard L. Fox, "Why Are Women Still Not Running for Public Office?" *Issues in Governance*, no. 16, pp. 1–20 (2008).

Linthicum, Kate, "When It's Time to Run for Office, Fewer Women Stand Up," *Los Angeles Times*, <http://lat.ms/1dt1Q02> (5/23/2011).

Maestas, Cherie D., Sarah Fulton, Sandy Maisel, & Walter J. Stone, "When to Risk It? Institutions, Ambitions, and the Decision to Run for the US House," *American Political Science Review*, vol. 100(2), pp. 195–208 (2006).

"Map: States Grant the Right to Vote," National Constitution Center, <http://bit.ly/kHY-CjZ> (u.d.).

"Men or Women: Who's the Better Leader?" Pew Center Publications, <http://bit.ly/3U7XQO> (8/25/2008).

Morales, Gilda, Center for American Women and Politics, Correspondence with Author (2012).

Moyers, Scott, "Poll Says Emerson Beating Sowers," *Southeast Missourian*, <http://bit.ly/aijnND> (9/23/2010).

Palmer, Barbara, & Dennis Simon, "Political Ambition and Women in the U.S. House of Representatives, 1916–2000," *Political Research Quarterly*, vol. 56(2), pp. 127–138 (2003).

Pesta, Abigail, "Why Kirsten Gillibrand Wants You to Run for Office," *Marie Claire*, <http://bit.ly/nyWtwo> (Jul. 2011) (reporting on significance of Emily's List in getting her elected).

"Savage Dubs Sen. Snowe 'Jezebel' for Finance Committee Health Care Vote," *Media Matters*, <http://bit.ly/OMWCTa> (10/13/2009).

Smith, Adrienne R., Beth Reingold, & Michael Leo Owens, "The Political Determinants of Women's Descriptive Representation in Cities," *Political Research Quarterly*, vol. 65(2), pp. 315–329 (2012).

Sowers for Congress.com.

Taylor, Paul, Rich Moiin, D'Vera Cohn, April Clark, & Wendy Wang, "A Paradox in Public Attitudes," Pew Social Trends, <http://bit.ly/O7OwDh> (2008).

Tumulty, Karen, "Twenty Years On, 'Year of the Woman' Fades," *Washington Post*, <http://wapo.st/H2A5y3> (3/21/2012).

"U.S. House Missouri, District 8," MSNBC.com, <http://on-msn.com/OMWJ19> (8/31/2012).

Williams, Margaret S., "Ambition, Gender, and the Judiciary," *Political Research Quarterly*, vol. 61(1), pp. 68–78 (2008).

2.

Adler, Amy B., Ann H. Huffman, Paul D. Bliese, & Carl Andrew Castro, "The Impact of Deployment Length and Experience on the Weil-Being of Male and Female Soldiers," *Journal of Occupational Health Psychology*, vol. 10(2), pp. 121–137 (2005).

Bajtelsmit, Vickie L., & Jack L. VanDernei, "Risk Aversion and Pension Investment Choices," In: Michael S. Gordon, Olivia S. Mitchell, & Marc M. Twinney (Eds.), *Positioning Pensions for the*

- Twenty-First Century*, ch. 4, pp. 47–66, Philadelphia: University of Pennsylvania Press (1997).
- Bertrand, Marianne, “New Perspectives on Gender,” *Handbook of Labor Economics*, ch. 17, vol. 4(B), pp. 1543–1590 (2011).
- Blanes i Vidal, Jordi, & Mareike Nossol, “Evidence from Personnel Records,” *Management Science*, vol. 57(10), pp. 1721–1735 (2011).
- Booth, Alison L., & Patrick Nolen, “Choosing to Compete: How Different Are Girls and Boys?” *Journal of Economic Behavior & Organization*, vol. 81(2), pp. 542–555 (2012).
- Booth, Alison L., & Patrick Nolen, “Gender Difference in Risk Behaviour: Does Nurture Matter?” *Economic Journal*, vol. 122(558), pp. F56-F78 (2012).
- Brownlow, Shelia, Rebecca Whitener, & Janet M. Rupert, “‘Til Take Gender Differences for 1000!’ Domain-Specific Intellectual Success on ‘Jeopardy,’” *Sex Roles*, vol. 38(314), pp. 269–285 (1998).
- Cadsby, Charles Bram, Maros Servaa, & Fei Song, “How Competitive Are Female Professionals? A Tale of Identity Conflict,” <http://hdl.handle.net/10092/6117> (2012).
- Cardenas, Juan-Camilo, Anna Dreber, Emma von Essen, & Eva Ranehill, “Gender Differences in Competitiveness and Risk Taking: Comparing Children in Colombia and Sweden,” *Journal of Economic Behavior & Organization*, vol. 83(1), pp. 11–23 (2012).
- Casari, Marco, John C. Ham, & John H. Kagel, “Selection Bias, Demographic Effects, and Ability Effects in Common Value Auction Experiments,” *American Economic Review*, vol. 97(4), pp. 1278–1304 (2007).
- Cotton, Christopher, Frank McIntyre, & Joseph Price, “Gender Differences in Competition: A Theoretical Assessment of the Evidence,” *The Selected Works of Christopher Cotton*, <http://bit.ly/Q654OM> (2011).

Dagnies, Marie-Pierre, “Men Too Sometimes Shy Away from Competition: The Case of Team Competition,” <http://dx.doi.org/10.1287/mnsc.1120.1542> (2011).

Dreber, Anna, Interview with Author (2011).

Dreber, Anna, Christer Gerdes, & Patrik Gransmark, “Beauty Queens and Battling Knights: Risk Taking and Attractiveness in Chess,” IZA Discussion Paper No. 5314, Institute for the Study of Labor (2010).

Dreber, Anna, Emma von Essen, & Eva Ranehill, “Outrunning the Gender Gap — Boys and Girls Compete Equally,” *Experimental Economics*, vol. 14(4), pp. 567–582 (2011).

Eckel, Catherine C., & Philip J. Grossman, “Men, Women and Risk Aversion: Experimental Evidence,” In: Charles R. Plott & Vernon L. Smith (Eds.). *Handbook of Experimental Economics Results*, ch. 113, pp. 1061–1073 (2008).

Franken, Robert E., & Douglas J. Brown, “Why Do People Like Competition? The Motivation for Winning, Putting Forth Effort, Improving One’s Performance, Performing Well, Being Instrumental, and Expressing Forceful/Aggressive Behavior,” *Personality & Individual Differences*, vol. 19(2), pp. 175–184 (1995).

Frick, Bernd, “Gender Differences in Competitiveness: Empirical Evidence from Professional Distance Running,” *Labour Economics*, vol. 18(3), pp. 389–398 (2011).

Frick, Bernd, “Gender Differences in Competitive Orientations: Empirical Evidence from Ultramarathon Running,” *Journal of Sports Economics*, vol. 12(3), pp. 317–340 (2011).

Garza, R. T., & J. E. Borchert, “Maintaining Social Identity in a Mixed-Gender Setting: Minority/Majority Status and Cooperative/Competitive Feedback,” *Sex Roles: A Journal of Research*, vol. 22(11/12), pp. 679–691 (1990).

- Gerdes, Christer, & Patrik Gransmark, "Strategic Behavior across Gender: A Comparison of Female and Male Expert Chess Players," *Labor Economics*, vol. 17(5), pp.766–775 (2010).
- Gervais, S., & T. Odean, "Learning to Be Overconfident," *Review of Financial Studies*, vol. 14(1), pp. 1–27 (2001).
- Gill, David, & Victoria Prowse, "Gender Differences and Dynamics in Competition: The Role of Luck," MPRA Paper No. 38220 (2012).
- Gneezy, Uri, Kenneth L. Leonard, & John A. List, "Gender Differences in Competition: Evidence from a Matnlineal and a Patriarchal Society," *Econometrica*, vol. 77(5), pp. 1637–1664 (2009).
- Gneezy, Uri, Muriel Niederle, & Aldo Rustichini, "Performance in Competitive Environments: Gender Differences," *Quarterly Journal of Economics*, vol. 118(3), pp. 1049–1074 (2003).
- Gneezy, Uri, & Aldo Rustichini, "Gender and Competition at a Young Age," *American Economic Review Papers & Proceedings*, vol. 94(2), pp. 377–81 (2004).
- Gransmark, Patrik, Correspondence with Author (2011).
- Gransmark, Patrik, "Strategic Learning in Repeated Chess Games," *Essays on Economic Behavior, Gender and Strategic Learning*, Stockholm: The Swedish Institute for Social Research (SOFI), Stockholm University (2010).
- Gunther, Christina, Neslihan Arslan Ekinci, Christiane Schwieren, & Martin Strobel, "Women Can't Jump? — An Experiment on Competitive Attitudes and Stereotype Threat," *Journal of Economic Behavior & Organization*, vol. 75(3), pp. 395–401 (2010).
- Heffner, Tonia, Len White, & Robert Kilchullen, "Screening for Attrition and Performance with Non-Cognitive Measures," Presentation for Military Operations Research Society Workshop, <http://1.usa.gov/O7OOdl> (2010).

Hoffman, Moshe, Uri Gneezy, & John A. List, "Nurture Affects Gender Differences in Spatial Abilities," *Proceedings of the National Academy of Sciences*, vol. 108 (36), pp 14786–14788 (2011).

Houser, Daniel, "Rewarding Generosity," Paper Presentation at Interdisciplinary Center for Economic Science, Fairfax, VA (2010).

Huffman, Ann H., Amy B. Adler, & Carl Andrew Castro, "The Impact of Deployment History on the Well-Being of Military Personnel," Walter Reed Hospital-Europe (1999).

Johnson, Daniel K. N. Johnson, & Tracy Gleason, "Who REALLY Wants to be a Millionaire? Gender Differences in Game Show Contestant Behavior under Risk," *Social Science Quarterly*, vol. 90(20), pp. 243–261 (2009) (finding that winning women won about \$10,000 less than winning men).

Johnson, J. E. V., & P. L. Powell, "Decision Making, Risk and Gender: Are Managers Different?," *British Journal of Management*, vol. 5(2), pp. 123–138 (2005).

Kling, Jeffrey R., Jens Ludwig, & Lawrence F. Katz, "Neighborhood Effects of Crime for Female and Male Youth: Evidence from a Randomized Housing Voucher Experiment," *Quarterly Journal of Economics*, vol. 120(1), pp. 87–130 (2005).

Lavy, Victor, "Gender Differences in Market Competitiveness in a Real Workplace: Evidence from Performance-Based Pay Tournaments among Teachers," Working Paper No. 14338, National Bureau of Economic Research, Cambridge, MA (2008).

Lindquist, Sjogren, Gabriella, & Jenny Save-Soderbergh, "'Girls Will Be Girls,' Especially among Boys: Risk-Taking in the 'Daily Double' on Jeopardy," *Economic Letters*, vol. 112(2), pp. 358–160 (2011).

MacLean, Vicky M., & Carolyn Rozier, "From Sport Culture to the Social World of the 'Good PT': Masculinities and the Career Development of Physical Therapists," *Men & Masculinity*, vol. 11(3), pp. 286–306 (2009).

Matsa, David A., & Amalia R. Miller, "A Female Style in Corporate Leadership? Evidence from Quotas," <http://ssrn.com/abstract=1636047> (2011).

Muller, Helge, Christoph Schumacher, & Eberhard Feess, "Gender Behavior in Betting Markets," *Beiträge zur Jahrestagung des Vereins für Socialpolitik 2011: Die Ordnung der Weltwirtschaft: Lektionen aus der Krise-Session: Gender Economics*, No. D13-V2, <http://hdl.handle.net/10419/48697> (2011).

Niederle, Muriel, Interview with Author (2011).

Niederle, Muriel, & Lise Vesterlund, "Do Women Shy Away From Competition? Do Men Compete Too Much?," *Quarterly Journal of Economics*, vol. 122(3), pp. 1067–1101 (2007).

Niederle, Muriel, & Lise Vesterlund, "Explaining the Gender Gap in Math Test Scores: The Role of Competition," *Journal of Economic Perspectives*, vol. 24(2), pp. 129–144 (2010).

Niederle, Muriel, & Lise Vesterlund, "Gender and Competition," *Annual Review of Economics*, vol. 3, pp. 601–630 (2011).

Niederle, Muriel, & Lise Vesterlund, "Gender Differences in Competition," *Negotiation Journal*, vol. 24(4), pp. 447–463 (2008).

Reback, Charles, & Kristin Stowe, "Unnatural Experiments: The Case of the Television Game *Scum?*" *Applied Economic Letters*, vol. 18(10), pp. 919–923 (2011) (finding that winning women leave Jeopardy! with about \$1,000 less than the men, but arguing this could be because the women aren't as strong contestants).

Reuben, Ernesto, Pedro Rey-Biel, Paolo Sapienza, & Luigi Zingales, "The Emergence of Male Leadership in Competitive Environments," *Journal of Economic Behavior & Organization*, vol. 83(1), pp. 111–117 (2012).

Sasson-Levy, Orna, & Sant Amram-Katz, "Gender Integration in Israeli Officer Training: Degendering and Regendering the Military," *Signs*, vol. 33(1), pp. 105–133 (2007).

Shurchkov, Olga, "Under Pressure: Gender Differences in Output Quality and Quantity under Competition and Time Constraints," *Journal of the European Economic Association*, vol. 10(5), pp. 1189–1213 (2012).

Sutter, Matthias, & Daniela Rutzler, "Gender Differences in Competition Emerge Early in Life," IZA Discussion Paper No. 5015, <http://ssrn.com/abstract=1631480> (2010).

3.

Angrist, Joshua, & Victor Lavy, "The Effects of High Stakes High School Achievement Awards: Evidence from a Randomized Trial," *American Economic Review*, vol. 99(4), pp. 1384–1414 (2009).

Barankay, Iwan, "Gender Differences in Productivity Responses to Performance Rankings: Evidence from a Randomized Workplace Experiment," Working Paper, Wharton School of Business, University of Pennsylvania (2011).

Cotton, Christopher, Frank McIntyre, & Joseph Price, "The Gender Gap Cracks under Pressure: A Detailed Look at Male and Female Performance Differences during Competitions" (2010).

Deming, David J., Justine S. Hastings, Thomas Kane, & Douglas Staiger, "School Choice and College Attendance: Evidence from Randomized Lotteries," DHKS Draft (2009).

Deming, David J., Justine S. Hastings, Thomas J. Kane, & Douglas O. Staiger, "School Choice, School Quality, and Postsecondary Attainment," *American Economic Review* (forthcoming) (July 2012).

Dobbie, Will, & Ronald G. Fryer Jr., "Are High-Quality Schools Enough to Increase Achievement Among the Poor? Evidence from the Harlem Children's Zone," *American Economic Journal: Applied Economics*, vol. 3(3), pp. 158–187 (2011).

Guggenheim, Davis (dir.), *Waiting for Superman*, Participant Productions / Walden Media / Paramount, Film (2010).

Han, Li, & Tao Li, "The Gender Difference of Peer Influence in Higher Education," *Economics of Education Review*, vol. 28(1), pp.

129–134 (2009) (quoting their conclusion that female roommates serve as a “shining star”).

Hastings, Justine S., Thomas Kane, & Douglas O. Staiger, “Gender and Performance: Evidence from School Assignment by Randomized Lottery,” *American Economic Review*, vol. 96(2), pp. 232–236 (2006b).

Hastings, Justine S., Thomas Kane, & Douglas O. Staiger, “Gender, Performance and Preferences: Do Girls and Boys Respond Differently to School Environment? Evidence from School Assignment by Randomized Lottery,” *American Economic Review Papers & Proceedings*, vol. 96(2), pp. 232–236 (2006).

Jackson, C. Kirabo, “Do Students Benefit from Attending Better Schools? Evidence from Rule-Based Student Assignments in Trinidad and Tobago,” *Economic Journal*, vol. 120(549), pp. 1399–1429 (2010).

Jackson, C. Kirabo, Interview with Author (2011).

Jackson, C. Kirabo, “Single-Sex Schools, Student Achievement, and Course Selection: Evidence from Rule-Based Student Assignments in Trinidad and Tobago,” *Journal of Public Economics*, vol. 96(1–2), pp. 173–187 (2012).

Lavy, Victor, Olmo Silva, & Felix Weinhardt, “The Good, the Bad and the Average: Evidence on the Scale and Nature of Ability Peer Effects in Schools,” Working Paper, No. 15600, National Bureau of Economic Research, Cambridge, MA (2009).

4.

Begala, Paul, Interview with Author (2011).

Bosquet, Katrien, Peter de Goeij, & Kristien Smedts, “Trading on Gender Heterogeneity in Analyst Recommendations: A Profitable Investment Strategy?” Paper Presentation at Annual Meeting of Financial Management Assn., Denver (2011).

Caliendo, Marco, Frank Fossen, & Alexander Kntikos, “The Impact of Risk Attitudes on Entrepreneurial Survival,” *Journal of Economic Behavior & Organization*, vol. 76(1), pp. 45–63 (2010).

- Calvo, Dana, "WGA Puts Writers One Click Closer," *Los Angeles Times*, <http://lat.ms/16hImL> (10/3/2002).
- Carrey, Jim, Lauren Holly (perfs.), Farrelly, Peter (dir.), Bennett Yellin, Bobby Farrelly, Peter Farrelly (scrs.), *Dumb and Dumber*, New Line Cinema, Film (1994).
- Harvey, Campbell R., Khalil Mohammed, & Sandy Rattray, "Do Analyst Experience, Location and Gender Affect the Performance of Broker Recommendations in Europe?" <http://dx.doi.org/10.2139/ssrn.1850672> (2011).
- Higgins, Michael, "Police Beating of 'Girl in the Blue Bra' Becomes New Rallying Call for Egyptians," *National Post*, <http://natpo.st/tVhpP6> (12/20/2011).
- Huang, Hua-Wei, Yun-Chia Yan, James M. Fornaro, & Ahmed Elshahat, "Market Reactions to Audit Committee Director's Gender: Evidence from U.S.-Traded Foreign Firms," *International Journal of Banking & Finance*, vol. 8(1), art. 4 (2011).
- Ittonen, Kim, Johanna Miettinen, & Sami Vahamaa, "Does Female Representation on Audit Committees Affect Audit Fees?" *Quarterly Journal of Finance and Accounting*, vol. 49(3-4), pp. 113-139 (2010).
- Kumar, Alok, Correspondence with Author (2011).
- Kumar, Alok, Interview with Author (2011).
- Kumar, Alok, "Self-Selection and the Forecasting Abilities of Female Equity Analysts," *Journal of Accounting*, vol. 48(3), pp. 393-435 (Supp. 2010).
- Levi, Maurice, Kai Li, & Feng Zhang, "Men Are from Mars, Women Are from Venus: Gender and Mergers and Acquisitions," Presentation at Annual Meeting of the Academy of Behavioral Finance & Economics, San Diego (2011).
- Michalaszek, Agata, & Joanna Sokolowska, "The Relative Input of Payoffs and Probabilities into Risk Judgment," *Polish Psychological Bulletin*, vol. 41(2), pp. 46-51 (2010).

Myers, Scott, “2011 Spec Script Sales Analysis: Genres,” *Go into the Story*, <http://bit.ly/ADnOua> (1/30/2012).

Peltz, Michael, “All-America Research Team — Four Decades of Excellence,” *Institutional Investor*, <http://bit.ly/QGN4fx> (10/13/2011).

Sapienza, Paola, “Discussion of Self-Selection and the Forecasting Abilities of Female Equity Analysts,” *Journal of Accounting Research*, vol. 48(2), pp. 437–443 (2010).

Short, Jeremy C., G. Tyge Payne, Keith H. Brigham, G. T. Lumpkin, & J. Christian Broberg, “Family Firms and Entrepreneurial Orientation in Publicly Traded Firms: A Comparative Analysis of the S&P 500,” *Family Business Review*, vol. 22(1), pp. 9–24 (2009).

Thiruvadi, Sheela, & Hua-Wei Huang, “Audit Committee Gender Differences and Earnings Management,” *Gender in Management: An International Journal*, vol. 26(7), pp. 483–498 (2011).

“Welcome to Powerball — Prizes and Odds,” <http://bit.ly/18fEl> (u.d.).

Глава 6

1.

Billig, Michael (Ed.), *Social Psychology and Intergroup Relations*, London: Academic Press, Inc. (1976).

Gaertner, Samuel L., John Dovidio, Brenda S. Banker, Missy Houlette, Kelly M. Johnson, & Elizabeth A. McGlynn, “Reducing Intergroup Conflict: From Superordinate Goals to Decategorization, Recategorization, and Mutual Differentiation,” *Group Dynamics: Theory, Research, & Practice*, vol. 4(1), pp. 98–114 (2000).

Garup, Gian, Correspondence with Author (2011).

Golding, William, *Lord of the Flies*, London: Faber & Faber (1954).

Granberg, Donald, Correspondence with Author (2011).

Granberg, Donald, Interview with Author (2011).

- Granberg, Donald, & Gian Sarup (Eds.), *Social Judgment and Intergroup Relations: Essays in Honor of Muzafer Sherif*, New York: Springer-Verlag (1992).
- “Muzafer Sherif,” Obituaries, *New York Times*, <http://nyti.ms/RsrG8S> (10/27/1988).
- Rohrer, John H., & Muzafer Sherif (Eds.), *Social Psychology at the Crossroads*, New York: Harper & Bros. (1951).
- Sherif, Joan, Correspondence with Author (2011).
- Sherif, Sue, Coirespondence with Author (2011).
- Sherif, Muzafer, “Conformity-Deviation, Norms, and Group Relations,” In: Irwin A. Berg & Bernard M. Bass (Eds.), *Conformity & Deviation*, ch. 5, pp. 159–198, New York: Harper & Row (1961).
- Sherif, Muzafer, “Experiments in Group Conflict,” *Scientific American*, vol. 195, pp. 54–59 (1956).
- Sherif, Muzafer, “On the Relevance of Social Psychology,” *American Psychologist*, vol. 25(2), pp. 144–156 (1970).
- Sherif, Muzafer, “Superordinate Goals in the Reduction of Intergroup Conflict,” *American Journal of Sociology*, vol. 63(4), pp. 349–356 (1958).
- Sherif, Muzafer, O. J. Harvey, B. Jack White, William R. Hood, & Carolyn W. Sherif, *The Robbers Cave Experiment: Intergroup Conflict and Cooperation*, Middletown, CT: Wesleyan University Press (1988).
- Sherif, Muzafer, B. Jack White, & O. J. Harvey, “Status in Experimentally Produced Groups,” *American Journal of Sociology*, vol. 60(4), pp. 370–379 (1955).
- Sherif, Muzafer, & Carolyn W. Sherif, “Ingroup and Intergroup Relations,” In: James O. Whittaker (Ed.), *Introduction to Psychology*, ch. 19, Philadelphia: Saunders (1965).
- Sherif, Muzafer, & Carolyn W. Sherif, *An Outline of Social Psychology* (Rev. Ed), New York: Harper & Brothers (1956).
- Sherif, Muzafer, & M. O. Wilson (Eds.), *Group Relations at the Crossroads*, New York: Harper & Bros. (1953).

Tyerman, Andrew, & Christopher Spencer, "A Critical Test of the Sherifs' Robber's Cave Experiments," *Small Group Behavior*, vol. 14(4), pp. 515–531 (1983).

Wood Sherif, Carolyn, *Orientation in Social Psychology*, New York: Harper & Row (1976).

2.

Baumeister, Roy F., & Kristin L. Sommer, "What Do Men Want? Gender Differences and Two Spheres of Belongness: Comment on Cross and Madson," *Psychological Bulletin*, vol. 122(1), pp. 38–44 (1997).

Benenson, Joyce, Interview with Author (2012).

Benenson, Joyce F., & Kiran Alavi, "Sex Differences in Children's Investment in Same-Sex Peers," *Evolution & Human Behavior*, vol. 25(4), pp. 258–266 (2004).

Benenson, Joyce F., Timothy J. Antonellis, Benjamin J. Cotton, Kathleen E. Noddin, & Kristin A. Campbell, "Sex Differences in Children's Formation of Exclusionary Alliances under Scarce Resource Conditions," *Animal Behavior*, vol. 76(2), pp. 497–505 (2008).

Benenson, Joyce F., Nicolas H. Apostoleris, & Jodi Parnass, "Age and Sex Differences in Dyadic and Group Interaction," *Developmental Psychology*, vol. 33(3), pp. 538–543 (1997).

Benenson, Joyce F., & Deborah Benarroch, "Gender Differences in Responses to Friends' Hypothetical Greater Success," *Journal of Early Adolescence*, vol. 18(2), pp. 192–208 (1998).

Benenson, Joyce F., Hassina P. Carder, & Sarah J. Geib-Cole, "The Development of Boys' Preferential Pleasure in Physical Aggression," *Aggressive Behavior*, vol. 34(2), pp. 154–166 (2008).

Benenson, Joyce F., & Athena Christakos, "The Greater Fragility of Females' versus Males' Closest Same-Sex Friendships," *Child Development*, vol. 74(4), pp. 1123–1129 (2003).

Benenson, Joyce F., Vanessa Duggan, & Henry Markovits, "Sex Differences in Infants' Attraction to Group versus Individual

Stimuli," *Infant Behavior & Development*, vol. 27(2), pp. 173–180 (2004).

Benenson, Joyce F, Alana J. Gordon, & Rosanne Roy, "Children's Evaluative Appraisals of Competition in Tetrads versus Dyads," *Small Group Research*, vol. 31(6), pp. 635–652 (2000).

Benenson, Joyce F, & Anna Heath, "Boys Withdraw More in One-on-One Interactions, Whereas Girls Withdraw More in Groups," *Developmental Psychology*, vol. 42(2), pp. 272–282 (2006).

Benenson, Joyce F, Lindsay Hodgson, Sarah Heath, & Patrick J. Welch, "Human Sexual Differences in the Use of Social Ostracism as a Competitive Tactic," *International Journal of Primatology*, vol. 29(4), pp. 1019–1035 (2008).

Benenson, Joyce F, Rebecca Maiese, Eva Dolensky, Nicole Dolensky, Nancy Sinclair, & Anna Simpson, "Group Size Regulates Self-Assertive versus Self-Deprecating Responses to Interpersonal Competition," *Child Development*, vol. 73(6), pp. 1818–1829 (2002).

Benenson, Joyce F, Henry Markovits, Caitlin Fitzgerald, Diana Geoffroy, Julianne Flemming, Sonya M. Kahlenberg, & Richard W. Wrangham, "Males' Great Tolerance of Same-Sex Peers," *Psychological Science*, vol. 20(2), pp. 184–190 (2009).

Benenson, Joyce R, Henry Markovits, Ingrid Muller, Andrew Challen, & Hassina P. Carder, "Explaining Sex Differences in Infants' Preferences for Groups," *Infant Behavior & Development*, vol. 30(4), pp. 587–595 (2007).

Benenson, Joyce R, Henry Markovits, Rosanne Roy, & Paul Denko, "Behavioural Rules Underlying Learning to Share: Effects of Development and Context," *International Journal of Behavioral Development*, vol. 27(2), pp. 116–121 (2003).

Benenson, Joyce R, Henry Markovits, Melissa Emery Thompson, & Richard W. Wrangham, "Under Threat of Social Exclusion, Females Exclude More Than Males," *Psychological Science*, vol. 22(4), pp. 538–544 (2011).

Benenson, Joyce F., Catherine Nicholson, Angela Waite, Rosanne Roy, & Anna Simpson, "The Influence of Group Size on Children's Competitive Behavior," *Child Development*, vol. 72(3), pp. 921–928 (2001).

Benenson, Joyce F., Rosanne Roy, Angela Waite, Suzanne Goldbaum, Lisa Linders, & Anna Simpson, "Greater Discomfort as a Proximate Cause of Sex Differences in Competition," *Merrill-Palmer Quarterly*, vol. 48(3), pp. 225–247 (2002).

Benenson, Joyce R, & Joy Schinazi, "Sex Differences in Reactions to Outperforming Same-Sex Friends," *British Journal of Developmental Psychology*, vol. 22(3), pp. 317–333 (2004).

Benenson, Joyce R, Nancy Sinclair, & Eva Dolenszky, "Children's and Adolescents' Expectations of Aggressive Responses to Provocation: Females Predict More Hostile Reactions in Compatible Dyadic Relationships," *Social Development*, vol. 15(1), pp. 65–81 (2006).

Colarelli, Stephen M., Jennifer L. Spranger, & Ma Regina Hechanova, "Women, Power, and Sex Composition in Small Groups: An Evolutionary Perspective," *Journal of Organizational Behavior*, vol. 27(2), pp. 163–184 (2006).

Fabes, Richard A., Carol Lynn Martin, & Laia D. Hanish, "Young Children's Play Qualities in Same-, Other-, and Mixed-Sex Peer Groups," *Child Development*, vol. 74(3), pp. 921–932 (2003).

Lee, I-Ching, Felicia Pratto, & Blair T. Johnson, "Intergroup Consensus/Disagreement in Support of Group-Based Hierarchy: An Examination of Socio-Structural and Psycho-Cultural Factors," *Psychological Bulletin*, vol. 137(6), pp. 1029–1064 (2011).

Maccoby, Eleanor E., "Gender and Group Process: A Developmental Perspective," *Current Directions in Psychological Science*, vol. 11(2), pp. 54–58 (2002).

MacEvoy, Julie Paquette, & Steven R. Asher, "When Friends Disappoint: Boys' and Girls' Responses to Transgressions of

Friendship Expectations,” *Child Development*, vol. 83(1), pp. 104–119 (2012).

Markovits, Henry, & Joyce R Benenson, “Males Outperform Females in Translating Social Relations into Spatial Positions,” *Cognition*, vol. 117(3), pp. 332–340 (2010).

Markovits, Henry, Joyce Benenson, & Susan White, “Gender and Priming Differences in Speed of Processing of Information Relating to Social Structure,” *Journal of Experimental Social Psychology*, vol. 42(5), pp. 662–667 (2006).

Schneider, Barry H., Knstopher Dixon, & Stephen Udvari, “Closeness and Competition in the Inter-Ethnic and Co-Ethnic Friendships of Early Adolescents in Toronto and Montreal,” *Journal of Early Adolescence*, vol. 27(1), pp. 115–138 (2007).

3.

Barrow, Edward Grant, with James M. Kahn, *My Fifty Years in Baseball*, New York: Coward-McCann, Inc. (1951).

Carmichael, Evan, Correspondence with Author (2011).

Carmichael, Iivan, Honus-Wagner.org (u.d.).

Collier, Gene, “Too Many Cheaters and Not Enough Thieves,” *Pittsburgh Post-Gazette*, <http://bit.ly/ODHyIU> (3/15/2012).

Finoli, David, & Bill Rainer, “Top 100 Pirates Players,” *Pittsburgh Pirates Encyclopedia*, ch. 3, USA: Sports Publishing, LLC (2003).

Hageman, William, *Honus: The Life and Times of a Baseball Hero*, Champaign, IL: Sagamore Pub. (1996).

Hittner, Arthur D., *Honus Wagner: The Life of Baseball's “Flying Dutchman,”* Jefferson, NC: McFarland & Co. (1996).

Mendelson, Abby, “Honus Wagner,” *Pittsburgh Pirates*, <http://atmlb.com/PDaxlp> (2012).

Society for American Baseball Research, *The SABR Baseball List & Record Book- Baseball's Most Fascinating Records*, New York: Simon & Schuster (2007).

“Statistics,” Major League Baseball, MLB.com, <http://atmlb.com/Q65Zlw> (2012).

“Stealing Second — > Stealing Third — > Stealing Home,” *Baseball Almanac*, <http://bit.ly/q2BoIm> (2012).

Sulloway, Frank J., *Born to Rebel*, New York: Vintage (1997).

Sulloway, Frank, Interview with Author (2011).

Sulloway, Frank J., & Richard L. Zweigenhaft, “Birth Order and Risk Taking in Athletics: A Meta-Analysis and Study of Major League Baseball,” *Personality & Social Psychology Review*, vol. 14(4), pp. 402–416 (2010).

4.

В книге «Мифы воспитания» мы посвятили теме конфликтов между братьями и сестрами целую главу. Мы предлагаем вам прочитать ее: в ней вы найдете более подробную информацию о природе таких конфликтов, а также анализ того, как реагировать на ссоры между братьями и сестрами, и т.д. (Некоторые исследования по теме частоты таких ссор, упомянутые в данной книге, тоже рассматриваются более подробно в той же книге)

Bartling, Bjorn, Ernst Fehr, Michel Andre Marechal, & Daniel Schunk, “Egalitarianism and Competitiveness,” *American Economic Review*, vol. 99(2), pp. 93–98 (2009).

Fehr, Ernst, Helen Bernhard, & Bettina Rockenbach, “Egalitarianism in Young Children,” *Nature*, vol. 454, pp. 1079–1083 (2008).

Holmes, Robyn, “Young Children’s Emotional Responses to Cheating in Game Play,” In: Eva E. Nwokah (Ed.), *Play as Engagement and Communication*, pp. 100–119, Lanham, MD: University Press of America, Inc. (2010).

Kramer, Laurie, Lisa A. Perozynski, & Tsai-Yen Chung, “Parental Responses to Sibling Conflict: The Effects of Development and Parent Gender,” *Child Development*, vol. 70(6), pp. 1401–1414 (1999).

Perlman, Michal, Daniel A. Garfinkel, & Sheri L. Turrell, “Parent and Sibling Influences on the Quality of Children’s Conflict Behaviours across the Preschool Period,” *Social Development*, vol. 16(4), pp. 619–641 (2007).

- Punch, Samantha, "‘You Can Do Nasty Things to Your Brothers and Sisters without a Reason’: Siblings’ Backstage Behaviors," *Children & Society*, vol. 22(5), pp. 333–344 (2007).
- Ram, Avigail, & Hildy S. Ross, "Problem Solving, Contention, and Struggle: How Siblings Resolve a Conflict of Interests," *Child Development*, vol. 72(6), pp. 1710–1722 (2001).
- Ross, Hildy, Michael Ross, Nancy Stein, & Tom Trabasso, "How Siblings Resolve Their Conflicts: The Importance of First Offers, Planning, and Limited Opposition," *Child Development*, vol. 77(6), pp. 1730–1745 (2006).
- Flanders, Joseph L., Vanessa Leo, Daniel Paquette, Robert O. Pihl, & Jean R. Seguin, "Rough-and-Tumble Play and the Regulation of Aggression: An Observational Study of Father-Child Play Dyads," *Aggressive Behavior*, vol. 35(4), pp. 285–295 (2009).
- Flanders, Joseph L., Melissa Simard, Daniel Paquette, Sophie Parent, Frank Vitaro, Robert O. Pihl, & Jean R. Seguin, "Rough-and-Tumble Play and the Development of Physical Aggression and Emotional Regulation: A Five-Year Follow-Up Study," *Journal of Family Violence*, vol. 25(4), pp. 357–367 (2010).
- Paquette, Daniel, "Dichotomizing Paternal and Maternal Functions as a Means to Better Understand Their Primary Contribution," *Human Development*, vol. 47(4), pp. 237–238 (2004).
- Paquette, Daniel, "Theorizing the Father-Child Relationship: Mechanisms and Developmental Outcomes," *Human Development*, vol. 47(4), pp. 193–219 (2004).
- Paquette, Daniel, & Marc Bigras, "The Risky Situation: A Procedure for Assessing the Father-Child Activation Relationship," *Early Child Development & Care*, vol. 180(1–2), pp. 33–50 (2010).
- Paquette, Daniel, Rene Carbonneau, Diane Dubeau, Marc Bigras, & Richard E. Tremblay, "Prevalence of Father-Child Rough-and-Tumble Play and Physical Aggression of Preschool Children,"

European Journal of Psychology of Education, vol. 18(2), pp. 171–189 (2003).

Schore, Allan, & Jennifer McIntosh, “Family Law and the Neuroscience of Attachment,” *Family Court Review*, vol. 49(3), pp. 501–512 (2011).

5.

Boyd, E. B., “Where is the Female Mark Zuckerberg?,” *San Francisco*, pp. 82–93, 106–114 (Dec. 2011).

Brush, Candida, Nancy Carter, Elizabeth Gatewood, Patricia Greene, & Myra Hart, “The Diana Project: Women Business Owners and Equity Capital, the Myths Dispelled,” Kansas City, MO: Kauffman Center for Entrepreneurial Leadership, (2001).

Coleman, Susan, & Alicia Robb, “A Comparison of New Firm Financing by Gender: Evidence from the Kauffman Firm Survey Data,” *Small Business Economics*, vol. 33(4), pp. 397–411 (2009).

Crets, Douglas, “Recruiting Women to the Burgeoning (But Mostly Male) Host of Angel Investors,” *Fast Company*, <http://bit.ly/odqVEn> (8/1/2011).

Flynn, F. J., C. Anderson, & S. Brion, “Too Tough, Too Soon: The Impact of Familiarity on the Backlash Effect,” Working Paper (u.d.).

Flynn, Frank, “Gender-Related Material in the New Core Curriculum,” Remarks at WIM Banquet, Stanford, CA (2007).

Geller, Dan, &c Danya Goldfine, Interviews with Author (2011).

Kerr, William, “Venture Financing and Entrepreneurial Success,” *Harvard Business Review Blog Network*, <http://bit.ly/duHBUw> (5/12/2010).

Lerner, Sandra (subj.), Dan Geller, Dayna Goldfine (dirs.), *Something Ventured*, Miralan Productions, Film (2011).

Reuben, Ernesto, Pedro Rey-Biel, Paolo Sapienza, & Luigi Zingales, “The Emergence of Male Leadership in Competitive Environments,” *Journal of Economic Behavior & Organization*, vol. 83(1), pp. 111–117 (2012).

Schade, Christian, & Sabrina Boewe, "Characterizing the Female Entrepreneur: Comparing Behavior in a Market Entry Experiment with Other Groups of Individuals," *Frontiers of Entrepreneurship Research*, vol. 30(8), art. 8. (2010).

"Women 2.0's Female Founder Successes of 2010," Women 2.0, <http://bit.ly/S3R0IS> (12/18/2010).

Zider, Bob, "How Venture Capital Works," *Harvard Business Review*, pp. 113–139 (Nov.-Dec. 1998).

Brafias-Garza, Pablo, & Aldo Rustichim, "Organizing Effects of Testosterone and Economic Behavior: Not Just Risk Taking," *PLoS ONE*, vol. 6(12), e29842, doi:10.1371/journal.pone.0029842 (2011).

Coates, J. M., & J. Herbert, "Endogenous Steroids and Financial Risk Taking on a London Trading Floor," *Proceedings of the National Academy of Science*, vol. 105(16), pp. 6167–6172 (2008).

Coates, John M., Mark Gurnell, & Aldo Rustichini, "Second-to-Fourth Digit Ratio Predicts Success among High-Frequency Financial Traders," *Proceedings of the National Academy of Sciences*, vol. 106(2), pp. 623–628 (2009).

Collaer, Maicia L., & Melissa Hines, "Human Behavioral Sex Differences: A Role for Gonadal Hormones during Early Development?" *Psychological Bulletin*, vol. 118(1), pp. 55–107 (1995).

Dreber, Anna, & Moshe Hoffman, "Biological Basis of Sex Differences in Risk Aversion and Competitiveness," Working Paper, <http://bit.ly/OMXrLL> (u.d.).

Golby, Jim, & Jennifer Meggs, "Exploring the Organizational Effect of Prenatal Testosterone upon the Sporting Brain," *Journal of Sports Science & Medicine*, vol. 10(3), pp. 445–451 (2011).

Guiso, Luigi, & Aldo Rustichini, "What Drives Women Out of Entrepreneurship: The Joint Role of Testosterone and Culture," European University Institute & EIEF Working Paper, ECO 2011/2012 (2011).

- Hines, Melissa, "Gender Development and the Human Brain," *Annual Reviews of Neuroscience*, vol. 34, pp. 69–88 (2011).
- Malas, Mehmet Ali, Sevkinaz Dogan, E. Hilal Evcii, & Kadir Desdicioglu, "Fetal Development of the Hand, Digits and Digit Ratio (2D:4D)," *Early Human Development*, vol. 82(7), pp. 469–475 (2006).
- Manning, J. T. D. Scutt, J. Wilson, & D. I. Lewis-Jones, "The Ratio of 2nd to 4th Digit Length: A Predictor of Sperm Numbers and Concentrations of Testosterone, Luteinizing Hormone and Oestrogen," *Human Reproduction*, vol. 13(11), pp. 3000–3004 (1998).
- Manning, John T, "Resolving the Role of Prenatal Sex Steroids in the Development of Digit Ratio," *Proceedings of the National Academy of Sciences*, vol. 108(39), pp. 16143–16144 (2011).
- Manning, John T., & Rogan P. Taylor, "Second to Fourth Digit Ratio and Male Ability in Sport: Implications for Sexual Selection in Humans," *Evolution & Human Behavior*, vol. 22(1), pp. 61–69 (2001).
- Millet, Kobe, & Siegfried Dewitte, "A Subordinate Status Position Increases the Present Value of Financial Resources for Low 2D:4D Men," *American Journal of Human Biology*, vol. 20(1), pp. 110–115 (2008).
- Neave, Nick, Sarah Laing, Bernhard Fink, & John T. Manning, "Second to Fourth Digit Ratio, Testosterone, and Perceived Dominance," *Proceedings of the Royal Society, Biological Sciences B*, vol. 270, pp. 2167–2172 (2003).
- Paul, S. N., B. S. Kato, J. L. Hunkin, S. Vivekanandan, & T. D. Spector, "The Big Finger: The Second to Fourth Digit Ratio is a Predictor of Sporting Ability in Women," *British Journal of Sports Medicine*, vol. 40(12), pp. 981–983 (2006).
- Pearson, Matthew, & Burkhard C. Shipper, "The Visible Hand: Finger Ratio (2d:4d) and Competitive Bidding," *Experimental Economics*, vol. 15(3), pp. 510–529 (2012).

- Rustichini, Aldo, Interview with Author (2011).
- Sandri, Serena, Christian Schade, Oliver Mufihoff, & Martin Odenmg, "Holding On for Too Long? An Experimental Study on Inertia in Entrepreneurs' and Non-Entrepreneurs Disinvestment Choices," SiAg-Working Paper, No. 02 (2009).
- Schade, Christian, & Sabrina Boewe, "Characterizing the Female Entrepreneur: Comparing Behavior in a Market Entry Experiment with Other Groups of Individuals," *Frontiers of Entrepreneurship Research*, vol. 30(8), art. 8. (2010).
- Stenstrom, Eric, Gad Saad, Marcelo V. Nepomuceno, & Zack Mendenhall, "Testosterone and Domain-Specific Risk: Digit Ratios (2D:4D and rel2) as Predictors of Recreational, Financial, and Social Risk-Taking Behaviors," *Personality & Individual Differences*, vol. 51(4), pp. 412–416 (2011).
- Tobet, Stuart, J. Gabriel Knoll, Cheryl Hartshorn, Emily Aurand, Matthew Stratton, Pankaj Kumar, Brian Searcy, & Kristy McClellan, "Brain Sex Differences and Hormone Influences: A Moving Experience?," *Journal of Neuroendocrinology*, vol. 21(4), pp. 387–392 (2009).
- Trahms, Cheryl A., "Does Biology Matter? How Prenatal Testosterone, Entrepreneurial Risk Propensity, Entrepreneur Risk Perception, Influence Venture Performance," *Frontiers of Entrepreneurship Research*, vol. 30(5), art. 4 (2010).
- Unger, Jens M., Andreas Rauch, Jayanth Narayanan, Sophie Weis, & Michael Frese, "Does Prenatal Testosterone Predict Entrepreneurial Success? Relationships of 2d:4d and Business Success (Summary)," *Frontiers of Entrepreneurship Research*, vol. 29(5), art. 15 (2009).
- Zheng, Zhengui, & Martin J. Cohn, "Developmental Basis of Sexually Dimorphic Digit Ratios," *Proceedings of the National Academy of Sciences*, vol. 108(39), pp. 16289–16294 (2011).

Часть III

Существует несколько вариантов этого высказывания Рузвельта. Данная версия взята из Respectfully Quoted: A Dictionary of Quotations from the Library of Congress, под редакцией Suzy Platt, опубликовано Congressional Quarterly, Inc., Washington, DC (1992). Еще один, который часто использовал в своих речах президент Джон Кеннеди, приводится здесь: Kennedy, John F., & Edward M. Kennedy, Words Jack Loved, Private Printing (1977).

Глава 7

1.

“The Amazing Adventures of the ‘Second Watch,’” Swatch Group, <http://bit.ly/Rss6w2> (u.d.).

Barrett, M. Edgar, “Time Marches On: The Worldwide Watch Industry,” *Thunderbird International Business Review*, vol. 42(3), pp. 349–373 (2000).

Burmeister, Katrin, & Christian Schade, “Are Entrepreneurs’ Decisions More Biased? An Experimental Investigation of the Susceptibility to Status Quo Bias,” *Journal of Business Venturing*, vol. 22(3), pp. 340–362 (2007).

Hyatt, Josh, “And in This Corner, the Price-Fighter,” *CFO Magazine*, <http://bit.ly/S3Ra3c> (12/1/2008).

Jost, Peter-J., “The Use of Fighter Brands to Thwart New Entrants,” GEABA Discussion Paper 10–3 (2010).

Ketchen, David J., Jr., Charles C. Snow, & Vera L. Hoover, “Research on Competitive Dynamics: Recent Accomplishments and Future Challenges,” *Journal of Management*, vol. 30(6), pp. 779–804 (2004).

Long, Mary M., & Leon G. Schiffman, “Swatch Fever: An Allegory for Understanding the Paradox of Collecting,” *Psychology & Marketing*, vol. 14(5), pp. 495–509 (1997).

Mattarella-Micke, Andrew, Jill Mateo, Megan N. Kozak, Katherine Foster, & Sian L. Beilock, “Choke or Thrive? The Relation between

Salivary Cortisol and Math Performance Depends on Individual Differences in Working Memory and Math-Anxiety,” *Emotion*, vol. 11(4), pp. 1000–1005 (2011).

Mudambi, Ram, “Branding Time: Swatch and Global Brand Management,” *ICFAI Journal of Management*, vol. 2(2), pp. 39–54 (2005).

Raasch, Christina, “Launching a Fighter Brand to Cushion Patent Expiry: The Case of Zocor,” *Journal of Medical Marketing-Device, Diagnostic & Pharmaceutical Marketing*, vol. 8, pp. 119–126 (2008).

Ritson, Mark, “Is Your Fighter Brand Strong Enough to Win the Battle?,” *Advertising Age*, <http://bit.ly/PTTkgi> (10/13/2009).

Ritson, Mark, “One Fighter Brand Strategy that Just Might Work,” *Branding Strategy Insider*, <http://bit.ly/1a4zUSD> (12/1/2008).

Ritson, Mark, “Should You Launch a Fighter Brand?” *Harvard Business Review*, reprint R0910K (Oct. 2009).

“Swatch Group History (Yesterday),” Swatch Group, <http://bit.ly/161ZW9> (u.d.).

Truong, Lynn, “5 Reasons Fighter Brands Fail,” American Express OPEN Forum, <http://amex.co/KvyarL> (2/11/2010).

Tutton, Mark, “Businesses Hit Back with ‘Fighter Brands,’” CNN.com, <http://bit.ly/14BDX3> (10/5/2009).

Wallace, J. Craig, Laura M. Little, Aaron D. Hill, & Jason W. Ridge, “CEO Regulatory Foci, Environmental Dynamism, and Small Firm Performance,” *Journal of Small Business Management*, vol. 48(4), pp. 580–604 (2010).

Во время исследования, проведенного Ольстерским университетом, была обнаружена интересная параллель между ситуацией в теннисе и результатами исследования Сары Фулгон по теме женщин, баллотирующихся на политические посты. Во время турнира «Большой шлем» женщины чаще просчитывают, когда им следует выходить к сетке: они делают это только в случае, если убеждены, что выиграют очко.

Мужчины чаще выходят к сетке, поэтому выигрывают больше очков за один гейм (см. статью O'Donoghue, Peter, & Billy Ingram).

"Amelie Mauresmo / Activity," Women's Tennis Assn. / WTATennis.com, <http://bit.ly/1acNCTG> (u.d.).

"Amelie Mauresmo, Wimbledon," ASAP Sports Transcripts, <http://bit.ly/PTTvZ4> (7/8/2006).

"Combative Mauresmo Buries Demons to Prove Herself as World's Best," *Scotsman*, <http://bit.ly/TOtKsV> (7/10/2006).

Garber, Greg, "Exorcising Demons of Doubt," ESPN.com, <http://espn/QGOWoD> (7/13/2006).

Goff, J., J. D. Foster, M. S. Gordon, & C. S. Brown, "Regulatory Focus and the 'Goal Looms Larger' Effect in Major League Baseball," Paper Presentation at Annual Meeting of the Society for Personality and Social Psychology, Tampa, FL (2009).

Harlow, Phil, "Gamewatch: Mauresmo v. Henin-Hardenne," *BBC Sport*, <http://bbc.in/RvBrr2> (7/8/2006).

"Highlights: Wimbledon Women's Final," *BBC Sport*, <http://bbc.in/O7Qxzp> (7/8/2006).

"Justine Henin / Activity," Women's Tennis Assn. / WTATennis.com, <http://bit.ly/1idGWGB> (2012).

"Justine Henin, Wimbledon," ASAP Sports Transcripts, <http://bit.ly/PDccE3> (7/8/2006).

"Match Statistics," Archive of Wimbledon Official Site, <http://bit.ly/R0cm30> (2007).

"Mauresmo Overcomes Nerves, Wins Wimbledon," AP via NBC Sports, <http://on.msn.bc.com/QGPkDL> (7/9/2006).

"Mauresmo Wins Wimbledon for First Time," ESPN.com, <http://espn/N2CDBx> (7/8/2006).

O'Donoghue, Peter, *Research Methods for Sports Performance Analysis*, New York: Routledge (2010).

O'Donoghue, Peter, & Billy Ingram, "A Notational Analysis of Elite Tennis Strategy," *Journal of Sports Science*, vol. 19(2), pp. 107–115 (2001).

Paserman, M. Danielle, "Gender Differences in Performance in Competitive Environments: Evidence from Professional Tennis Players," IZA Discussion Paper No. 2834, <http://bit.ly/PvNdl2> (June 2007).

Paserman, M. Danielle, "Gender Differences in Performance in Competitive Environments: Evidence from Professional Tennis Players," <http://bit.ly/TCgsQY> (2010).

Pope, Devin G., & Maunce E. Schweitzer, "Is Tiger Woods Loss Averse? Persistent Bias in the Face of Experience, Competition, and High Stakes," *American Economic Review*, vol. 101(1), pp. 129–157 (2011).

"Rally Propels Mauresmo to First Fide at Wimbledon," AP via *USA Today*, <http://usat.ly/PDjLVP> (7/14/2006).

"Tennis — List of Wimbledon Women's Singles Champions," Reuters UK, <http://reut.rs/1aEoi5n> (7/21/2012).

Appelt, Kirstin C., & E. Tory Higgins, "My Way: How Strategic Preferences Vary by Negotiator Role and Regulatory Focus," *Journal of Experimental Social Psychology*, vol. 46(6), pp. 1138–1142 (2010).

Atkinson, John W., "The Achievement Motive and Recall of Interrupted and Completed Tasks?" *Journal of Experimental Psychology*, vol. 46(6), pp. 381–390 (1953).

Atkinson, John W., "Motivational Determinants of Risk-Taking Behavior," *Psychological Review*, vol. 64(6), pp. 359–372 (1957)

Brockner, Joel, E. Tory Higgins, & Murray B. Low, "Regulatory Focus Theory and the Entrepreneurial Process," *Journal of Business Venturing*, vol. 19(2), pp. 203–220 (2004).

Crowe, Ellen, & E. Tory Higgins, "Regulatory Focus and Strategic Inclinations: Promotion and Prevention in Decision-Making," *Organizational Behavior & Human Decision Processes*, vol. 69(2), pp. 117–132 (1997).

- Cunningham, William, "Motivation and the Amygdala: Goals Shape Activation," Paper Presentation at Annual Convention of Assn. for Psychological Science, San Francisco (2009).
- Cunningham, William A., Carol L. Raye, & Marcia K. Johnson, "Neural Correlates of Evaluation Associated with Promotion and Prevention Regulatory Focus," *Cognitive, Affective, & Behavioral Neuroscience*, vol. 5(2), pp. 202–211 (2005).
- Cunningham, William A., Jay J. Van Bavel, & Ingrid R. Johnsen, "Affective Flexibility: Evaluative Processing Goals Shape Amygdala Activity," *Psychological Science*, vol. 19(2), pp. 152–160 (2008).
- Eddington, Kari M., Florin Dolcos, Amy Noll McLean, K. Ranga Krishnan, Roberto Cabeza, & Timothy J. Strauman, "Neural Correlates of Idiographic Goal Priming in Depression: Goal-Specific Dysfunctions In the Orbitofrontal Cortex," *Social Cognitive and Affective Neuroscience*, vol. 4, pp. 238–246 (2009).
- Elliot, Andrew J., "Approach and Avoidance Motivation and Achievement Goals," *Educational Psychologist*, vol. 34(3), pp. 169–189 (1999).
- Elliot, Andrew J., & Marcy A. Church, "A Hierarchical Model of Approach and Avoidance Achievement Motivation," *Journal of Personality & Social Psychology*, vol. 72(1), pp. 218–232 (1997).
- Elliot, Andrew J., & Martin V. Covington, "Approach and Avoidance Motivation," *Educational Psychology Review*, vol. 13(2), pp. 73–92 (2001).
- Elliot, Andrew J., & Todd M. Thrash, "Approach-Avoidance Motivation in Personality: Approach and Avoidance Temperaments and Goals," *Journal of Personality & Social Psychology*, vol. 82(5), pp. 804–818 (2002).
- Higgins, E. Tory, "Beyond Pleasure and Pain," *American Psychologist*, vol. 52(12), pp. 1280–1300 (1997).
- Packer, Dominic J., & William A. Cunningham, "Neural Correlates of Reflection on Goal States: The Role of Regulatory

Focus and Temporal Distance,” *Social Neuroscience*, vol. 4(5), pp. 412–425 (2009).

Rutherford, Helena J. V. & Annukka K. Lindell, “Thriving and Surviving: Approach and Avoidance Motivation and Lateralization,” *Emotion Review*, vol. 3(3), pp. 333–343 (2011).

Schlund, Michael W, Sandy Magee, & Caleb D. Hudgins, “Human Avoidance and Approach Learning: Evidence for Overlapping Neural Systems and Experiential Avoidance Modulation of Avoidance Neurocircuitry,” *Behavioural Brain Research*, vol. 225(2), pp. 437–448 (2011).

Schmeichel, Brandon J., Cindy Harmon-Jones, & Eddie Harmon-Jones, “Exercising Self-Control Increases Approach Motivation,” *Journal of Personality and Social Psychology*, vol. 99(1), pp. 162–173 (2010).

Scholer, Abigail A., Xi Zou, Kentaro Fujita, Steven J. Stroessner, & E. Tory Higgins, “When Risk Seeking Becomes a Motivational Necessity,” *Journal of Personality & Social Psychology*, vol. 99(2), pp. 215–231 (2010).

Taylor Bianco, Amy, E. Tory Higgins, & Adena Klem, “How ‘Fun/Importance’ Fit Affects Performance: Relating Implicit Theories to Instructions,” *Personality & Social Psychology Bulletin*, vol. 29(9), pp. 1091–1103 (2003).

Vickery, Timothy J., Marvin M. Chuh, & Daeyeol Lee, “Ubiquity and Specificity of Reinforcement Signals throughout the Human Brain,” *Neuron*, vol. 72(1), pp. 166–177 (2011).

Zhang, Shu, E. Tory Higgins, & Guoquan Chen, “Managing Others Like You Were Managed: How Prevention Focus Motivates Copying Interpersonal Norms,” *Journal of Personality & Social Psychology*, vol. 100(4), pp. 647–663 (2011).

2.

Другие источники информации о разнице между угрозой и вызовом можно найти в работе Венди Берри Мендес, Джима Малковича (Wendy Berry

Mendes, Jim Blascovich) и других, ссылка на которую есть в примечаниях к главе 8, посвященной физиологическим факторам вызова и угрозы.

Дженнифер Браун и Джин Ли (Jennifer Brown & Jin Li, 2010) пришли к выводу о том, что игроки PGA больше склонны рисковать в случае равных шансов. Если есть хоть малейшая вероятность того, что возможный победитель потерпит поражение, и лидер, и тот, кто может проиграть, начинают вести игру более консервативно. Следовательно, если итог соревнований предсказать трудно, соперники с приблизительно равными шансами на победу воспринимают их как вызов. Однако в случае неравной игры обе стороны могут воспринимать ее как угрозу. Другими словами, лидер убежден в том, что он может потерять свою победу (угроза), а проигрывающий соперник пытается предотвратить неприятный результат (тоже угроза).

Даррелл Уорси и его соавторы (Worthy et al.) обнаружили в НБА тот же сценарий, что и во время пенальти в футболе. Игроки НБА показывают более низкие результаты, чем средний показатель игроков того же ранга, если они находятся на линии штрафного броска, а их команда проигрывает. Однако они играют лучше в случае равного счета.

Aarts, Henk, Ruud Custers, & Rob W. Holland, "Nonconscious Cessation of Goal Pursuit: When Goals and Negative Affect Are Coactivated," *Journal of Personality and Social Psychology*, vol. 92(2), pp. 165–178 (2007)

Berndt, Thomas J., "Prosocial Behavior between Friends in Middle Childhood and Early Adolescence," *Journal of Early Adolescence*, vol. 5(3), pp. 307–317 (1985).

Berndt, Thomas J., T. Bridgett Periy, & Kristelle E. Miller, "Friends' and Classmates' Interactions on Academic Tasks," *Journal of Educational Psychology*, vol. 80(4), pp. 506–513 (1988).

Brown, Jennifer, & Jin Li, "Going for It: The Adoption of Risky Strategies in Tournaments," Working Paper (2010).

Chalabaev, Aina, Brenda Major, Phillippe Sarrazin, & Francois Cury, "When Avoiding Failure Improves Performance: Stereotype

Threat and the Impact of Performance Goals,” *Motivation & Emotion*, vol. 36(2), pp. 130–142 (2012).

Gramzow, Richard H., Greg Willard, & Wendy Berry Mendes, “Big Tales and Cool Heads: Academic Exaggeration Is Related to Cardiac Vagal Reactivity,” *Emotion*, vol. 8(1), pp. 138–144 (2008).

Grimm, Lisa R., Arthur B. Markman, & W. Todd Maddox, “End-of-Semester Syndrome: How Situational Regulatory Fit Affects Test Performance over an Academic Semester,” *Basic & Applied Social Psychology*, vol. 34(4), pp. 376–385 (2012).

Halevy, Nir, Eileen Y. Chou, & Adam D. Galinsky, “Exhausting or Exhilarating? Conflict as Threat to Interests, Relationships and Identities,” *Journal of Experimental Social Psychology*, vol. 48(2), pp. 530–537 (2012).

Halko, Marja-Liisa, Yevhen Hlushchuk, Riitta Hari, & Martin Schurmann, “Competing with Peers: Mentalizing-Related Brain Activity Reflects What Is at Stake,” *NeuroImage*, vol. 46(2), pp. 542–548 (2009).

Jones, Marc, Carla Mijen, Paul Joseph McCarthy, & David Sheffield, “A Theory of Challenge and Threat States in Athletes,” *International Review of Sport and Exercise Psychology*, vol. 2(2), pp. 1611–80 (2009).

Jordet, Geir, “When Superstars Flop: Public Status and Choking under Pressure in International Soccer Penalty Shootouts,” *Journal of Applied Sports Psychology*, vol. 21(2), pp. 125–130 (2009).

Jordet, Geir, “Why Do English Players Fail in Soccer Penalty Shootouts? A Study of Team Status, Self-Regulation, and Choking under Pressure,” *Journal of Sports Sciences*, vol. 27(2), pp. 97–106 (2009).

Jordet, Geir, & Esther Hartman, “Avoidance Motivation and Choking under Pressure in Soccer Penalty Shootouts,” *Journal of Sport & Exercise Psychology*, vol. 30(4), pp. 450–457 (2008).

Jordet, Geir, Esther Hartman, & Einar Sigmundstad, “Temporal Links to Performing under Pressure in International Soccer Penalty

Shootouts,” *Psychology of Sport & Exercise*, vol. 10(6), pp. 621–627 (2009).

Jordet, Geir, Esther Hartman, & Pieter Jelle Vuijk, “Team History and Choking under Pressure in Major Soccer Penalty Shootouts,” *British Journal of Psychology*, vol. 103(2), pp. 268–283 (2012).

Radke, Sina, F. P. de Lange, M. Ullsperger, Sc E. R. A. de Bruijn, “Mistakes that Affect Others: An fMRI Study on Processing of Own Errors in a Social Context,” *Experimental Brain Research*, vol. 211(3–4), pp. 405–413 (2011).

Schapiro, Michelle, Barry H. Schneider, Bruce M. Shore, Judith A. Margison, & Stephen J. Udvari, “Competitive Goal Orientations, Quality, and Stability in Gifted and Other Adolescents’ Friendships: A Test of Sullivan’s Theory about the Harm Caused by Rivalry,” *Gifted Child Quarterly*, vol. 53(2), pp. 71–88 (2009).

Schneider, Barry H., Joyce Benenson, Marta Fulop, Mihaly Berkics, & Monika Sandor, “Cooperation and Competition,” In: P. K. Smith & C. H. Hart (Eds.), *The Wiley-Blackwell Handbook of Childhood Social Development*, 2nd Ed., ch. 25, pp. 472–490 (2011).

Williams, Jay, “Cutting Edge Research: PK Shootouts, Pressure, and Choking,” *Science of Soccer Online*, <http://bit.ly/OMY7Rq> (9/4/2008)

Worthy, Darrell A., Arthur B. Markman, & W. Todd Maddox, “Choking and Excelling at the Free Throw Line,” *International Journal of Creativity and Problem Solving*, vol. 19, pp. 53–58 (2009).

3.

Мы подробно рассмотрели роль передней поясной коры в мониторинге ошибок, но важна также последующая реакция других участков нейронной сети. Например, после активации передней поясной коры активируется еще один отдел головного мозга — миндалевидное тело; см. работу Жилля Пуртуа и соавторов (Pourtois, Gilles et al., 2010). Это может объяснить, почему осознание ошибки часто сопровождается ощущением страха.

Возможно, трудность заключается только в том, чтобы понять, что есть страх — причина или следствие ошибки.

Головной мозг реагирует на ошибку падением напряжения электрического заряда, который вырабатывает передняя поясная кора. В научной литературе такое падение напряжения обозначают термином «негативность, связанная с ошибкой» (англ. Error-Related Negativity, ERN). После падения ERN наступает «Ре» — повышение напряжения; на этом этапе и происходит процесс обучения. Существует также так называемая «негативность, связанная с обратной связью об ошибке» (англ. Feedback Related Negativity) — когда вы узнаете об ошибке из внешнего источника. Однако нас больше интересует то, как часто мозг реагирует на ошибку без такого внешнего предупреждения.

Boksem, Maarten A. S., Evelien Kostermans, & David De Cremer, “Failing Where Others Have Succeeded: Medial Frontal Negativity Tracks Failure in a Social Context,” *Psychophysiology*, vol. 48(7), pp. 973–979 (2011).

Boksem, Maarten A. S., Kirsten I. Ruys, & Henk Aarts, “Facing Disapproval: Performance Monitoring in a Social Context,” *Social Neuroscience*, vol. 6(4), pp. 360–368 (2011).

Cavanaugh, James F., Michael J. Frank, & John J. B. Allen, “Social Stress Reactivity Alters Reward and Punishment Learning,” *Social, Cognitive, & Affective Neuroscience*, vol. 6(3), pp. 311–320 (2011).

Cavanaugh, James F., Michael J. Frank, Theresa J. Klein, & John J. B. Allen, “Frontal Theta Links Prediction Errors to Behavioral Adaptation in Reinforcement Learning,” *NeuroImage*, vol. 49(4), pp. 3198–3209 (2010).

Cavanaugh, James F., Laura Zambrano-Vazques, & John J. B. Allen, “Theta Lingua Franca: A Common Mid-Frontal Substrate for Action Monitoring Processes,” *Psychophysiology*, vol. 49(2), pp. 220–238 (2012).

de Bruijn, Ellen R. A., Floris P. de Lange, D. Yves von Cramon, & Markus Ullsperger, “When Errors Are Rewarding,” *Journal of Neuroscience*, vol. 29(39), pp. 12183–12186 (2009).

de Bruijn, Ellen R. A., Stephan F. Miedl, & Harold Bekkering, "Fast Responders Have Blinders On: ERP Correlates of Response Inhibition in Competition," *Cortex*, vol. 44(5), pp. 580–586 (2008).

de Bruijn, Ellen R. A., Stephan F. Miedl, & Harold Bekkering, "How a Co-actor's Task Affects Monitoring of Own Errors," *Experimental Brain Research*, vol. 211(3–4), pp. 397–404 (2011).

de Bruijn, Ellen R. A., Rogier B. Mars, & Harold Bekkering, "Your Mistake Is My Mistake or Is It? Behavioural Adjustments Following Own and Observed Actions in Cooperative and Competitive Contexts," *Quarterly Journal of Experimental Psychology*, vol. 65(2), pp. 317–325 (2012).

Decenty, Jean, Philip L. Jackson, Jessica A. Sommerville, Thierry Chaminade, & Andrew N. Meltzoff, "The Neural Bases of Cooperation and Competition: An fMRI Investigation," *NeuroImage*, vol. 23(2), pp. 744–751 (2004).

Dhar, Monica, Jan Roelf Wiersema, & Gilles Pourtois, "Cascade of Neural Events Leading from Error Commission to Subsequent Awareness Revealed Using EEG Source Imaging," *PLoS ONE*, vol. 6(5), e19578, doi:10.1371/journal.pone.0019578.

Frank, Michael J., Christopher D'Lauro, & Tim Curran, "Cross-Task Individual Differences in Error Processing: Neural, Electrophysiological, and Genetic Components," *Cognitive, Affective, & Behavioral Neuroscience*, vol. 7(4), pp. 297–308 (2007).

Frank, Michael J., Brion S. Woroach, & Tim Curran, "Error-Related Negativity Predicts Reinforcement Learning and Conflict Biases," *Neuron*, vol. 47(4), pp. 495–501 (2005).

Gu, Ruolei, Yue Ge, Yang Jiang, & Yue-Jia Luo, "Anxiety and Outcome Evaluation: The Good, the Bad and the Ambiguous," *Biological Psychology*, vol. 85(3), pp. 200–206 (2010).

Gu, Ruolei, Tingling Wu, Yang Jiang, & Yue-Jia Luo, "Woulda, Coulda, Shoulda: The Evaluation and the Impact of the Alternative Outcome," *Psychophysiology*, vol. 48(10), pp. 1354–1360 (2011).

Hajcak, Greg, & Dan Foti, "Errors Are Aversive Defensive Motivation and the Error-Related Negativity," *Psychological Science*, vol. 19(2), pp. 103–108 (2008).

Holroyd, Clay B., Kaivon L. Pakzad-Vaezi, & Olave E. Krigolson, "The Feedback Coirect-Related Positivity: Sensitivity of the Event-Related Brain Potential to Unexpected Positive Feedback," *Psychophysiology*, vol. 45(5), pp. 688–697 (2008).

Hyman, James Michael, Michael Erik Hasselmo, & Jeremy Keith Seamans, "What Is the Functional Relevance of Prefrontal Cortex Entrainment to Hippocampal Theta Rhythms?" *Frontiers in Neuroscience*, vol. 5(24), pp. 1–13 (2011).

Kang, Sonia K., Jacob B. Hirsh, & Alison L. Chasteen, "Your Mistakes Are Mine: Self-Other Overlap Predicts Neural Response to Observed Errors," *Journal of Experimental Social Psychology*, vol. 46(1), pp. 229–232 (2010)

Meyer, Alexandria, Anna Weinberg, Daniel N. Klein, & Greg Hajcak, "The Development of the Error-Related Negativity (ERN) and Its Relationship with Anxiety: Evidence from 8 to 13 Year-Olds," *Developmental Cognitive Neuroscience*, vol. 2(1), pp. 152–161 (2012).

Moser, Jason S., Greg Hajcak, & Robert F. Simons, "The Effects of Fear on Performance Monitoring and Attentional Allocation," *Psychophysiology*, vol. 42(3), pp. 261–268 (2005).

Moser, Jason S., Hans S. Schroder, Carrie Heeter, Tim P. Moran, & Yu-Hao Lee, "Mind Your Errors: Evidence for a Neural Mechanism Linking Growth Mind-Set to Adaptive Posterror Adjustments," *Psychological Science*, vol. 22(12), pp. 1484–1489 (2011).

Mowrer, Samantha M., Andrew A. Jahn, Amir Abdulhalil, & William A. Cunningham, "The Value of Success: Acquiring Gains, Avoiding Losses, and Simply Being Successful," *PLoS ONE*, vol. 6(9), e25307, doi:10.1371/journal.pone.0025307.

Petzold, Antje, Franziska Plessow, Thomas Goschke, & Clemens Kirschbaum, "Stress Reduces Use of Negative Feedback in a Feedback-Based Learning Task," *Behavioral Neuroscience*, vol. 124(2), pp. 248–255 (2010).

Potts, Geoffrey F., Laura E. Martin, Philip Burton, & P. Read Montague, "When Things Are Better or Worse Than Expected: The Medial Frontal Cortex and the Allocation of Processing Resources," *Journal of Cognitive Neuroscience*, vol. 18(7), pp. 1112–1119 (2006).

Pourtois, Gilles, Roland Vocat, Karin N'Diaye, Laurent Spinelli, Margitta Seeck, & Patrik Vuilleumier, "Errors Recruit Both Cognitive and Emotional Monitoring Systems: Simultaneous Intracranial Recordings in the Dorsal Anterior Cingulate Gyrus and Amygdala Combined with fMRI," *Neuropsychologia*, vol. 48(4), pp. 1144–1159 (2010).

Rigoni, Davide, David Polezzi, Rino Rumiati, Ramona Guarino, & Giuseppe Sartori, "When People Matter More Than Money: An ERPs Study," *Brain Research Bulletin*, vol. 81(4–5), pp. 445–452 (2010).

Sailer, Uta, Florian Ph S. Fischmeister, & Herbert Bauer, "Effects of Learning Feedback-Related Brain Potentials in a Decision-Making Task," *Brain Research*, vol. 1342 pp 85–93 (2010).

Unger, Kerstin, Jutta Kray, & Axel Mecklinger, "Worse Than Feared? Failure Induction Modulates the Electrophysiological Signature of Error Monitoring during Subsequent Learning," *Cognitive, Affective & Behavioral Neuroscience*, vol. 12(1), pp. 34–55 (2012).

van der Helden, Jurjen, Maarten A. S. Boksem, & Jorian H. G. Blom, "The Importance of Failure: Feedback-Related Negativity Predicts Motor Learning Efficiency," *Cerebral Cortex*, vol. 20(7), pp. 1596–1603 (2010).

Van Meel, Catharina S., & Caroline A. A. Van Heijningen, "The Effect of Interpersonal Competition on Monitoring Internal and

External Error Feedback,” *Psychophysiology* vol. 47(2), pp. 213–222 (2010).

Wilson, Timothy D., David B. Centerbar, Deborah A. Kermer, & Daniel T. Gilbert, “The Pleasures of Uncertainty: Prolonging Positive Moods in Ways People Do Not Anticipate,” *Journal of Personality and Social Psychology*, vol. 88(1), pp. 5–21 (2005).

Zhou, Zhiheng, Rongjun Yu, & Xiaolin Zhou, “To Do or Not to Do? Action Enlarges the FRN and P300 Effects in Outcome Evaluation,” *Neuropsychologia*, vol 48(12) pp. 3606–3613 (2010).

“Canadian Pairs Struggle in Tokyo,” TSN, <http://bit.ly/PDdajI> (3/21/2007).

Kaye, Rosaleen, “Shen and Zhao Win Third World Title,” GoldenSkate.com, <http://bit.ly/IDoKCq> (3/22/2007).

“Pairs Free Skating Judges Details per Skater,” ISUResults.com, <http://bit.ly/OMYf3o> (2007).

“Poles’ Mishap Contagious for Canadians,” *Montreal Gazette*, <http://bit.ly/RvBfOB> (3/22/2007).

Smith, Beverley, “Pandemonium Rules in Pairs Final,” *The Globe & Mail*, <http://bit.ly/ODJAsA> (3/21/2007).

“U.S. Skaters Stumble through Day to Forget,” AP via ESPN, <http://es.pn/NFHeoQ> (3/21/2007).

4.

Bjarnebekk, Gunnar, Torgrim Gjesme, & Robin Ulriksen, “Achievement Motives and Emotional Processes in Children during Problem-Solving: Two Experimental Studies of Their Relation to Performance in Different Achievement Goal Conditions,” *Motivation & Emotion*, vol. 35(4), pp. 351–367 (2011).

Chiaburu, Dan S., “Chief Executives’ Self-Regulation and Strategic Orientation: A Theoretical Model,” *European Management Journal*, vol. 28(6), pp. 467–478 (2010).

Hertel, Guido, Henk Aarts, & Marcel Zeelenberg, “What Do You Think Is ‘Fair’? Effects of Ingroup Norms and Outcome Control

on Fairness Judgments,” *European Journal of Social Psychology*, vol. 32(3), pp. 327–341 (2002).

Lee, Angela Y., Punam Anand Keller, & Brian Sternthal, “Value from Regulatory Con-structural Fit: The Persuasive Impact of Fit between Consumer Goals and Message Con-creteness,” *Journal of Consumer Research*, vol. 36(5), pp. 735–747 (2010).

McMullen, J. S., D. Shepherd, & S. Zahra, “Regulatory Focus and Executives’ Intentions to Commit Their Firms to Entrepreneurial Action,” In: A. Zacharakis et al. (Eds.), *Frontiers of Entrepreneurship Research*, pp. 661–74, Babson Park, MA: Babson College (2006).

Miele, David B., Daniel C. Molden, & Wendi L. Gardner, “Motivated Comprehension Regulation: Vigilant versus Eager Metacognitive Control,” vol. 37(6), pp. 779–795 (2009).

Norem, Julie K., & Edward C. Chang, “The Positive Psychology of Negative Thinking,” *Journal of Clinical Psychology*, vol. 58(9), pp. 993–1001 (2002).

Righetti, Francesca, Catrin Finkenauer, & Caryl Rusbult, “The Benefits of Interpersonal Regulatory Fit for Individual Goal Pursuit,” *Journal of Personality and Social Psychology*, vol. 101(4), pp. 720–736 (2011).

Scholer, Abigail A., Xi Zou, Kentaro Fujita, Steven J. Stroessner, & E. Tory Higgins, “When Risk Seeking Becomes a Motivational Necessity,” *Journal of Personality & Social Psychology*, vol. 99(2), pp. 215–231 (2010).

Shu, Tse-Mei, & Shui-fong Lam, “Are Success and Failure Experiences Equally Motivational? An Investigation of Regulatory Focus and Feedback,” *Learning & Individual Differences*, vol. 21(6), pp. 724–727 (2011).

Smith, Jessi L., Jill Wagaman, & Ian M. Handley, “Keeping It Dull or Making It Fun: Task Variation as a Function of Promotion versus Prevention Focus,” *Motivation and Emotion*, vol. 33(2), pp. 150–160 (2009).

Ten Velden, Femke S., Bianca Beersma, & Carsten K. W. De Dreu, “When Competition Breeds Equality: Effects of Appetitive versus Aversive Competition in Negotiation,” *Journal of Experimental Social Psychology*, vol. 47(6), pp. 1127–1133 (2011).

Wan, Echo Wen, Jiewen Hong, & Brian Sternthal, “The Effect of Regulatory Orientation and Decision Strategy on Brand Judgments,” *Journal of Consumer Research*, vol. 35(6), pp. 1026–1038 (2009).

Zhu, Rui, & Joan Meyers-Levy, “Exploring the Cognitive Mechanism that Underlies Regulatory Focus Effects,” *Journal of Consumer Research*, vol. 34(1), pp. 89–96 (2007).

Hindo, Brian, “Rewiring Westinghouse,” *Business Week*, <http://buswk.co/NANF7s> (5/8/2008).

Liedtka, Jeanne, Correspondence with Author (2012).

Liedtka, Jeanne, Interview with Author (2012).

Liedtka, Jeanne, Robert H. Rosen, & Robert Wiltbank, *The Catalyst: How You Can Become an Extraordinary Growth Leader*, New York: Crown Publishing (2009).

Spanjol, Jelena, & Leona Tarn, “To Change or Not to Change: How Regulatory Focus Affects Change in Dyadic Decision-Making,” *Creativity and Innovation Management*, vol. 19(4), pp. 346–363 (2010) (noting that Westinghouse had changed to a promotion orientation).

“Westinghouse Announces New Organizational Structure,” Press Release, <http://bit.ly/PDdJtR> (2010).

“World View: Interview with Meena Mutyala,” *Westinghouse World View*, pp. 10–13 (Oct. 2007).

Benedek, Mathias, Sabine Bergner, Tajan Konen, Andreas Fink, & Ajoscha C. Neubauer, “EEG Alpha Synchronization is Related to Top-Down Processing in Convergent and Divergent Thinking,” *Neuropsychologica*, vol. 49(12), pp. 3505–3511 (2011).

Berkowitz, Aaron L., & Daniel Ansari, “Expertise-Related Deactivation of the Right Temporoparietal Junction during

Musical Improvisation,” *NeuroImage*, vol 49(1), pp 712–719 (2010).

Chakravarty, Ambar, “The Creative Brain — Revisiting Concepts,” *Medical Hypothesis*, vol. 74(3), pp. 606–612 (2010).

Fink, Andreas, Karl Koschutnig, Mathias Benedek, Gernot Reishofer, Anja Ischebeck, Elisabeth M. Weiss, & Franz Ebner, “Stimulating Creativity via the Expression to Other People’s Ideas,” *Human Brain Mapping*, vol. 33 (11), pp. 2603–2610 (2011).

Fink, Andreas, Daniela Schwab, & Ilona Papousek, “Sensitivity of EEG Upper Alpha Activity Creativity Interventions,” *International Journal of Psychophysiology*, vol. 82(3), pp. 233–239 (2011).

Глава 8

1.

Berger, Johannes, & Petra Nieken, “Heterogeneous Contestants and Effort Provision in Tournaments — An Empirical Investigation with Professional Sports Data,” SFB/TR 15 Discussion Paper No. 325, <http://bit.ly/Q67A7q> (2010).

Damisch, Lysann, Barbara Stoberock, & Thomas Mussweiler, “Keep Your Fingers Crossed! How Superstition Improves Performance,” *Psychological Science*, vol. 21(7), pp. 1014–1020 (2010).

Ersner-Hershfield, Hal, Adam D. Galinsky, Laura J. Kray, & Brayden G. King, “Company, Country, Connections: Counterfactual Origins Increase Organizational Commitment, Patriotism, and Social Investment,” *Psychological Science*, vol. 21(10), pp. 1479–1486 (2010).

“Federal Express Honors ‘Day One’ Employees,” FedEx Press Releases, <http://at.fedex.com/NAnNDQJ> (9/22/98).

“Fred Smith: An Overnight Success,” *Entrepreneur*, <http://bit.ly/RstGhz> (10/9/2008).

“Frederick W. Smith,” About FedEx, FedEx, <http://at.fedex.com/ODJYaw> (2012).

“Frederick W. Smith: No Overnight Success,” *Business Week*, <http://buswk.co/OMGfs0> (9/20/2004).

Frock, Roger, *Changing How the World Does Business: FedEx’s Incredible Journey to Success*, San Francisco: Berrett-Koehler Publishers, Inc. (2006).

Kopko, Ed, & Jeffrey Sonnenfeld, “What’s in a Leader?” *Forbes*, <http://onforb.es/NAoaOH> (8/7/2007).

Kraker, Matthias, “Optimal Risk Taking in an Uneven Tournament Game with Risk Averse Players,” *Journal of Mathematical Economics*, vol. 44(11), pp. 1219–1231 (2008).

Lutsky, Neil S., “What’s Luck Got to Do with It? Social Comparison May Account for Superstition’s Effect on Performance,” Poster Presentation at Annual Meeting of the Society for Personality & Social Psychology, San Diego (2012).

Smith, Fred, “How I Delivered the Goods,” *Fortune Small Business* (Oct 2002/reprint).

Teigen, Karl Halvor, “Luck: The Art of a Near Miss,” *Scandinavian Journal of Psychology*, vol. 37(2), pp. 156–171 (1996).

Wohl, Michael J. A., “Croyance en un Soi Chanceux: Effet de la Croyance en la Chance Personnelle sur l’Emergence et le Maintien des Conduites de Jeu de Hasard et d’Argent (Belief in a Lucky Self: The Role of Personal Luck in the Facilitation and Maintenance of Gambling Behavior),” *Psychologic Franfaise*, vol. 53(1), pp. 7–23 (2008).

Наше интервью с Эдом Роджерсом было бесценным: он не только объяснил нам предысторию исследования Робин Диллон и Кэтрин Тинсли, но и помог с описанием «пусковой лихорадки» и других аспектов работы NASA. См. Columbia Accident Investigation Board Press Briefing, Transcript, Washington, DC, <http://1.usa.gov/O7SLic> (8/26/2003).

“Decision Making at NASA,” Columbia Accident Investigations Board Report, vol. 1, ch. 6, <http://1.usa.gov/57zF6i> (2003).

Dillon, Robin L., & Catherine H. Tinsley, "How Near-Misses Influence Decision Making under Risk: A Missed Opportunity for Learning," *Management Science*, vol. 54(8), pp. 1425–1440 (2008).

Kunerth, Jeff, & Michael Cabbage, "NASA's Safety Culture Blamed," *Baltimore Sun*, <http://bit.ly/0APg3k> (8/27/2003).

Madsen, Peter M., & Vint Desai, "Failing to Learn? The Effects of Failure and Success on Organizational Learning in the Global Orbital Launch Vehicle Industry," *Academy of Management Journal*, vol. 53(3), pp. 451–476 (2010).

Morris, Michael W., & Paul C. Moore, "The Lessons We (Don't) Learn: Counterfactual Thinking and Organizational Accountability after a Close Call," *Administrative Science Quarterly*, vol. 45(4), pp. 737–765 (2000).

Rogers, Edward, Interview with Author (2012).

Tinsley, Catherine H., Robin L. Dillon, & Peter M. Madsen, "How to Avoid Catastrophe," *Harvard Business Review* (Apr. 2011).

"Understanding Near-Misses at NASA," *NASA Ask the Academy*, <http://1.usa.gov/PDf-CXz> (8/17/2006).

Wohl, Michael J. A., & Michael E. Enzle, "The Effects of Near Wins and Near Losses on Self-Perceived Personal Luck and Subsequent Gambling Behavior," *Journal of Experimental Social Psychology*, vol. 39(2), pp. 184–191 (2003).

2.

Epstude, Kai, & Johanna Peetz, "Mental Time Travel: A Conceptual Overview of Social Psychological Perspectives on a Fundamental Human Capacity," *European Journal of Social Psychology*, vol. 42(3), pp. 269–275 (2012).

Summerville, Amy, & Neal J. Roese, "Dare to Compare: Fact-Based versus Simulation-Based Comparison in Daily Life," *Journal of Experimental Social Psychology*, vol. 44(3), pp. 664–671 (2008).

Многие исследователи, изучающие состояние тревоги, анализируют эффективность действий человека в состоянии гнева, поэтому мы

рекомендуем вам посмотреть также источники из раздела, посвященного гневу.

Aidman, Eugene, "Competitive Anxiety: From Coping to Harvesting the Power of Stress," *The Sporting Mind*, vol. 3(2), pp. 11–14 (2005).

Cerin, Ester, "Anxiety versus Fundamental Emotions as Predictors of Perceived Functionality of Pre-Competitive Emotional States, Threat, and Challenge in Individual Sports," *Journal of Applied Sports Psychology*, vol. 15(3), pp. 223–238 (2003).

Cerin, Ester, Attila Szabo, Nigel Hunt, & Clive Williams, "Temporal Patterning of Competitive Emotions: A Critical Review," *Journal of Sports Sciences*, vol. 18(8), pp. 605–626 (2000).

Esfahani, N., & H. Gheze Soflu, "The Comparison of Pre-Competitive Anxiety and State Anger between Female and Male Volleyball Players," *World Journal of Sport Sciences*, vol. 3(4), pp. 237–242 (2010).

Eubank, Martin, & Dave Collins, "Coping with Pre- and In-Event Fluctuations in Competitive State Anxiety: A Longitudinal Approach," *Journal of Sports Science*, vol. 18(2), pp. 121–131 (2000).

Fishbein, Martin, Susan E. Middlestadt, Victor Quatti, Susan Straus, & Alan Ellis, "Medical Problems among ICSOM Musicians: Overview of a National Survey," *Medical Problems of Performing Artists*, vol. 3, pp. 1–8 (1988).

Goodman, Gordon, "Actors and Fear: The Role of Stage Fright," unpublished dissertation (2011).

Goodman, Gordon, Correspondence with Author (2012).

Hagtvet, Knut A., & Yuri L. Hanin, "Consistency of Performance-Related Emotions in Elite Athletes: Generalizability Theory Applied to the IZOF Model," *Psychology of Sport & Exercise*, vol. 8(1), pp. 47–72 (2007).

- Hanin, Yuri L., "Performance Related Emotional States in Sport: A Qualitative Analysis," *Qualitative Research*, vol. 4(1), art. 5 (2003).
- Hanton, S., O. Thomas, & I. Maynard, "Competitive Anxiety Responses in the Week Leading Up to Competition: The Role of Intensity, Direction and Frequency Dimensions," *Psychology of Sport & Exercise*, vol. 5(2), pp. 169–181 (2004).
- Hanton, Shelton, Richard Neil, Stephen D. Mellalieu, & David Fletcher, "Competitive Experience and Performance Status: An Investigation into Multidimensional Anxiety and Coping," *European Journal of Sport Science*, vol. 8(3), pp. 143–152 (2008).
- Jamieson, Jeremy P., Wendy Berry Mendes, Eric Blackstock, & Tori Schmader, "Turning the Knots in Your Stomach into Bows: Reappraising Arousal Improves Performance on the GRE," *Journal of Experimental Social Psychology*, vol. 46(1), pp. 208–212 (2010).
- Jones, Marc, & Mark Uphill, "Emotion in Sport," In: Joanne Thatcher, Marc Jones, & David Lavallee (Eds.), *Coping and Emotion in Sport*, 2nd Ed., ch. 2, pp. 33–61, New York: Routledge (2012).
- Kane, Kristin Leigh, "An Examination into the Temporal Pattern of Emotions, Cognitions, and Coping Strategies of Instrumental Performers," unpublished dissertation (2008).
- Lane, Andrew M., Gordon Bucknail, Paul A. Davis, & Christopher J. Beedle, "Emotions and Emotion Regulation among Novice Military Parachutists," *Military Psychology*, vol. 24(3), pp. 331–345 (2012).
- Papageorgi, Ioulia, Andrea Creech, & Graham Welch, "Perceived Performance Anxiety in Advanced Musicians Specializing in Different Musical Genres," *Psychology of Music*, (in press) doi: 10.1177/0305735611408995 (2011).
- Pellizzari, M., M. Bertollo, & C. Robazza, "Pre- and Post-Performance Emotions in Gymnastics Competitions," *International Journal of Sport Psychology*, vol. 42(3), pp. 278–302 (2011).

Raglin, James, & Yuri L. Hanin, "Competitive Anxiety," In: Yuri L. Hanin (Ed.), *Emotions in Sport*, ch. 4, pp. 93–112, Champaign, IL: Human Kinetics (2000).

Robazza, Claudio, Laura Bortoli, Filippo Nocini, Giovanna Moser, & Carlo Arslan, "Normative and Idiosyncratic Measures of Positive and Negative Affect in Sport," *Psychology of Sport & Exercise*, vol. 1(2), pp. 103–116 (2000).

Roland, David, "How Professional Performers Manage Performance Anxiety," *Research Studies in Music Education*, vol. 2(1), pp. 25–35 (1994).

Salminen, Simo, Jarmo Liukkonen, Yuri Hanin, & Ari Hyvonen, "Anxiety and Athletic Performance of Finnish Athletes: Application of the Zone of Optimal Functioning Model," *Personality & Individual Differences*, vol. 19(5), pp. 725–729 (1995).

Skinner, Natalie, & Neil Brewer, "The Dynamics of Threat and Challenge Appraisals prior to Stressful Achievement Events," *Journal of Personality & Social Psychology*, vol. 83(3), pp. 678–692 (2002).

Tenenbaum, Gershon, William A. Edmonds, & David W. Eccles, "Emotions, Coping Strategies, and Performance: A Conceptual Framework for Defining Affect-Related Performance Zones," *Military Psychology*, vol. 20(supp. 1), pp. S11-S37 (2008).

Yoshie, Michiko, Eriko Kanazawa, Kazutoshi Kudo, Tatsuyuki Ohtsuki, & Kimitaka Nakazawa, "Music Performance Anxiety and Occupational Stress among Classical Musicians," In: Janice Langan-Fo & Cary L. Cooper (Eds.), *Handbook of Stress in the Occupations*, ch. 20, pp. 409–429, Northampton, MA: Edward Elgar Publishing, Inc. (2011).

Yoshie, Michiko, Kazutoshi Kudo, Takayuki Murakoshi, & Tatsuyuki Ohtsuki, "Music Performance Anxiety in Skilled Pianists: Effects of Social-Evaluative Performance Situation on

Subjective, Autonomic, and Electromyographic Reactions,” *Experimental Brain Research*, vol. 199(2), pp. 117–126 (2009).

Yoshie, Michiko, Kazutoshi Kudo, & Tatsuyuki Ohtsuki, “Effects of Psychological Stress on State Anxiety, Electromyographic Activity, and Arpeggio Performance in Pianists,” *Medical Problems of Performing Artists*, vol. 23(3), pp. 120–132 (2008).

Yoshie, Michiko, Kazutoshi Kudo, & Tatsuyuki Ohtsuki, “Motor/Autonomic Stress Responses in a Competitive Piano Performance,” *Annals of the New York Academy of Sciences*, vol. 1169, pp. 368–371 (2009).

Yoshie, Michiko, & Kazuo Shigemasu, “Effects of State Anxiety on Performance in Pianists: Relationship between the Revised Competitive State Anxiety Inventory-2 Sub-scales and Piano Performance,” Paper Presentation for 9th International Conference on Music Perception & Cognition, Bologna (2006).

Yoshie, Michiko, Kazuo Shigemasu, Kazutoshi Kudo, & Tatsuyuki Ohtsuki, “Effects of State Anxiety on Music Performance: Relationship between the Revised Competitive State Anxiety Inventory-2 Subscales and Piano Performance,” *Musicae Scientiae*, vol. 3 (1), pp. 55–84 (2009).

3.

Beattie, Stuart, David Lief, Mark Adamoulas, & Emily Oliver, “Investigating the Possible Negative Effects of Self-Efficacy upon Golf Putting Performance,” *Psychology of Sport & Exercise*, vol. 12(4), pp. 434–441 (2011).

Cohen, Patricia, “Author’s Personal Forecast: Not Always Sunny, but Pleasantly Skeptical,” *New York Times*, <http://nyti.ms/vRXAe> (10/10/2009) Dennis, Paul, Interviews with Authors (2011).

Ehrenreich, Barbara, *Bright-Sided: How Positive Thinking Is Undermining America*, New York: Picador (2010).

Gawrilow, Caterina, Katrin Morgenroth, Regina Schultz, Gabriele Oettingen, & Peter M. Gollwitzer, “Mental Contrasting with Implementation Intentions Enhances Self-Regulation of Goal

Pursuit in Schoolchildren at Risk for ADHD,” *Motivation & Emotion*, online early release, doi:10.1007/s11031-012-9288-3 (2012).

Gollwitzer, Anton, Gabriele Oettingen, Ten A. Kirby, Angela L. Duckworth, & Doris Mayer, “Mental Contrasting Facilitates Academic Performance,” *Motivation & Emotion*, vol. 35(4), pp. 403–412 (2011).

Gollwitzer, Peter M., & Veronika Brandstatter, “Implementation Intentions and Effective Goal Pursuit,” *Journal of Personality and Social Psychology*, vol. 73(1), pp. 186–199 (1997).

Hardy, James, “Speaking Clearly: A Critical Review of the Self-Talk Literature,” *Psychology of Sport & Exercise*, vol. 7(1), pp. 81–87 (2006).

Highlen, Pamela S., & Bonnie B. Bennett, “Elite Divers and Wrestlers: A Comparison between Open- and Closed-Skill Athletes,” *Journal of Sport Psychology*, vol. 5(4), pp. 390–409 (1983).

Kappes, Heather Barry, Gabriele Oettingen, & Doris Mayer, “Positive Fantasies Predict Low Academic Achievement in Disadvantaged Students,” *European Journal of Social Psychology*, vol. 42(1), pp. 53–64 (2012).

Mahoney, Michael J., & Marshall Avener, “Psychology of the Elite Athlete: An Exploratory Study,” *Cognitive Therapy & Research*, vol. 1(2), pp. 135–141 (1977).

Norem, Julie K., & Edward C. Chang, “The Positive Psychology of Negative Thinking,” *Journal of Clinical Psychology*, vol. 58(9), pp. 993–1001 (2002).

Oettingen, Gabriele, “Expectancy Effects on Behavior Depend on Self-Regulatory Thought,” *Social Cognition*, vol. 18(2), pp. 101–129 (2000).

Oettingen, Gabriele, “Free Fantasies about the Future and the Emergence of Developmental Goals,” In: J. Brandstadter & R. M.

- Lerner (Eds.), *Action & Self-Development*, pp. 315–342, London: Sage (1999).
- Oettingen, Gabriele, Interview with Author (2012).
- Oettingen, Gabriele, “Positive Fantasy and Motivation,” In: P. M. Gollwitzer & J. A. Bargh (Eds.), *Psychology of Action: Linking Cognition and Motivation to Behavior*, New York: Guilford (1996).
- Oettingen, Gabriele, & Peter M. Gollwitzer, “Goal Setting and Goal Striving,” In: Abraham Tesser & Norbert Schwarz (Eds.), *Blackwell Handbook of Social Psychology: Intraindividual Processes*, ch. 15, Maiden, MA: Blackwell (2001).
- Oettingen, Gabriele, & Peter M. Gollwitzer, “Turning Hope Thoughts into Goal-Directed Behavior,” *Psychological Inquiry*, vol. 13(4), pp. 304–307 (2002).
- Oettingen, Gabriele, Gaby Honig, & Peter M. Gollwitzer, “Effective Self-Regulation of Goal Attainment,” *International Journal of Educational Research*, vol. 33(7–8), pp. 705–732 (2000).
- Oettingen, Gabriele, & Doris Mayer, “The Motivating Function of Thinking about the Future: Expectations versus Fantasies,” *Journal of Personality & Social Psychology*, vol. 83(5), pp. 1198–1212 (2002).
- Oettingen, Gabriele, Doris Mayer, Jennifer S. Thorpe, Hanna Janetzke, & Solvig Lorenz, “Turning Fantasies about Positive and Negative Futures into Self-Improvement Goals,” *Motivation & Emotion*, vol. 29(4), pp. 236–266 (2005).
- Oettingen, Gabriele, Hyeon-ju Pak, & Karoline Schnetter, “Self-Regulation of Goal Setting: Turning Free Fantasies about the Future into Binding Goals,” *Journal of Personality & Social Psychology*, vol. 80(5), pp. 736–753 (2001).
- Oettingen, Gabriele, & Thomas A. Wadden, “Expectation, Fantasy, and Weight Loss: Is the Impact of Positive Thinking Always Positive?,” *Cognitive Therapy & Research*, vol. 15(2), pp. 167–175 (1991).

Peale, Norman Vincent, *The Power of Positive Thinking*, New York: Ballantine Books (1996).

Risen, Jane L., & Thomas Gilovich, "Why People Are Reluctant to Tempt Fate," *Journal of Personality and Social Psychology*, vol. 95(2), pp. 293–307 (2008).

Woodman, Tim, Sally Akehurst, Lew Hardy, & Stuart Beattie, "Self-Confidence and Performance: A Little Self-Doubt Helps," *Psychology of Sport & Exercise*, vol. 11(6), pp. 467–470 (2010).

Woodstock, Louise, "Think about It: The Misbegotten Promise of Positive Thinking Discourse," *Journal of Communication Inquiry*, vol. 31(2), pp. 166–189 (2007).

Вот еще один аспект субтрактивного контрфактуального мышления: Виктория Медвек и ее коллеги (Medves et al.) пришли к выводу, что бронзовые медалисты Олимпийских игр более счастливы, чем серебряные. Причина этого заключается в том, что бронзовые медалисты думают: «Ух ты, я сделал это! Если бы все пошло по-другому, я вообще не получил бы медаль!» А вот обладателей серебряных медалей терзает мысль: «Если бы я не сделал ту единственную ошибку, то получил бы золото».

Barbey, Aron K., Frank Krueger, & Jordan Grafman, "Structured Event Complexes in the Medial Prefrontal Cortex Support Counterfactual Representations for Future Planning," *Proceedings of the Royal Society of Biological Sciences, B*, vol. 364, pp. 1291–1300 (2009).

Boorman, Eric D., Timothy E. Behrens, & Matthew F. Rushworth, "Counterfactual Choice and Learning in a Neural Network Centered on Human Lateral Frontopolar Cortex," *PLoS Biology*, vol. 9(6), e1001093, doi:10.1371/journal.pbio.1001093 (2011).

Epstude, Kai, & Neal J. Roese, "The Functional Theory of Counterfactual Thinking," *Personality & Social Psychology Review*, vol. 12(2), pp. 168–192 (2008).

Galinsky, Adam D., & Laura J. Kray, "From Thinking about What Might Have Been to Sharing What We Know: The Effects of

Counterfactual Mind-Sets on Information Sharing in Groups,” *Journal of Experimental Psychology*, vol. 40(5), pp. 606–618 (2004).

Galinsky, Adam D., Vanessa L. Seiden, Peter H. Kim, & Victoria Husted Medvec, “The Dissatisfaction of Having Your First Offer Accepted: The Role of Counterfactual Thinking in Negotiations,” *Personality & Social Psychology Bulletin*, vol. 28(2), pp. 271–283 (2002).

Kray, Laura, Interview with Author (2012).

Kray, Laura J., Adam D. Galinsky, & Keith D. Markman, “Adding versus Subtracting What Might Have Been: The Impact of Counterfactual Activation on Integrative Negotiations,” IACM Meetings Paper, <http://dx.doi.org/10.2139/ssrn.1080634> (2007).

Kray, Laura J., Adam D. Galinsky, & Keith D. Markman, “Counterfactual Structure and Learning from Experience in Negotiations,” *Journal of Experimental Social Psychology*, vol. 45(4), pp. 979–982 (2009).

Kray, Laura J., Adam Galinsky, & Elaine M. Wong, “Thinking within the Box: The Relational Counterfactual Mind-Sets,” *Journal of Personality & Social Psychology*, vol. 91(1), pp. 33–48 (2006).

Kray, Laura J., E. Layne Paddock, & Adam D. Galinsky, “The Effect of Past Performance on Expected Control and Risk Attitudes in Integrative Negotiations,” *Negotiation and Conflict Management Research*, vol. 1(2), pp. 161–178 (2008).

Joung, Wendy, Beryl Hesketh, & Andrew Neal, “Using ‘War Stories’ to Train for Adaptive Performance: Is It Better to Learn from Error or Success?” *Applied Psychology*, vol. 55(2), pp. 282–302 (2006).

Markman, Keith D., Matthew J. Lindberg, Laura J. Kray, & Adam D. Galinsky, “Implications of Counterfactual Structure for Creative Generation and Analytical Problem Solving,” *Personality & Social Psychology Bulletin*, vol. 33(3), pp. 312–324 (2007).

Medvec, Victoria Husted, Scott F. Madey, & Thomas Gilovich, "When Less Is More: Counterfactual Thinking and Satisfaction among Olympic Medalists," *Journal of Personality and Social Psychology*, vol. 69(4), pp. 603–610 (1995).

Morris, Michael W., & Paul C. Moore, "The Lessons We (Don't) Learn: Counterfactual Thinking and Organizational Accountability after a Close Call," *Administrative Science Quarterly*, vol. 45(4), pp. 737–765 (2000).

Naquin, Charles E., "The Agony of Opportunity in Negotiation: Number of Negotiable Issues, Counterfactual Thinking, and Feelings of Satisfaction," *Organizational Behavior and Human Decision Processes*, vol. 91(1), pp. 97–107 (2003).

Platt, Michael L., & Ben Hayden, "Learning: Not Just the Facts, Ma'am, but the Counterfactuals as Well," *PLoS Biology*, vol. 9(6), e1001092, doi:10.1371/journal.pbio.1001092 (2011).

Sim, Damien L. H., & Michael W. Morris, "Representativeness and Counterfactual Thinking: The Principle that Antecedent and Outcome Correspond in Magnitude," *Personality & Social Psychology Bulletin*, vol. 24(6), pp. 69–84 (1998).

Uphill, Mark A., & Katie Dray, "Giving Yourself a Good Beating: Appraisal, Attribution, Rumination, and Counterfactual Thinking," *Journal of Sports Science & Medicine*, vol. 8(CSSI 3), pp. 5–12 (2009).

Ursu, Stefan, & Cameron S. Carter, "Outcome Representations, Counterfactual Comparisons and the Human Orbitofrontal Cortex: Implications for Neuroimaging Studies of Decision-Making," *Cognitive Brain Research*, vol. 23(1), pp. 51–60 (2005).

Wong, Elaine M., Michael P. Llaselhuhn, & Laura J. Kray, "Improving the Future by Considering the Past: The Impact of Upward Counterfactual Reflection and Implicit Beliefs on Negotiation Performance," *Journal of Experimental Social Psychology*, vol. 48(1), pp. 403–406 (2012).

4.

Информацию о вызовах и угрозах можно найти также в источниках к главе 7 (в частности, Jones et al. 2009), а также в работе Томаса Денсона и его коллег (Denson, Thomas F.), посвященной нейронауке и физиологии гнева.

Blascovich, Jim, Wendy Berry Mendes, Brenda Major, & Mark Scery, "Social 'Facilitation' as Challenge and Threat," *European Journal of Social Psychology*, vol. 31(1), pp. 477–497 (2001).

Blascovich, Jim, Wendy Berry Mendes, Joe Tomaka, & Kristen Salomon, "The Robust Nature of the Biopsychosocial Model Challenge and Threat: A Reply to Wright and Kirby," *Personality and Social Psychology Review*, vol. 7(3), pp. 234–243 (2003).

Devine, Dan, "Under Pressure: What Big Games Do to Players and How They Cope," Yahoo! Sports, <http://yhoo.it/9LPyfz> (7/3/2010).

Ehrhart-Bornstein, Monika, & Stefan R. Bornstein, "Cross-Talk between Adrenal Medulla and Adrenal Cortex in Stress," *Annals of the New York Academy of Sciences*, vol. 1148, pp. 112–117 (2008).

Goldstein, David S., "Adrenaline and Noradrenaline," *Encyclopedia of Life Sciences*, John Wiley & Sons (2010).

Harrison, Lesley K., Samantha Denning, Helen L. Easton, Jennifer C. Hall, Victoria E. Burns, Christopher Ring, & Douglas Carroll, "The Effects of Competition and Competitiveness on Cardiovascular Activity," *Psychophysiology*, vol. 38(4), pp. 601–606 (2001).

"Italy's Weapon Is All in Their Heads," *The Gazette* (7/8/2006).

Martin, Jennifer L., Jake Begun, Michael J. McLeish, Joanne M. Caine, & Gary L. Grunewald, "Getting the Adrenaline Going: Crystal Structure of the Adrenaline-Synthesizing Enzyme PNMT," *Structure*, vol. 9(10), pp. 977–985 (2001).

Mendes, Wendy Berry, Interview with Authors (2012).

Pohorecky, Larissa A., Michael Zigmond, Harvey Karten, & Richard J. Wurtman, "Enzymatic Conversion of Norepinephrine

to Epinephrine by the Brain,” *Journal of Pharmacology & Experimental Therapeutics*, vol. 165(2), pp. 190–195 (1969).

Seery, Mark D., “Challenge or Threat? Cardiovascular Indexes of Resilience and Vulnerability to Potential Stress in Humans,” *Neuroscience and Biobehavioral Reviews*, vol. 35(7), pp. 1603–1610 (2011).

Seery, Mark D., Max Weisbuch, & Jim Blascovich, “Something to Gain, Something to Lose: The Cardiovascular Consequences of Outcome Framing,” *International Journal of Psychophysiology*, vol. 73(3), pp. 308–312 (2009).

Skinner, Natalie, & Ncil Brewer, “The Dynamics of Threat and Challenge Appraisals Prior to Stressful Achievement Events,” *Journal of Personality & Social Psychology*, vol. 83(3), pp. 678–692 (2002).

Turner, Martin J., Marc V. Jones, David Sheffield, & Sophie L. Cross, “Cardiovascular Indices of Challenge and Threat States Predict Competitive Performance,” *International Journal of Psychophysiology* (in press) (2012).

Waugh, Christian E., Sommer Panage, Wendy Berry Mendes, & Ian H. Gotlib, “Cardiovascular and Affective Recovery from Anticipatory Threat,” *Biological Psychiatry*, vol. 84(2), pp. 169–175 (2010).

Wurtman, Richard J., “Control of Epinephrine Synthesis in the Adrenal Medulla by the Adrenal Cortex: Hormonal Specificity and Dose-Response Characteristics,” *Endocrinology*, vol. 79(3), pp. 608–614 (1966).

Yamaguchi-Shima, Naoko, Shoshiro Okada, Takahiro Shimizu, Daisuke Usui, Kumiko Nakamura, Lianyi Lu, & Kunihiro Yokotani, “Adrenal Adrenaline- and Noradrenaline-Containing Cells and Celiac Sympathetic Ganglia Are Differentially Controlled by Centrally Administered Corticotropin-Releasing Factor and Arginine-Vasopressin in Rats,” *European Journal of Pharmacology*, vol. 564(1–3), pp. 94–102 (2007).

Zaichkowsky, Leonard, "Stephen R. Heyman Memorial Keynote Lecture," Speech at Annual Convention of the American Psychological Assn., Washington, DC (2011).

Как мы уже говорили выше, исследователи часто анализируют несколько типов аффектов одновременно, поэтому, помимо источников информации о гневе, мы рекомендуем вам посмотреть материалы, в которых идет речь о тревоге.

Aarts, Henk, Kirsten I. Ruys, Harm Veling, Robert A. Renes, Jasper H. B. de Groot, Anna M. van Nunen, & Sarit Geertjes, "The Art of Anger: Reward Context Turns Avoidance Responses to Anger-Related Objects into Approach," *Psychological Science*, vol. 21(10), pp. 1406–1410 (2010).

Ahmadia, Sanaz Saeed, Mohammad Ali Besharata, Korosh Azizia, & Roja Larijanib, "The Relationship between Dimensions of Anger and Aggression in Contact and Noncontact Sports," *Procedia — Social & Behavioral Sciences*, vol. 30, pp. 247–251 (2011).

Ballard, Chris, "Where Does Greatness Come From?," *Sports Illustrated*, <http://bit.ly/IYr-wrs> (5/14/2012).

Berkowitz, Leonard, & Eddie Harmon-Jones, "Toward an Understanding of the Determinants of Anger," *Emotion*, vol. 4(2), pp. 107–130 (2004).

Boekaerts, Monique, "Anger in Relation to School Learning," *Learning & Instruction*, vol. 3(4), pp. 269–280 (1993).

Chiodo, Keri, "Anger Makes People Want Things More," Press Release, Assn. for *Psychological Science* (11/1/2010).

Clarkson, Michael, *Competitive Fire*, Champaign, IL: Human Kinetics Publishers (1999).

Cutler, Andy, Interview with Author (2011).

D., Chuck, Interview with Author (2011).

Davis, Paul A., Tim Woodman, & Nichola Callow, "Better Out than In: The Influence of Anger Regulation on Physical Performance," *Personality & Individual Differences*, vol. 49(5), pp. 457–460 (2010).

- Denson, Thomas, Interview with Authors (2012).
- Denson, Thomas F., Jessica R. Gnsam, & Michelle L. Moulds, "Cognitive Reappraisal Increases Heart Rate Variability in Response to an Anger Provocation," *Motivation & Emotion*, vol. 35(1), pp. 114–122 (2011).
- Denson, Thomas F., William C. Pedersen, Make Friese, Aryun Hahm, & Lynette Roberts, "Understanding Impulsive Aggression: Angry Rumination and Reduced Self-Control Capacity Are Mechanisms Underlying the Provocation-Aggression Relationship," *Personality & Social Psychology Bulletin*, vol. 37(6), pp. 850–862 (2011).
- Denson, Thomas R., William C. Pedersen, Jacklyn Ronquillo, & Anirvan S. Nandy, "The Angry Brain: Neural Correlates of Anger, Angry Rumination, and Aggressive Personality," *Journal of Cognitive Neuroscience*, vol. 21(4), pp. 734–744 (2009).
- Ford, Brent Q., & Maya Tamir, "When Getting Angry Is Smart: Emotional Preferences and Emotional Intelligence," *Emotion*, vol. 12(4), pp. 685–689 (2012).
- Gable, Philip A., & Eddie Harmon-Jones, "Attentional Consequences of Pregoal and Post-goal Positive Affects," *Emotion*, vol. 11(6), pp. 1358–1367 (2011).
- Gadea, Marien, Raul Espert, Alicia Salvador, & Luis Marti-Bonmati, "The Sad, the Angry, and the Asymmetrical Brain: Dichotic Listening Studies of Negative Affect and Depression," *Brain & Cognition*, vol. 76(2), pp. 294–299 (2011).
- Halperin, Eran, Alexandra G. Russell, Carol S. Dweck, & James J. Gross, "Anger, Hatred, and the Quest for Peace: Anger Can Be Constructive in the Absence of Hatred," *Journal of Conflict Resolution*, vol. 55(2), pp. 274–291 (2011).
- Herrero, Neus, Marien Gadea, Gabriel Rodriguez-Alarcon, Raul Espert, & Alicia Salvador, "What Happens When We Get Angry? Hormonal, Cardiovascular and Asymmetrical Brain Responses," *Hormones & Behavior*, vol. 57(3), pp. 276–283 (2010).

- Lane, Andrew, "Relationships between Perceptions of Performance Expectations and Mood among Distance Runners: The Moderating Effect of Depressed Mood," *Journal of Science & Medicine in Sport*, vol. 4(1), pp. 116–128 (2001).
- Lane, Andrew M., & Peter C. Terry, "The Nature of Mood: Development of a Conceptual Model with a Focus on Depression," *Journal of Applied Sport Psychology*, vol. 12(1), pp 16–22 (2000).
- Lane, Andrew M., Peter C. Terry, Christopher J. Beedie, David A. Curry, & Niall Clark, "Mood and Performance: Test of a Conceptual Model with a Focus on Depressed Mood," *Psychology of Sport & Exercise*, vol. 2(3), pp. 157–172 (2001).
- Lane, Andrew M., Gregory P. Whyte, Peter C. Terry, & Alan M. Nevill, "Mood, Self-Set Goals and Examination Performance: The Moderating Effect of Depressed Mood," *Personality & Individual Differences*, vol. 39(1), pp. 143–153 (2005).
- Lelieveld, Gert-Jen, Eric Van Dijk, Ilja Van Beest, Wolfgang Steinel, & Gerben A. Van Kleef, "Disappointed in You, Angry about Your Offer: Distinct Negative Emotions Induce Concessions via Different Mechanisms," *Journal of Experimental Social Psychology*, vol. 47(3), pp. 635–641 (2011).
- Lerner, Jennifer S., & Dacher Keltner, "Fear, Anger, and Risk," *Journal of Personality & Social Psychology*, vol. 81(1), pp. 146–159 (2001).
- Love, Andrew, Interview with Author (2012).
- Martinent, Guillaume, Mickael Campo, & Claude Ferrand, "A Descriptive Study of Emotional Process during Competition: Nature, Frequency, Direction, Duration and Co-Occurrence of Discrete Emotions," *Psychology of Sport & Exercise*, vol. 13(2), pp. 142–151 (2012).
- Mayan, Iddo, & Nachson Meiran, "Anger and the Speed of Full-Body Approach and Avoidance Reactions," *Frontiers in Emotion Science*, vol. 2, art. 22 (2011).

Overbeck, Jennifer R., Margaret A. Neale, & Cassandra L. Govan, "I Feel, Therefore You Act: Intrapersonal and Interpersonal Effects of Emotion on Negotiation as a Function of Social Power," *Organizational Behavior & Human Decision Processes*, vol. 112(2), pp. 126–139 (2010).

Peper, Erik, Interview with Author (2011).

Reifen-Tagar, Michal, Christopher M. Federico, & Eran Halperin, "The Positive Effect of Negative Emotions in Protracted Conflict: The Case of Anger," *Journal of Experimental Social Psychology*, vol. 47(1), pp. 157–164 (2011).

Robazza, Claudio, & Laura Bortoli, "Perceived Impact of Anger and Anxiety on Sporting Performance in Rugby Players," *Psychology of Sport & Exercise*, vol. 8(6), pp. 875–896 (2007).

Robazza, Claudio, Laura Bortoli, & Yuri Hanin, "Perceived Effects of Emotion Intensity on Athletic Performance: A Contingency-Based Individualized Approach," *Research Quarterly for Exercise & Sport*, vol. 77(3), pp. 372–385 (2006).

Ruiz, Montse C., & Yuri L. Hanin, "Idiosyncratic Description of Anger States in Skilled Spanish Karate Athletes: An Application of the IZOF Model," *Revista de Psicología del Deporte*, vol. 13(1), pp. 75–93 (2004).

Ruiz, Montse C., & Yuri L. Hanin, "Perceived Impact of Anger on Performance of Skilled Karate Athletes," *Psychology of Sport & Exercise*, vol. 12(3), pp. 242–249 (2011).

Sinaceur, Marwan, Gerben A. Van Kleef, Margaret A. Neale, Adam Hajo, & Christophe Haag, "Hot or Cold: Is Communicating Anger or Threats More Effective in Negotiation?" *Journal of Applied Psychology*, vol. 96(5), pp. 1018–1032 (2011).

Sinaceur, Marwan, & Larissa Z. Tiedens, "Get Mad and Get More Than Even: When and Why Anger Expression Is Effective in Negotiations," *Journal of Experimental Social Psychology*, vol. 42(3), pp. 314–322 (2006).

Steinel, Wolfgang, Gerben A. Van Kleef, & Fieke Harinck, “Are You Talking to Me? Separating the People from the Problem when Expressing Emotions in Negotiation,” *Journal of Experimental Social Psychology*, vol. 44(2), pp. 362–369 (2008).

Tamir, Maya, & Brett Q. Ford, “Should People Pursue Feelings that Feel Good or Feelings that Do Good? Emotional Preferences and Well-Being,” *Emotion*, vol. 12(5), pp. 1061–1070 (2012).

Van Kleef, Gerben A., Christina Anastasopoulou, & Bernard A. Nijstad, “Can Expressions of Anger Enhance Creativity? A Test of the Emotions as Social Information (EASI) Model,” *Journal of Experimental Social Psychology*, vol. 46(6), pp. 1042–1048 (2010).

Van Kleef, Gerben A., & Stephane Cote, “Expressing Anger in Conflict: When It Helps and When It Hurts,” *Journal of Applied Psychology*, vol. 92(6), pp. 1557–1569 (2007).

Van Kleef, Gerben A., Eric Van Dijk, Fieke Harinck, Wolfgang Steinel, & Ilja Van Beest, “Anger in Social Conflict: Cross-Situational Comparisons and Suggestions for the Future,” *Group Decision & Negotiation*, vol. 17(1), pp. 13–30 (2008).

Глава 9

1.

Пожалуй, исследование Алана Бута и его коллег — самое знаменитое исследование, в ходе которого было установлено, что по уровню тестостерона («Т») можно предсказать когнитивный успех еще до наступления события. Однако это не единственное исследование в этой сфере. Например, в 2011 году Ярослав Флегр взял образцы слюны у студентов колледжа перед сдачей экзамена по сложному предмету. Студенты с самым высоким уровнем тестостерона получили самые лучшие оценки.

Booth, Alan, Correspondence with Authors (2012).

Booth, Alan, Interview with Author (2012).

Edinger, Kassandra L., & Cheryl A. Frye, “Testosterone’s Analgesic, Anxiolytic, and Cognitive-Enhancing Effects May Be Due in Part

- to Actions of Its 5 α -Reduced Metabolites in the Hippocampus,” *Behavioral Neuroscience*, vol. 118(6), pp. 1352–1364 (2004).
- Flegr, Jaroslav, Correspondence with Author (2011).
- Flegr, Jaroslav, Interview with Author (2011).
- Flegr, Jaroslav, & Lenka Priplatova, “Testosterone and Cortisol Levels in University Students Reflect Actual Rather Than Estimated Number of Wrong Answers on Written Exam,” *Neuroendocrinology Letters*, vol. 31(4), pp. 577–581 (2010).
- Frye, C. A., M. E. Rhodes, R. Rosellini, & B. Svare, “The Nucleus Accumbens as a Site of Action for Rewarding Properties of Testosterone and its 5 α -Reduced Metabolites,” *Pharmacology Biochemistry & Behavior*, vol. 75(1), pp. 119–127 (2002).
- Hermans, Erno J., Peter A. Bos, Lindsey Ossewaarde, Nick F. Ramsey, Guillen Fernandez, & Jack van Honk, “Effects of Exogenous Testosterone on the Ventral Striatal BOLD Response during Reward Anticipation in Healthy Women,” *NeuroImage*, vol. 52(1), pp. 277–283 (2010).
- Keenan D. M., & J. D. Veldhuis, “Mathematical Modeling of Receptor-Mediated Interlinked Systems,” In: Helen L. Henry & Anthony W. Norman (Eds.), *Encyclopedia of Hormones*, pp. 286–294, San Diego: Academic Press (2003).
- Mazur, Allan, Alan Booth, & James M. Dabbs, Jr., “Testosterone and Chess Competition,” *Social Psychology Quarterly*, vol. 55(1), pp. 70–77 (1992).
- Ostojic, Sergej M., Julio Calleja-Gonzalez, & Marko Stojanovic, “Steroid Prohormones: Effects on Body Composition in Athletes,” In: Gianluca Aimaretti, Paolo Marzullo & Flavia Prodani (Eds.), *Update on Mechanisms of Hormone Action — Focus on Metabolism, Growth, and Reproduction*, ch. 2, pp. 11–24, Rijeka, Croatia: InTech (2011).

2.

- Adolph, Dirk, Sabine Schlosser, Maren Hawighorst, & Bettina M. Pause, “Chemosensory Signals of Competition Increase the Skin

- Conductance Response in Humans,” *Physiology & Behavior*, pp. 666–671 (2010).
- Aleman, Andre, Erik Bronk, Roy P. C. Kessels, Hans P. F. Koppeschaar, & Jack van Honk, “A Single Administration of Testosterone Improves Visuospatial Ability in Young Women,” *Psychoneuroendocrinology*, vol. 29(5), pp. 612–617 (2004).
- Archer, John, “Testosterone and Human Aggression: An Evaluation of the Challenge Hypothesis,” *Neuroscience & Biobehavioral Reviews*, vol. 30(3), pp. 319–345 (2006).
- Bhasin, Shalender, “Androgen Effects in Mammals,” In: Helen Henry & Anthony W. Norman (Eds.), *Encyclopedia of Hormones*, San Diego: Academic Press, pp. 70 et seq. (2003).
- Blue, Jeffrey G., & John A. Lombardo, “Steroids and Steroid-Like Compounds,” *Clinics in Sports Medicine*, vol. 18(3), pp. 667–689 (1999).
- Booth, Alan, Correspondence with Authors (2012).
- Booth, Alan, Interview with Author (2012).
- Booth, Alan, Douglas A. Granger, Allan Mazur, & Katie T. Kivlighan, “Testosterone and Social Behavior,” *Social Forces*, vol. 85(1), pp. 179–204 (2006).
- Bos, Peter A., Erno J. Hermans, Nick F. Ramsey, & Jack van Honk, “The Neural Mechanisms by Which Testosterone Acts on Interpersonal Trust,” *NeuroImage*, vol. 61(3), pp. 730–737 (2012).
- Bos, Peter A., Jaak Pansepp, Rose-Marie Bluthe, & Jack van Honk, “Acute Effects of Steroid Hormones and Neuropeptides on Human Social-Emotional Behavior: A Review of Single Administration Studies,” *Frontiers in Neuroendocrinology*, vol. 33(1), pp. 17–35 (2012).
- Brennan, P. A., M. K. Herd, R. Puxeddu, R. Anand, L. Cascarini, J. S. Brown, C. M. Avery, R. T. M. Woodward, & D. A. Mitchell, “Serum Testosterone Levels in Surgeons during Major Head and Neck Cancer Surgery: A Suppositional Study,” *British Journal of Oral & Maxillofacial Surgery*, vol. 49(3), pp. 190–193 (2011).

Carney, Dana R., Amy J. C. Cuddy, & Andy J. Yap, "Power Posing: Brief Nonverbal Displays Affect Neuroendocrine Levels and Risk Tolerance," *Psychological Science*, vol. 21(10), pp. 1363–1368(2010).

Carre, Justin M., Jenna D. Gilchrist, Mark D. Morrissey, & Cheryl M. McCormick, "Motivational and Situational Factors and the Relationship between Testosterone Dynamics and Human Aggression during Competition," *Biological Psychology*, vol. 84(2), pp. 346–353 (2010).

Carre, Justin M., & Pranjal J. Mehta, "Importance of Considering Testosterone — Cortisol Interactions in Predicting Human Aggression and Dominance," *Aggressive Behavior*, vol. 37(6), pp. 489–491 (2011).

Carre, Justin M., Susan K. Putnam, & Cheryl M. McCormick, "Testosterone Responses to Competition Predict Future Aggressive Behaviour at a Cost to Reward in Men," *Psycho-neuroendocrinology*, vol. 34(4), pp. 561–570 (2009).

Denson, Thomas F., Richard Ronay, William von Hippel, & Mark M. Schira, "Endogenous Testosterone and Cortisol Modulate Neural Responses during Induced Anger Control," *SocialNeuroscience*, in press (2012).

DiPaolo, Marc, *War, Politics and Superheroes: Ethics and Propaganda in Comics and Film*, Jefferson, NC: McFarland & Co. (2011).

Eubank, Martin, Dave Collins, Geoff Lovell, Debra Dorling, & Steve Talbot, "Individual Temporal Differences in Precompetition Anxiety and Hormonal Concentration," *Personality and Individual Differences*, vol. 23(6), pp. 1031–1039 (1997).

Geniole, Shawn N., Justin M. Carre, & Cheryl M. McCormick, "State, Not Trait, Neuroendocrine Function Predicts Costly Reactive Aggression in Men after Social Exclusion and Inclusion," *Biological Psychology*, vol. 87(1), pp. 137–145 (2011).

Hasegawa, Masako, Masahiro Toda, & Kanehisa Morimoto, "Changes in Salivary Physiological Stress Markers Associated with Winning and Losing," *Biomedical Research*, vol. 29(1), pp. 43–46 (2008).

Hasegawa-Ohira, Masako, Masahiro Toda, & Kanehisa Morimoto, "Stress Hormone Levels in Saliva after Shogi Competition Are Modified by Stress Coping Strategies," *Environmental Health & Preventive Medicine*, vol. 16(6), pp. 369–374 (2011).

Hermans, Erno J., Nick F. Ramsey, & Jack van Honk, "Exogenous Testosterone Enhances Responsiveness to Social Threat in the Neural Circuitry of Social Aggression in Humans," *Biological Psychiatry*, vol. 63(1), pp. 263–270 (2008).

Janowsky, Jeri S., "Thinking with Your Gonads: Testosterone and Cognition," *Trends in Cognitive Science*, vol. 10(2), pp. 77–82 (2006).

Kaplan, Arie, *From Krakow to Krypton: Jews and Comic Books*, Philadelphia: Jewish Publication Society (2008).

Mehta, Pranjal H., & Jennifer Beer, "Neural Mechanisms of the Testosterone-Aggression Relation: The Role of the Orbitofrontal Cortex," *Journal of Cognitive Neuroscience*, vol. 22(10), pp. 2357–2368 (2010).

Peper, Jiska S., Martijn P. van den Heuvel, Rene C. W. Mandl, Hilleke E. Hulshoff Pol, & Jack van Honk, "Sex Steroids and Connectivity in the Human Brain: A Review of Neuroimaging Studies," *Psychoneuroendocrinology*, vol. 36(8), pp. 1101–1113 (2011).

Peterson, Carly K., & Eddie Harmon-Jones, "Anger and Testosterone: Evidence that Situationally-Induced Anger Relates to Situationally-Induced Testosterone," *Emotion*, vol. 12(5), pp. 899–902 (2012).

Ronay, Richard, Interview with Authors (2012).

Ronay, Richard, & Adam D. Galinsky, "Lex Talionis: Testosterone and the Law of Retaliation," *Journal of Experimental Social Psychology*, vol. 47(3), pp. 702–705 (2011).

Salvador, Alicia, "Steroid Hormones and Some Evolutionary-Relevant Social Interactions," *Motivation & Emotion*, vol. 36(1), pp. 74–83 (2012).

Schutter, Dennis J. L. G., & Jack van Honk, "Decoupling of Midfrontal Delta-Beta Oscillation after Testosterone Administration," *International Journal of Psychophysiology*, vol. 53(1), pp. 71–73 (2004).

Stanton, Steven J., O'Dhaniel A. Mullette-Gillman, R. Edward McLaurin, Cynthia M. Kuhn, Kevin S. LaBar, Michael L. Platt, & Scott A. Huettel, "Low- and High-Testosterone Individuals Exhibit Decreased Aversion to Economic Risk," *Psychological Science*, vol. 22(4), pp. 447–453 (2011).

Terburg, David, Barak Morgan, & Jack van Honk, "The Testosterone-Cortisol Ratio: A Hormonal Marker for Proneness to Social Aggression," *International Journal of Law & Psychiatry*, vol. 32(4), pp. 216–223 (2009).

Van der Meija, Leander, Abraham P. Buunk, Mercedes Almela, & Alicia Salvador, "Testosterone Responses to Competition: The Opponent's Psychological State Makes it Challenging," *Biological Psychology*, vol. 84(2), pp. 330–335 (2010).

Van Honk, Jack, "Testosterone Decreases Trust and Empathy in Humans," Paper Presentation at Annual Convention for the Assn. for Psychological Science, San Francisco (2009).

Van Honk, Jack, Dennis J. L. G. Schutter, Erno J. Hermans, & Peter Putnam, "Testosterone, Cortisol, Dominance, & Submission: Biologically Prepared Motivation, No Psychological Mechanisms Involved," *Behavioral Brain Sciences*, vol. 27(1), p. 160 (2004).

Van Honk, Jack, Dennis J. L. G. Schutter, Erno J. Hermans, Peter Putnam, Adriaan Tuiten, & Hans Koppeschaar, "Testosterone Shifts the Balance between Sensitivity for Punishment and Reward

in Healthy Young Women,” *Psychoneuroendocrinology*, vol. 29(7), pp. 937–943 (2004).

Van Rijn, S., A. Aleman, L. de Sonnevile, M. Sprong, T. Ziermans, P. Schothorst, H. van Engeland, & H. Swaab, “Neuroendocrine Markers of High Risk for Psychosis: Salivary Testosterone in Adolescent Boys with Prodromal Symptoms,” *Psychological Medicine*, vol. 41(9), pp. 1815–1822 (2011).

Wu, F. C. W., “Endocrine Aspects of Anabolic Steroids,” *Clinical Chemistry*, vol. 43(7), pp. 1289–1292 (1997).

Yildirim, Baris O., & Jan J. L. Derksen, “A Review on the Relationship between Testosterone and the Interpersonal/Affective Facet of Psychopathy,” *Psychiatry Research*, vol. 197(3), pp. 181–198 (2012).

3.

Ученые пришли к единому мнению о том, что у женщин уровень тестостерона составляет только какую-то долю от уровня тестостерона у мужчин, однако размер этой доли может варьироваться от 1/10 до 1/5. Это расхождение, вероятно, обусловлено тем, что, как установил Стивен Стэнтон и его коллеги (Stanton et al.), существуют большие сезонные различия в уровне тестостерона у мужчин и женщин. (В среднем уровень тестостерона самый высокий осенью и самый низкий летом.) Важно помнить о том, что общая схема влияния тестостерона у женщин примерно та же, что и у мужчин.

“A Beginner’s Guide to Companion Events,” American Kennel Club (2010).

“Colorful History of America’s Dog Show,” Westminster Kennel Club, <http://bit.ly/w6FTjl> (u.d.).

Costa, Raquel, & Alicia Salvador, “Associations between Success and Failure in a Face-to-Face Competition and Psychobiological Parameters in Young Women,” *Psychoneuroendocrinology*, vol. 37(11), pp. 1780–1790 (2012).

Denson, Thomas F., Pranjali H. Mehta, & D. Ho Tan, “Cortisol and Testosterone Jointly Influence Reactive Aggression in Women,”

Paper Presentation, Social Neuroendocrinology Pre-Conference, San Diego (2012).

Dugan, Michael, & Cathy Dugan, "Seven Secrets of Show Dog Success, Pt. 4," *Dogs in Review* (May 2011).

"Economic Benefits of AKC Dog Shows," American Kennel Club flyer (u.d.).

Goetz, Stefan J., S. K. Putnam, & Justin M. Carre, "Effect of Competition Ambiguity on Testosterone Release and Willingness to Compete in Women," Paper Presentation, Social Neuroendocrinology Pre-Conference, San Diego (2012).

Jimenez, Manuel, Raul Aguilar, & Jose R. Alvero-Cruz, "Effects of Victory and Defeat on Testosterone and Cortisol Response to Competition: Evidence for Same Response Patterns in Men and Women," *Psychoneuroendocrinology*, vol. 37(9), pp. 1577–1581 (2012).

Jones, Amanda C, & Robert A. Josephs, "Interspecies Hormonal Interactions between Man and the Domestic Dog (*Canis Familiaris*)," *Hormones & Behavior*, vol. 50(3), pp. 393–400 (2006).

Kennedy Melia, Marilyn, "Professional Dog Handler," *Chicago Tribune*, <http://bit.ly/PvRtxL> (4/2/2000).

Mazur, Allan, Elizabeth Susman, & Sandy Edelbrock, "Sex Difference in Testosterone Response to a Video Game Contest," *Evolution & Human Behavior*, vol. 18(5), pp. 317–326 (1997).

McClarty, Barbara, "In the Ring: The Life of a Dog Handler," *Modern Dog*, <http://bit.ly/S3TOpv> (1992).

Mehta, Pranjal, Correspondence with Authors (2012)

Mehta, Pranjal, Interviews with Authors (2012).

Mehta, Pranjal H., Stefan M. Goetz, & Justin Carre, "The Social Neuroscience of Human Aggression: Genetic, Hormonal, and Neural Underpinning," In: D. Frank & J. Turner, *Handbook of Neurosoaology*, ch. 5, pp. 47–65, New York: Springer (2013).

Mehta, Pranjal H., Amanda C. Jones, & Robert A. Josephs, "The Social Endocrinology of Dominance: Basal Testosterone Predicts

Cortisol Changes and Behavior Following Victory and Defeat? *Journal of Personality & Social Psychology*, vol. 94(6), pp. 1078–1093 (2008).

Mehta, Pranjali H., & Robert A. Josephs, “Testosterone and Cortisol Jointly Regulate Dominance: Evidence for a Dual-Hormone Hypothesis,” *Hormones & Behavior*, vol. 58(5), pp. 898–906 (2010).

Mehta, Pranjali H., & Robert A. Josephs, “Testosterone Change after Losing Predicts the Decision to Compete Again,” *Hormones & Behavior*, vol. 50(5), pp. 684–692 (2006).

Mehta, Pranjali H., Elizabeth V. Wuehrmann, & Robert A. Josephs, “When Are Low Testosterone Levels Advantageous? The Moderating Role of Individual versus Intergroup Competition,” *Hormones & Behavior*, vol. 56(1), pp. 158–162 (2009).

Oliveira, T., M. J. Gouveia, & R. F. Oliveira, “Testosterone Responsiveness to Winning and Losing Experiences in Female Soccer Players,” *Psychoneuroendocrinology*, vol. 34(7), pp. 1056–1064 (2005).

Stanton, Steven J., O’Dhanial A. Mullette-Gillman, & Scott A. Huettel, “Seasonal Variation of Salivary Testosterone in Men, Normally Cycling Women, and Women Using Hormonal Contraceptives,” *Physiology & Behavior*, vol. 104(5), pp. 804–808 (2011).

Taylor, Shelley E., Laura Cousino Klein, Brian P. Lewis, Tara L. Gruenewald, Regan A. R. Gurung, & John A. Updegraff, “Biobehavioral Responses to Stress in Females: Tend-and-Befriend, Not Fight-or-Flight,” *Psychological Review*, vol. 107(3), pp. 411–429 (2000).

Bateman, Chris, & Lennart E. Nacke, “The Neurobiology of Play,” Paper Presentation at Futureplay ‘10 Proceedings of the International Academic Conference on the Future of Game Design and Technology, New York (2010).

Carre, Justin, Correspondence with Authors (2012).

- Carre, Justin, Interviews with Authors (2012).
- Carre, Justin M., “No Place Like Home: Testosterone Responses to Victory Depend on Game Location,” *American Journal of Human Biology*, vol. 21(3), pp. 392–394 (2009).
- Carre, Justin, Cameron Muir, Joey Belanger, & Susan K. Putnam, “Pre-Competition Hormonal and Psychological Levels of Elite Hockey Players: Relationship to the ‘Home Advantage,’” *Physiology & Behavior*, vol. 89(3), pp. 392–398 (2006).
- Fuxjager, Matthew J., Robin M. Forbes-Lorman, Dylan J. Coss, Catherine J. Auger, Anthony P. Auger, & Catherine A. Marlera, “Winning Territorial Disputes Selectively Enhances Androgen Sensitivity in Neural Pathways Related to Motivation and Social Aggression,” *Proceedings of the National Academy of Sciences*, vol. 107(27), pp. 12393–12398 (2010).
- Fuxjager, Matthew J., Gabriel Mast, Elizabeth A. Becker, & Catherine A. Marler, “The ‘Home Advantage’ Is Necessary for a Full Winner Effect and Changes in Post-Encounter Testosterone,” *Hormones & Behavior*, vol. 56(2), pp. 214–219 (2009).
- Oxford, Jonathan, Davide Ponzi, & David C. Geary, “Hormonal Responses Differ When Playing Violent Video Games against an Ingroup and Outgroup,” *Evolution & Human Behavior*, vol. 31(3), pp. 201–209 (2010).
- Putnam, Susan K., & Justin Carre, “Game Location Moderates the Relationship between Anticipatory Testosterone Changes and Athletic Performance,” *International Journal of Sports Physiology*, vol. 7(3), pp. 301–303 (2012).
- Van Anders, Sari M., & Neil V. Watson, “Effects of Ability- and Chance-Determined Competition Outcome on Testosterone,” *Physiology & Behavior*, vol. 90 (4), pp. 634–642 (2007).
- Wagner, John D., Mark V. Flinn, & Barry G. England, “Hormonal Response to Competition among Male Coalitions,” *Evolution & Human Behavior*, vol. 23(6), pp. 437–442 (2002).

4.

Ссылки на другие исследования реакции на стресс можно найти в примечаниях к главе 4, а также в работе Николаса Роледера и его коллег (Rohleder et al.) и Ренаты Дейнзер и коллег (Deinzer et al.), о которых шла речь в главе 1. Стоит также обратить внимание на упомянутые в книге исследования по поводу биохимических аспектов тревоги и вызова или угрозы.

Akinola, Modupe, & Mendes, Wendy Berry, "Stress-Induced Cortisol Facilitates Threat-Related Decision Making among Police Officers," *Behavioral Neuroscience*, vol. 126(1), pp. 167–174 (2012).

Bourdeau, Isabelle, & Constantine A. Stratakis, "Pharmacology of Glucocorticoids," In: Helen L. Henry & Anthony W. Norman (Eds.), *Encyclopedia of Hormones*, pp. 104 et seq., San Diego: Academic Press (2003).

Ehrhart-Bornstein, Monika, & Stefan R. Bornstein, "Cross-Talk between Adrenal Medulla and Adrenal Cortex in Stress," *Annals of the New York Academy of Sciences*, vol. 1148, pp. 112–117 (2008).

Ell, Shawn W., Brandon Cosley, & Shannon K. McCoy, "When Bad Stress Goes Good: Increased Threat Reactivity Predicts Improved Category Learning Performance," *Psychonomic Bulletin & Review*, vol. 18(1), pp. 96–102 (2011).

Filaire, Edith, Deborah Alix, Claude Ferrand, & Michel Verger, "Psychophysiological Stress in Tennis Players during the First Single Match of a Tournament," *Psychoneuroendocrinology*, vol. 34(1), pp. 150–157 (2009).

Gonzalez-Bono, E., A. Salvador, M. A. Serrano, & J. Ricarte, "Testosterone, Cortisol, and Mood in a Sports Team Competition," *Hormones & Behavior*, vol. 35(1), pp. 55–62 (1999).

Het, Serkan, Daniela Schoofs, Nicolas Rohleder, & Oliver Wolf, "Stress-Induced Cortisol Level Elevations Are Associated with Reduced Negative Affect after Stress: Indications for a

Mood-Buffering Cortisol Effect,” *Psychosomatic Medicine*, vol. 74(1), pp. 23–32 (2012).

Joels, Maiian, Gullen Fernandez, & Benno Roozendaal, “Stress and Emotional Memory: A Matter of Timing,” *Trends in Cognitive Sciences*, vol. 15(6), pp. 280–288 (2011).

Kivlighan, Katie T, Douglas A. Granger, & Alan Booth, “Gender Differences in Testosterone and Cortisol Response to Competition,” *Psychoneuroendocrinology*, vol. 30(1), pp. 58–71 (2005).

Koolhaas, J. M., A. Bartolomucci, B. Buwalda, S. F. de Boer, G. Fliigge, S. M. Korte, P. Meerlo, R. Murison, B. Olivier, PL Palanza, G. Richter-Levin, A. Sgoifo, T. Stcimer, O. Stiedl, G. van Dijk, M. Wohr, & E. Fuchs, “Stress Revisited: A Critical Evaluation of the Stress Concept,” *Neuroscience & Biobehavwral Reviews*, vol. 35(5), pp. 1291–1301 (2011).

Kudielka, Brigitte M., D. H. Hellhammer, & Stefan Wiist, “Why Do We Respond So Differently? Reviewing Determinants of Human Salivary Cortisol Responses to Challenge,” *Psychoneuroendocrinology*, vol. 34(1), pp. 2–18 (2009).

Kyrou, Ioannis, & Constantine Tsigos, “Stress Hormones: Physiological Stress and Regulation of Metabolism,” *Current Opinion in Pharmacology*, vol. 9(6), pp. 787–793 (2009).

Montoya, Estrella R., David Terburg, Peter A. Bos, & Jack van Honk, “Testosterone, Cortisol, and Serotonin,” *Motivation & Emotion*, vol. 36(1), pp. 65–73 (2012).

Putman, Peter, Niki Antypa, Panagiota Crysovergi, & Willem A. J. van der Does, “Exogenous Cortisol Acutely Influences Motivated Decision Making in Healthy Young Men,” *Psychopharmacology*, vol. 208(2), pp. 257–263 (2010).

Putman, Peter, Erno J. Hermans, Hans Koppeschaar, Alexandra van Schijndel, & Jack van Honk, “A Single Administration of Cortisol Acutely Reduces Preconscious Attention for Fear in

Anxious Young Men,” *Psychoneuroendocrinology*, vol. 32(7), pp. 793–802 (2007).

Putman, Peter, & Karin Roelofs, “Effects of Single Cortisol Administrations on Human Affect Reviewed: Coping with Stress through Adaptive Regulation of Automatic Cognitive Processing,” *Psychoneuroendocrinology*, vol. 32(7), pp. 793–802 (2007).

Rimmele, Ulrike, Roland Seiler, Bernard Marti, Petra H. Wirtz, Ulrike Ehlert, & Markus Heinrichs, “The Level of Physical Activity Affects Adrenal and Cardiovascular Reactivity to Psychosocial Stress,” *Psychoneuroendocrinology*, vol. 34(2), pp. 190–198 (2009).

Soravia, Leila M., Markus Heinrichs, Amanda Aerni, Caroline Maroni, Gustav Schelling, Ulrike Ehlert, Benno Roozendaal, & Dominique J-F de Quervain, “Glucocorticoids Reduce Phobic Fear in Humans,” *Proceedings of the National Academy of Sciences*, vol. 103(14), pp. 5585–5590 (2006).

Van Peer, Jacobien M., Karin Roelofs, & Philip Spinhoven, “Cortisol Administration Enhances the Coupling of Midfrontal Delta and Beta Oscillations,” *International Journal of Psychophysiology*, vol. 67(2), pp. 144–150 (2008).

Wurtman, Richard J., “Stress and the Adrenocortical Control of Epinephrine Synthesis,” *Metabolism — Clinical & Experimental*, vol. 51(6), Pt. B, pp. 11–14 (2002).

Zilioli, Samuele, & Neil V. Watson, “The Hidden Dimensions of the Competition Effect: Basal Cortisol and Basal Testosterone Jointly Predict Changes in Salivary Testosterone after Social Victory in Men,” *Psychoneuroendocrinology*, vol. 37(11), pp. 1855–1865 (2012).

Baron Cohen, Simon, *The Essential Difference. Men, Women, and the Truth about Autism*, New York: Basic Books (2004).

Baron-Cohen, Simon, Sally Wheelwright, Jacqueline Hill, Yogini Raste, & Ian Plumb, “The ‘Reading the Mind in the Eyes’ Test Revised Version: A Study with Normal Adults, and Adults with

Asperger Syndrome or High-Functioning Autism,” *Journal of Child Psychology & Psychiatry*, vol. 42(2), pp. 241–251 (2001).

Bartz, Jennifer, “Interactionist Perspective on the Prosocial Effects of Oxytocin in Humans,” Paper Presentation, Social Neuroendocrinology Pre-Conference, San Diego (2012).

Bartz, Jennifer, Daphne Simeon, Holly Hamilton, Suah Kim, Sarah Crystal, Ashley Braun, Victor Vicens, & Eric Hollander, “Oxytocin Can Hinder Trust and Cooperation in Borderline Personality Disorder,” *Social Cognitive & Affective Neuroscience*, vol. 6(5), pp. 556–563 (2011).

Bos, Peter A., Jaak Pansepp, Rose-Marie Bluthe, & Jack van Honk, “Acute Effects of Steroid Hormones and Neuropeptides on Human Social-Emotional Behavior: A Review of Single Administration Studies,” *Frontiers in Neuroendocrinology*, vol. 33(1), pp. 17–35 (2012).

Bullock, Sandra, Quinton Aaron (perfs.), Hancock, John Lee (dir./scr.), *The Blind Side*, Warner Bros., Film (2009).

Churchland, Patricia S., & Piotr Winkielman, “Modulating Social Behavior with Oxytocin: How Does It Work? What Does It Mean?,” *Hormones & Behavior*, vol. 61(3), pp. 392–399 (2012).

De Dreu, Carsten, Interviews with Authors (2012).

De Dreu, Carsten K. W., “The Neuroendocrinology of ‘Tend-and-Defend’ Responding in Intergroup Conflict,” Paper Presentation, Social Neuroendocrinology Pre-Conference, San Diego (2012).

De Dreu, Carsten K. W., “Oxytocin Modulates Cooperation within and Competition between Groups: An Integrative Review and Research Agenda,” *Hormones & Behavior*, vol. 61(3), pp. 419–428 (2012).

De Dreu, Carsten K. W., “Oxytocin Modulates the Link between Adult Attachment and Cooperation through Reduced Betrayal Aversion,” *Psychoneuroendocrinology*, vol. 37(7), pp. 871–880 (2012).

De Dreu, Carsten K. W., Lindred L. Greer, Michel J. J. Handgraaf, Shaul Shalvi, & Gerben A. Van Kleef, "Oxytocin Modulates Selection of Allies in Intergroup Conflict," *Proceedings of the Royal Society of Biological Sciences, B*, vol. 279(1731), pp. 1150–1154 (2012).

De Dreu, Carsten K. W., Lindred L. Greer, Gerben A. Van Kleef, Shaul Shalvi, & Michel J. J. Handgraaf, "Oxytocin Promotes Human Ethnocentrism," *Proceedings of the National Academy of Sciences*, vol. 108(4), pp. 1262–1266 (2011).

Domes, Gregor, Markus Heinrichs, Jan Glascher, Christain Buchel, Dieter F. Braus, & Sabine C. Herpertz, "Oxytocin Attenuates Amygdala Responses to Emotional Faces Regardless of Valence," *Biological Psychiatry*, vol. 62(10), pp. 1187–1190 (2007).

Domes, Gregor, Markus Heinrichs, Andre Michel, Christop Berger, & Sabine C. Herpertz, "Oxytocin Improves 'Mind-Reading' in Humans," *Biological Psychiatry*, vol. 61(6), pp. 731–733 (2007).

Fischer-Shofty, Meytal, Yechiel Levkovitz, & Simone G. Shamay-Tsoory, "Oxytocin Facilitates Accurate Perception of Competition in Men and Kinship in Women," *Social Cognitive & Affective Neuroscience*, online early release, doi:10.1093/scan/nsrl00524 (2012).

Gamer, Matthias, Bartosz Zurowski, & Christian Buchel, "Different Amygdala Subregions Mediate Valence-Related and Attentional Effects of Oxytocin in Humans," *Proceedings of the National Academy of Sciences*, vol. 107(20), pp. 9400–9405 (2010).

Gamer, Matthias, Bartosz Zurowski, & Christian Büchel, "Oxytocin Specifically Enhances Valence-Dependent Parasympathetic Responses," *Psychoneuroendocrinology*, vol. 37(1), pp. 87–93 (2012).

Gordon, Ilanit, Carina Martin, Ruth Feldman, & James F. Leckman, "Oxytocin and Social Motivation," *Developmental Cognitive Neuroscience*, vol. 1(4), pp. 471–493 (2011).

Guastella, Adam J., Philip B. Mitchell, & Mark R. Dadds, "Oxytocin Increases Gaze to the Eye Region of Human Faces," *Biological Psychiatry*, vol. 63(1), pp. 3–5 (2008).

Hahn-Holbrook J., M. Haselton, J. Holt-Lunstad, C. Holbrook, L. Glynn, & C. Dunkel Schetter, "The Role of Breastfeeding and Oxytocin in Shaping the Maternal Mind," Paper Presentation, Social Neuroendocrinology Pre-Conference, San Diego (2012).

Hahn-Holbrook, Jennifer, Julianne Holt-Lunstad, Colin Holbrook, Sarah M. Coyne, & E. Thomas Lawson, "Maternal Defense: Breast Feeding Increases Aggression by Reducing Stress," *Psychological Science*, vol. 22(10), pp. 1288–1295 (2011).

Heinrichs, Markus, & Gregor Domes, "Neuropeptides and Social Behaviour: Effects of Oxytocin and Vasopressin in Humans," *Progress in Brain Research*, vol. 170, pp. 337–350 (2008).

Kubzansky, Laura D., Wendy Berry Mendes, Allison A. Appleton, Jason Block, & Gail K. Adler, "A Heart Felt Response: Oxytocin Effects on Response to Social Stress in Men and Women," *Biological Psychology*, vol. 90(1), pp. 1–9 (2012).

Mendes, Wendy Berry, "Psychological States Potentiate the Effect of Hormones on Affective Experiences," Paper Presentation, Social Neuroendocrinology Pre-Conference, San Diego (2012).

Rimmele, Ulrike, Karin Hediger, Markus Heinrichs, & Peter Klaver, "Oxytocin Makes a Face in Memory Familiar," *Journal of Neuroscience*, vol. 29(1), pp. 38–42 (2009).

Simeon D., J. Bartz, H. Hamilton, S. Crystal, A. Braun, S. Ketay, & E. Hollander, "Oxytocin Administration Attenuates Stress Reactivity in Borderline Personality Disorder: A Pilot Study," Paper Presentation, Social Neuroendocrinology Pre-Conference, San Diego (2012).

Van Anders, Sari M., Katherine L. Goldey, & Patty X. Kuo, "The Steroid/Peptide Theory of Social Bonds: Integrating

Testosterone and Peptide Responses for Classifying Social Behavioral Contexts,” *Psychoneuroendocrinology*, vol. 36(9), pp. 1265–1275 (2011).

Young, Larry, & Hans H. Zingg, “Oxytocin,” In: Anne M. Etgen & Donald W. Pfaff (Eds.), *Molecular Mechanisms of Hormones Actions on Behavior*, ch. 25, pp. 783–802, San Diego: Academic Press (2009).

Zak, Paul J., *The Moral Molecule: The Source of Love and Prosperity*, New York: Dutton / Penguin Group (2012).

5.

Aarts, Henk, & Jack van Honk, “Testosterone and Unconscious Positive Priming Increase Human Motivation Separately,” *NeuroReport*, vol. 20(14), pp. 1300–1303 (2009).

Carre, Justin, “The Social Neuroendocrinology of Human Aggression,” Paper Presentation, Social Neuroendocrinology Pre-Conference, San Diego (2012).

Edwards, David A., “Competition and Testosterone,” *Hormones & Behavior*, vol 50 pp 681–683 (2006).

Edwards, David A., Correspondence with Author (2012).

Edwards, David A., & Lauren S. Kurlander, “Women’s Intercollegiate Volleyball and Tennis: Effects of Warm-Up, Competition, and Practice on Saliva Levels of Cortisol and Testosterone,” *Hormones & Behavior*, vol. 58(4), pp. 606–613 (2010).

Edwards, David A., Jennifer Waters, Alexis Weiss, & Amalia Jarvis, “Intercollegiate Athletics: Competition Increases Saliva Testosterone in Women Soccer, Volleyball, and Softball Players,” In: L. I. Ardis (Ed.), in *Testosterone Research Trends*, ch. 1, pp. 159–209, New York: Nova Science Publishers, Inc. (2007).

Edwards, David A., Karen Wetzel, & Dana R. Wyner, “Intercollegiate Soccer: Saliva Cortisol and Testosterone Are Elevated during Competition, and Testosterone Is Related to

Status and Social Connectedness with Teammates,” *Physiology & Behavior*, vol. 87(1), pp. 135–143 (2006).

Eisenegger, C, M. Naef, R. Snozzi, M. Heinrichs, & E. Fehr, “Prejudice and Truth about the Effect of Testosterone on Human Bargaining Behavior,” *Nature*, vol. 463, pp 356–359 (2010).

Fannin, Noel, & James M. Dabbs, Jr., “Testosterone and the Work of Firefighters: Fighting Fires and Delivering Medical Care,” *Journal of Research in Personality*, vol. 37(2), pp. 107–115 (2003).

Gesquiere, Laurence R., Niki H. Learn, M. Carolina M. Simao, Patrick O. Onyango, & Susan C. Alberts, “Life at the Top: Rank and Stress in Wild Male Baboons,” *Science*, vol. 333(6040), pp. 357–360 (2011).

Gleason, Erin D., Matthew J. Fuxjager, Temitayo O. Oyegbile, & Catherine A. Marler, “Testosterone Release and Social Context: When It Occurs and Why,” *Frontiers in Neuroendocrinology*, vol. 30(4), pp. 460–469 (2009).

Gordon, Ilanit, Carina Martin, Ruth Feldman, & James F. Leckman, “Oxytocin and Social Motivation,” *Developmental Cognitive Neuroscience*, vol. 1(4), pp. 471–493 (2011).

Josephs, Robert A., Pranjal H. Mehta, & Justin M. Carre, “Gender and Social Environment Modulate the Effects of Testosterone on Social Behavior: Comment on Eisenegger et al.,” *Trends in Cognitive Sciences*, vol. 15(11), p. 509 (2011).

Josephs, Robert A., Jennifer Guinn Sellers, Matthew L. Newman, & Pranjal H. Mehta, “The Mismatch Effect: When Testosterone and Status Are at Odds,” *Journal of Personality and Social Psychology*, vol. 90(6), pp. 999–1013 (2006).

Liening, S. H., P. H. Mehta, & R. A. Josephs, “Competition,” In: Vilanayur S. Ramachandran (Ed.), *Encyclopedia of Human Behavior*, New York: Academic Press (2012).

Miller, Saul L., Jon K. Maner, & James K. McNulty, “Adaptive Attunement to the Sex of Individuals, at a Competition: The Ratio

of Opposite- to Same-Sex Individuals Correlates with Changes in Competitors' Testosterone Levels," *Evolution & Human Behavior*, vol. 33(1), pp. 57–63 (2012).

Ronay, Richard, Interview with Authors (2012).

Sapolsky, Robert M., "Sympathy for the CEO," *Science*, vol. 333 (6040), pp. 293–294 (2011).

Sellers, Jennifer, Interview with Authors (2012).

Sellers, Jennifer Guinn, Matthais R. Mehl, & Robert A. Josephs, "Hormones and Personality: Testosterone as a Marker of Individual Differences," *Journal of Research in Personality*, vol. 14(1), pp. 126–138 (2007).

Stanton, Stephen, Interview with Authors (2012).

Van Anders, Sari M., Katherine L. Goldey, & Patty X. Kuo, "The Steroid/Peptide Theory of Social Bonds: Integrating Testosterone and Peptide Responses for Classifying Social Behavioral Contexts," *Psychoneuroendocrinology*, vol. 36(9), pp. 1265–1275 (2011).

Van Honk, Jack, "Testosterone Decreases Trust and Empathy in Humans," Paper Presentation at Annual Convention for Assn. for Psychological Science, San Francisco, CA (2009).

Van Honk, Jack, Dennis J. L. G. Schutter, Erno J. Hermans, & Peter Putnam, "Testosterone, Cortisol, Dominance, & Submission: Biologically Prepared Motivation, No Psychological Mechanisms Involved," *Behavioral Brain Sciences*, vol. 27(1), p. 160 (2004).

Zitzmann, M., & E. Nieschlag, "Testosterone Levels in Healthy Men and the Relation to Behavioural and Physical Characteristics: Facts and Constructs," *European Journal of Endocrinology*, vol. 144(3), pp. 183–197 (2001).

Часть IV

Цитата Патти Смит взята из статьи Скотта Коэна: Scott Cohen, "Patti Smith: Can You Hear Me Ethiopia?" *Circus Magazine* (Dec. 14, 1976).

Глава 10

1.

Информацию о результатах Джейсона Лезака можно найти в главе 1. Кроме того, стоит ознакомиться с результатами исследований нейронауки по теме ошибок, о которых идет речь в главе 7; особого внимания заслуживают исследования по вопросу сотрудничества и соперничества (например, de Bruijn et al. и Decenty et al.).

Cikara, Mina, Matthew M. Botvinick, & Susan T. Fiske, "Us versus Them: Social Identity Shapes Neural Responses to Intergroup Competition and Harm," *Psychological Science*, vol. 22(3), pp. 306–313 (2011).

Lezak, Jason, Interview with Author (2012).

Molenberghs, Pascal, Veronika Halasz, Jason B. Mattingley, Eric J. Vanman, & Ross Cunnington, "Seeing is Believing: Neural Mechanisms of Action-Perception Are Biased by Team Membership," online early release, doi:10.1002/hbm.22044 (2012).

Schloss, Karen B., Rosa M. Poggesi, & Stephen E. Palmer, "Effects of University Affiliation and 'School Spirit' on Color Preferences: Berkeley versus Stanford," *Psychonomic Bulletin & Review*, vol. 18(3), pp. 498–504 (2011).

Walton, Gregory M., Geoffrey L. Cohen, David Cwir, & Steven J. Spencer, "Mere Belonging: The Power of Social Connections," *Journal of Personality & Social Psychology*, vol. 102(3), pp. 513–532 (2012).

2

Allen, Natalie J., & Tracy D. Hecht, "The 'Romance of Teams': Toward an Understanding of Its Psychological Underpinnings

and Implications,” *Journal of Occupational and Organizational Psychology*, vol. 77(4), pp. 439–461 (2010).

Bikfalvi, Andrea, “Teamwork in Production: Implementation, Its Determinants, and Estimates for German Manufacturing,” *Human Factors and Ergonomics in Manufacturing & Service Industries*, vol. 21(3), pp. 244–259 (2011).

Cain, Susan, *Quiet: The Power of Introverts in a World that Cant Stop Talking*, New York: Crown Publishers (2012) (regarding use of teams in American classrooms).

Erev, Ido, Gary Bornstein, & Rachely Galili, “Constructive Intergroup Competition as a Solution to the Rider Problem: A Field Experiment,” *Journal of Experimental Social Psychology*, vol. 29, pp. 463–478 (1993).

Garvey, Charlotte, “Focus on Compensation-Steer Teams with the Right Pay,” *HR Magazine*, vol. 47(5), <http://bit.ly/O7TIHl> (2002) (reporting on USC analysis of the rise of companies using team-based compensation).

Gibson, Cnstina B., Christine L. Porath, George S. Benson, & Edward E. Lawler III, “What Results When Firms Implement Practices: The Differential Relationship between Specific Practices, Firm Financial Performance, Customer Service, and Quality,” *Journal of Applied Psychology*, vol. 92(6), pp. 1467–1480 (2007).

Maymin, Allan, Philip Maymin, & Eugene Shen, “NBA Chemistry: Positive and Negative Synergies in Basketball,” <http://ssrn.com/abstract=1935972> (10/7/2011).

Maynard, M. Travis, John E. Mathieu, Tammy L. Rapp, & Lucy L. Gilson, “Something(s) Old and Something(s) New: Modeling Drivers of Global Virtual Team Effectiveness,” *Journal of Organizational Behavior*, vol. 33(3), pp. 342–365 (2012).

Naquin, Charles E., & Renee O. Tynan, “The Team Halo Effect: Why Teams Are Not Blamed for Their Failures,” *Journal of Applied Psychology*, vol. 88(2), pp. 332–340 (2003).

- Rapp, Adam, Michael Ahearne, John Mathieu, & Tammy Rapp, "Managing Sales Teams in a Virtual Environment," *International Journal of Research in Marketing*, vol. 27(3), pp. 213–224 (2010).
- Staw, Barry M., "Attribution of the 'Causes' of Performance: A General Alternative Interpretation of Cross-Sectional Research on Organizations," *Organizational Behavior & Human Performance*, vol. 13(3), pp. 414–432 (1975).
- Staw, Barry M., & Lisa D. Epstein, "What Bandwagons Bring: Effects of Popular Management Techniques on Corporate Performance, Reputation, and CEO Pay," *Administrative Science Quarterly*, vol. 45(3), pp. 523–556 (2000).
- Tannenbaum, Scott I., John Mathieu, Eduardo Salas, & Debra Cohen, "Teams Are Changing: Are Research and Practice Evolving Fast Enough?" *Industrial and Organizational Psychology*, vol. 5(1), pp. 2–24 (2012).
- Wageman, Ruth, Heidi Gardner, & Mark Mortensen, "The Changing Ecology of Teams: New Directions for Teams Research," *Journal of Organizational Behavior*, vol. 33(3), pp. 301–315(2012).
- West, Michael A., & Joanne Lyubovnikova, "Real Teams or Pseudo Teams? The Changing Landscape Needs a Better Map," *Industrial and Organizational Psychology*, vol. 5(1), pp. 25–28 (2012).
- Aube, Caroline, Vincent Rousseau, & Sebastien Tremblay, "Team Size and Quality of Group Experience: The More the Merrier?," *Group Dynamics: Theory, Research, and Practice*, vol. 15(4), pp. 357–375 (2011).
- Barkan, Rachel, Ido Erev, Einat Zinger, & Mayan Tzach, "Tip Policy, Visibility and Quality of Service in Cafes," *Tourism Economics*, vol. 10(4), pp. 449–462 (2004).
- Barnes, Christopher M., John R. Hollenbeck, David T. Wagner, D. Scott DeRue, Jennifer D. Nahrgang, & Kelly M. Schwind, "Harmful Help: The Costs of Backing-Up Behavior in Teams," *Journal of Applied Psychology*, vol. 93(3), pp. 529–539 (2008).

- “A Call for Raising Industry Benchmarks in IT Service Delivery,” Tata Consultancy Services (TCS), <http://bit.ly/OwMc9N> (2012).
- Carron, Albert V., Shauna M. Burke, & Kim M. Shapcott, “Enhancing Team Effectiveness,” In: Britton W. Brewer, *Sport Psychology*, ch. 7, Oxford: Wiley-Blackwell (2009).
- Dalenberg, Sander, Ad L. W. Vogelaar, & Bianca Beersma, “The Effect of a Team Strategy Discussion on Military Team Performance,” *Military Psychology*, vol. 21(supp. 2), pp. S31–S46 (2009).
- Driskell, James E., & Eduardo Salas, “Groupware, Group Dynamics, and Team Performance,” In: Clint Bowers, Eduardo Salas, & Florian Jentsch (Eds.), *Creating High-Tech Teams: Practical Guidance on Work Performance and Technology*, Washington, DC: American Psychological Assn. (2006).
- Ellis, Aleksander P. J., “System Breakdown: The Role of Mental Models and Transactive Memory in the Relationship between Acute Stress and Team Performance,” *Academy of Management Journal*, vol. 49(3), pp. 576–589 (2006).
- Fincannon, Thomas, Joseph R. Keebler, Florian Jentsch, Elizabeth Phillips, & A. William Evans III, “Team Size, Team Role, Communication Modality, and Team Coordination in the Distributed Operation of Multiple Heterogeneous Unmanned Vehicles,” *Journal of Cognitive Engineering & Decision Making*, vol. 5(1), pp. 106–131 (2011).
- Gardner, Heidi K., “Performance Pressure as a Double-Edged Sword Enhancing Team Motivation but Undermining the Use of Team Knowledge,” *Administrative Science Quarterly*, vol. 57(1), pp. 1–46 (2012).
- Johnson, Michael D., John R. Hollenbeck, Stephen E. Humphrey, Daniel R. Ilgen, Dustin Jundt, & Christopher J. Meyer, “Cutthroat Competition: Asymmetrical Adaptation to Changes in Team Reward Structures,” *Academy of Management Journal*, vol. 49(2), pp. 103–119 (2006).

Mueller, Jennifer S., “Why Individuals in Larger Teams Perform Worse,” *Organizational Behavior & Human Decision Processes*, vol. 117(1), pp. 111–124 (2012).

Noe, Raymond A., Ali McConnell Dachner, Brian Sexton, & Kathryn E. Keeton, “Team Training for Long-Duration Missions in Isolated and Confined Environments: A Literature Review, an Operational Assessment, and Recommendations for Practice and Research,” NASA/TM-2011–216162, Houston: NASA (2011).

Nokes-Malach, Timothy J., Michelle L. Meade, & Daniel G. Morrow, “The Effect of Expertise on Collaborative Problem Solving,” *Thinking & Reasoning*, vol. 18(1), pp. 32–58 (2012).

Salas, Eduardo, Diana R. Nichols, & James E. Driskell, “Testing Three Team Training Strategies in Intact Teams: A Meta-Analysis,” *Small Group Research*, vol. 38(4), pp. 471–488 (2007).

Staats, Bradley R., Correspondence with Author (2012).

Staats, Bradley R., Katherine L. Milkman, & Craig R. Fox, “The Team Scaling Fallacy: Underestimating the Declining Efficacy of Teams,” *Organizational Behavior & Human Decision Processes*, vol. 118(2), pp. 132–142 (2012).

3.

Carron, Albert V., Shauna M. Burke, & Kim M. Shapcott, “Enhancing Team Effectiveness,” In: Britton W. Brewer, *Sport Psychology*, ch. 7, Oxford: Wiley-Blackwell (2009).

Edmondson, Amy C, “Teamwork on the Fly,” *Harvard Business Review*, vol. 90(4), (Apr. 2012).

Hackman, J. Richard, *Collaborative Intelligence: Using Teams to Solve Hard Problems*, San Francisco: Berrett-Koehler Publishers, Inc. (2011).

Hackman, J. Richard, “From Causes to Conditions in Group Research,” *Journal of Organizational Behavior*, vol. 33(3), pp. 428–444 (2012).

Hackman, J. Richard, "Why Teams Don't Work," *Leader to Leader*, vol. 1998(7), pp. 24–31 (1998).

Hackman, J. Richard, & Ruth Wageman, "When and How Team Leaders Matter," *Research in Organizational Behavior*, vol. 26, pp. 37–74 (2005).

Klein, Cameron, Deborah DiazGranados, Eduardo Salas, Huy Le, & C. Shawn Burke, "Does Team Building Work?," *Small Group Research*, vol. 40(1), pp. 181–222 (2009).

Salas, Eduardo, Nancy J. Cooke, & Michael A. Rosen, "On Teams, Teamwork, and Team Performance: Discoveries and Developments," *Human Factors: The Journal of the Human Factors and Ergonomics Society*, vol. 50(3), pp. 540–547 (2008).

Shuffler, Manssa L., Deborah DiazGranados, & Eduardo Salas, "There's a Science for That," *Current Directions in Psychological Science*, vol. 20(6), pp. 365–372 (2011).

Valentine, Melissa, Interview with Author (2012).

Valentine, Melissa A., & Amy C. Edmondson, "Team Scaffolds: How Minimal In-Group Structures Support Fast-Paced Teaming," Harvard Business School Working Paper, No. 12–062 (1/18/2012).

Weaver, Sallie J., Michael A. Rosen, Eduardo Salas, Karyn D. Baum, & Heidi B. King, "Integrating the Science of Team Training: Guidelines for Continuing Education," *Journal of Continuing Education in the Health Professions*, vol. 30(4), pp. 208–220 (2010).

Woolley, Anita, Interview with Author (2012).

Woolley, Anita Williams, "Responses to Adversarial Situations and Collective Intelligence," *Journal of Organizational Behavior*, vol. 32(7), pp. 978–983 (2011).

4.

Bradley, Bret H., Bennett E. Postlethwaite, Anthony C. Klotz, Maria R. Hamdani, & Kenneth G. Brown, "Reaping the Benefits of Task Conflict in Teams: The Critical Role of Team Psychological

Safety Climate,” *Journal of Applied Psychology*, vol. 97(1), pp. 151–158 (2012).

Driskell, James E., Gerald F. Goodwin, Eduardo Salas, & Patrick Gavan O’Shea, “What Makes a Good Team Player? Personality and Team Effectiveness,” *Group Dynamics: Theory, Research, and Practice*, vol. 10(4), pp. 249–271 (2006).

Feynman, Richard P., *Surely, You’re Joking Mr. Feynman*, New York: W. W. Norton (1997).

Fischer, Bill, & Andy Boynton, “Virtuoso Teams,” *Harvard Business Review*, vol. 83(7), pp. 116–123 (2005).

Gelfand, Michele Joy, Jeanne M. Brett, Lynn Imai, Hwa-Hwa Tsai, & Daphne Huang, “Team Negotiation across Cultures: When and Where Are Two Heads Better Than One?” Paper Presentation at IACM 18th Annual Conference, Amsterdam, <http://bit.ly/O7TNuJ> (2005).

Gibson, Cristina B., & Dana M. McDaniel, “Moving beyond Conventional Wisdom: Advancements in Cross-Cultural Theories of Leadership, Conflict, and Teams,” *Perspectives on Psychological Science*, vol. 5(4), pp. 450–462 (2010).

Gleick, James, *Genius: The Life of Science of Richard Feynman*, New York: Vintage Books (1993).

Hong, Sung-Mook, & Salvatora Faedda, “Refinement of the Hong Psychological Reactance Scale,” *Educational and Psychological Measurement*, vol. 56(1), pp. 173–182 (1996).

Kearns Goodwin, Doris, *Team of Rivals*, New York: Simon & Schuster (2005).

Kozlowski, Steve W. J., & Daniel R. Illgen, “Enhancing the Effectiveness of Work Groups and Teams,” *Psychological Science in the Public Interest*, vol. 7(3), pp. 77–124 (2006).

Leander, N. Pontus, Interview with Author (2012).

Leander, N. Pontus, Tanya L. Chartrand, & Wendy Wood, “Mind Your Mannerisms: Behavioral Mimicry Elicits Stereotype

Conformity,” *Journal of Experimental Social Psychology*, vol. 47(1), pp. 195–201 (2011).

Moll, Tjerk, Geir Jordet, & Gert-Jan Pepping, “Emotional Contagion in Soccer Penalty Shootouts: Celebration of Individual Success is Associated with Ultimate Team Success,” *Journal of Sports Sciences*, vol. 28(9), pp. 983–992 (2010).

Pierro, Antonio, Fabio Presaghi, E. Tory Higgins, Kristen M. Klein, & Arie W. Kruglanski, “Frogs and Ponds: A Multilevel Analysis of the Regulatory Mode Complementarity Hypothesis,” *Personality and Social Psychology Bulletin*, vol. 38(2), pp. 269–279 (2012).

Reiter-Palmon, Roni, Remarks at Session on Team Creativity in Science, Technology, Engineering, & Mathematics (STEM), Annual Convention of the American Psychological Assn., Orlando (2012).

Reiter-Palmon, Roni, “Team Creativity and Innovation: Current Findings and Future Research Needs,” Remarks at Annual Convention of the American Psychological Assn., Washington, DC (2011).

Wolfe, Tom, *The Right Stuff*, New York: Bantam / Farrar, Straus & Giroux (1979/1980).

Woolley, Anita Williams, Christopher F. Chabris, Alex Pentland, Nada Hashmi, & Thomas W. Malone, “Evidence for a Collective Intelligence Factor in the Performance of Human Groups,” *Science*, vol. 330(6004), pp. 686–688 (2010).

Allmendinger, Jutta, & J. Richard Hackman, “The More, the Better? A Four-Nation Study of the Inclusion of Women in Symphony Orchestras,” *Social Forces*, vol. 74(2), pp. 423–460 (1995).

Allmendinger, Jutta, & J. Richard Hackman, “Organizations in Changing Environments: The Case of East German Symphony Orchestras,” *Administrative Science Quarterly*, vol. 41(3), pp. 337–369 (1996).

Allmendinger, Jutta, J. Richard Hackman, & Erin V. Lehman, "Life and Work in Symphony Orchestras," *Musical Quarterly*, vol. 80(2), pp. 194–219 (1996).

Berri, David J., Michael A. Leeds, Eva Marikova Leeds, & Michael Mondello, "The Role of Managers," *International Journal of Sport Finance*, vol. 4, pp. 75–93 (2009).

Buccioli, Alessandro, & Marco Piovesan, "Pay Dispersion and Work Performance," Harvard Business School Research Paper Series, No. 12–075, <http://ssrn.com/abstract=2012514> (2012).

Chan, Tat Y, Jia Li, & Lamar Pierce, "Compensation and Peer Effects in Competing Sales Teams," <http://ssrn.com/abstract=1367441> (2012).

Hackman, J. Richard, "Learning More by Crossing Levels: Evidence from Airplanes, Hospitals, and Orchestras," *Journal of Organizational Behavior*, vol. 24(8), pp. 905–922 (2003).

Hackman, J. Richard, & Nancy Katz, "Group Behavior and Performance," In: S. T. Fiske, D. T. Gilbert, & G. Lindzey (Eds.), *Handbook of Social Psychology*, 5th Ed., New York: Wiley (2010).

Halevy, Nir, Eileen Y. Chou, & Adam D. Galinsky, "A Functional Model of Hierarchy," *Social Psychological & Personality Science*, vol. 3(4), pp. 398–406 (2012).

Halevy, Nir, Eileen Y. Chou, Adam D. Galinsky, & J. Keith Murnighan, "When Hierarchy Wins Evidence from the National Basketball Association," *Social Psychological & Personality Science*, vol. 3(4), pp. 398–406 (2012).

Holliday, Emma, Clifton David Fuller, Lynn D. Wilson, & Charles R. Thomas, Jr., "Success Breeds Success: Authorship Distribution in the Red Journal, 1975–2011," *International Journal of Radiation Oncology * Biology * Physics*, in press (2012).

Kuhn, Peter, & Marie Claire Villeval, "Do Women Prefer a Co-operative Work Environment?" IZA Discussion Paper No. 5999 (2011).

- Oettl, Alexander, "Productivity, Helpfulness and the Performance of Peers: Exploring the Implications of a New Taxonomy for Star Scientists," University of Toronto, [http://bit.ly/PTVH2y\(2009\)](http://bit.ly/PTVH2y(2009)).
- Simmons, Rob, & David J. Berri, "Mixing the Princes and the Paupers: Pay and Performance in the National Basketball Association," *Labour Economics*, vol. 18(3) pp 381–388 (2011).
- Sitkin, Sim B., & J. Richard Hackman, "Developing Team Leadership: An Interview with Mike Kryzyzewski," *Academy of Management Learning & Education*, vol. 10(3), pp 494–501 (2011).
- Stribeck, Agnes, "The Downside of Looking for Team Players — An Empirical Analysis of the Effects of Requiring Teamwork Skills in Job Advertisements on the Applicant Pool," <http://bit.ly/O0eaOC> (2010).
- Stribeck, Agnes, & Kerstin Pull, "Do Lame Ducks Sort into Teams," Working Paper (u.d.).
- Stribeck, Agnes, & Kerstin Pull, "Self-Selection into Teamwork, A Theoretical and Experimental Analysis," Beitrage zur Jahrestagung des Vereins fur Socialpolitik2010: Okonomie der Familie — Session: Organisational Design, No. B15-V2 (2010).

Глава 11

1.

- "2012 Grand Prize Winners," Technology Academy of Finland, <http://bit.ly/HVLU5t> (2012).
- Andersen-Gott, Morten, Gheorghita Ghinea, & Bendik Bygstad, "Why Do Commercial Companies Contribute to Open Source Software?," *International Journal of Information Management*, vol. 32(2), pp. 106–117 (2012).
- Boudreau, Kevin J., Nicola Lacetera, & Karim R. Lakhani, "Incentives and Problem Uncertainty in Innovation Contests: An Empirical Analysis," *Management Science*, vol. 57(5), pp. 843–863 (2011).

Corbet, Jonathan, Greg Kroah-Hartman, & Amanda McPherson, "Linux Kernel Development: How Fast It Is Going, Who Is Doing It, What They Are Doing, and Who Is Sponsoring It," The Linux Foundation (2012).

Craimer, Stuart, & Julian Birkinshaw, "Who Needs Employees?" *Business Strategy Review* vol. 19(3), pp. 18–21 (2008).

David, Paul A., & Joseph S. Shapiro, "Community-Based Production of Open-Source Software: What Do We Know about the Developers Who Participate?" *Information Economics & Policy*, vol. 20(4), pp. 364–398 (2008).

Goldberg, Corey, "Linus Torvalds on Competition by Technical Merit," Goldb.org, [http:// bit.ly/T0y2Rf](http://bit.ly/T0y2Rf) (4/19/2007).

Gulley, Ned, & Karim R. Lakhani, "The Determinants of Individual Performance and Collective Value in Private-Collective Software Innovation," Harvard Business School Working Paper, No. 10–065 (2010).

Hertel, Guido, Sven Niedner, & Stefanie Hermann, "Motivation of Software Developers in Open Source Projects: An Internet-Based Survey of Contributors to the Linux Kernel," *Research Policy*, vol. 32(7), pp. 1159–1177 (2003).

Jdamato12, "TopCoder Celebrates 400,000 Members as Payments Top \$36 Million," Top-Coder.com, <http://bit.ly/O0ehd4> (4/12/2012).

Lakhani, Karim, Correspondence with Authors (2011, 2012).

Lakhani, Karim, Interview with Author (2012).

Lakhani, Karim R., "TopCoder (A): Developing Software through Crowdsourcing," Harvard Business School Teaching Note, No. 5–611–071 (2011).

Lakhani, Karim R., & David A. Garvin, "TopCoder (A): Developing Software through Crowdsourcing," Harvard Business School Case Study, No. 9–610–032 (2010).

Lakhani, Karim R., & Jill A. Panetta, "The Principles of Distributed Innovation," *Innovations*, vol. 2(3), pp. 97–113 (2007).

McKeown, Jim, "TopCoder One of *Inc. Magazine's* 500 Fastest-Growing Companies in America for Second Consecutive Year," Press Release (8/27/2008).

Moon, Jae Yun, & Lee Sproull, "Essence of Distributed Work: The Case of the Linux Kernel," *First Monday*, vol. 5(11) (2000).

Noyes, Kathleen, "Top Honor for Linus Torvalds Highlights Linux's Importance," Operating Systems Blog, *PC World*, <http://bit.ly/HTceE4> (4/19/2012).

Peyrache, Eloi, Jacques Cremer, Jacques Tirole, "Some Reflections on Open Source Software," *Communications & Strategies*, vol. 40, pp. 139–159 (2000).

Raymond, Eric, "The Cathedral and the Bazaar: Musings on Linux and Open Source by an Accidental Revolutionary, Revised Edition," Sebastopol, CA: O'Reilly & Assoc, Inc. (2001).

Terwiesch, Christian, & Yi Xu, "Innovation Contests, Open Innovation, and Multiagent Problem Solving," *Management Science*, vol. 54(9), pp. 1529–1543 (2008).

Torvalds, Linus, "Re: [Announce] [patch] Modular Scheduler Core and Completely Fair Scheduler [CFS]," E-mail exchange, <http://bit.ly/wxQVcQi> (4/15/2007).

Torvalds, Linus, & David Diamond, *Just for Fun: The Story of an Accidental Revolutionary*, New York: Harper Business (2002).

Watson, Andrew, "Reputation in Open Source Software," Working Paper (2005).

"Who Uses TopCoder?" <http://bit.ly/GAJERz> (u.d.).

"Collaboration Is the New Revolution," *The Guardian*, <http://bit.ly/RswGdC> (8/17/2008).

Lakhani, Karim R., "InnoCentive.com (A)," Harvard Business School Case Study, No. 9–608–170 (2009).

Lakhani, Karim R., "Threadless: The Business of Community," Harvard Business School Teaching Note, No. 5–608–169 (2008)

McGann, Matt, "Match Game," MIT Admissions Blog, <http://bit.ly/ROhhAP> (1/27/2005).

“Politicians Need to Learn Virtue of Collaboration,” *USA Today*, <http://usat.ly/rKwl2w> (1/1/2012).

von Hippel, Eric, & Georg von Krogh, “Open Source Software and the ‘Private-Collective’ Innovation Model: Issues for Organization Science,” *Organization Science*, vol. 14(2), pp. 209–223 (2003).

Многие новаторские решения, которые мы сейчас воспринимаем как должное, были созданы в свое время в рамках официальных конкурсов. Химические огнетушители появились благодаря победе Амброза Годффри в конкурсе на лучшую идею по ликвидации пожаров, который был проведен в 1761 году. Ипполит Меже-Мурье создал маргарин в ответ на призыв императора Наполеона III создать заменитель масла для нужд вооруженных сил. (В ответ на призыв Наполеона накормить войска Николая Аппер создал консервы.) Трансконтинентальный перелет Чарльза Линдберга был осуществлен в рамках конкурса, который финансировал француз Раймон Орте — владелец отеля, рассчитывавший таким образом ускорить развитие туризма и отельного бизнеса. В 2006 году один пользователь Apple начал публично просить о пожертвованиях на проведение конкурса по созданию программ, которые обеспечили бы совместимость программного обеспечения обычных персональных компьютеров и компьютеров Mac. Он получил так много пожертвований, что в Apple решили разработать такие программы своими силами.

Beersman, Bianca, John R. Hollenbeck, Henry Moon, Stephen E. Humphrey, Donald E. Cogh, & Daniel R. Ilgen, “Cooperation, Competition, and Team Performance: Toward a Contingency Approach,” *Academy of Management Journal*, vol. 46(5), pp. 572–590 (2003).

Feist, Gregory, Interview with Author (2012).

Feist, Gregory J., “How Development and Personality Influence Scientific Thought, Interest, and Achievement,” *Review of General Psychology*, vol. 10(2), pp. 163–182 (2006).

Feist, Gregory J., “The Influence of Personality on Artistic and Scientific Creativity,” In: Robert J. Sternberg (Ed.), *Handbook*

of *Creativity*, ch. 14, pp. 273–296, Cambridge, UK: Cambridge University Press (1999).

Feist, Gregory J., “A Meta-Analysis of Personality in Scientific and Artistic Creativity,” *Personality and Social Psychology Review*, vol. 2(4), pp. 290–309 (1998).

Hsieh, An-Tien, & Chin-Show Tarn, “Clarifying the Relationship between Competition and Employee Creativity,” Paper Presentation at International Conference on Market Development and Investment Strategies, ShenZhen, China (2008).

Masters, William A., & Benoit Delbecq, “Accelerating Innovation with Piize Rewards,” International Service for National Agricultural Research, IFPRI Discussion Paper, No. 00835 (Dec. 2008).

Simonton, Dean, Interviews with Author (2011, 2012).

Wigert, B., & R. Reiter-Palmon, “The Influence of Perfectionism and Regulatory Focus on Creativity,” Paper Presentation for Annual Meeting of the Society for Industrial / Organizational Psychology, San Diego (2012).

2.

Brecht, Martin, Martin Luther. *Shaping and Defining the Reformation, 1521–1532*, Minneapolis: Fortress Piess (1990).

Butt, John, *Bach. Mass in BMinor*, Cambridge: Cambridge University Press (1991/1999).

Caldwell, John, “Music,” In: Adrian Hastings, Alistair Mason, & Hugh Pyper (Eds.), *The Oxford Companion to Christian Thought*, Oxford: Oxford University Press (2000).

David, Hans T., Arthur Mendel, & Christoph Wolf, *The New Bach Reader: A Life of Johann Sebastian Bach w Letters and Documents*, New York: W. W. Norton & Co. (1998).

Durant, Will, *The Story of Civilization*, vol. 4, *The Age of Faith*, ch. 33, New York: Simon & Schuster (1950).

Durant, Will, *The Story of Civilization*, vol. 5, *The Renaissance*, ch. 17, New York: Simon & Schuster (1953).

- Durant, Will, *The Story of Civilization*, vol. 6, *The Reformation*, ch. 34, New York: Simon & Schuster (1957).
- Eire, Carlos M. M., "The Reformation," In: James J. Buckley, Frederick Christian Bauerschmidt, & Trent Pomplun (Eds.), *The Blackwell Companion to Catholicism*, ch. 5, pp. 64–80, Essex, UK: Wiley (2007).
- Geek, Martin, *Bach* (Anthea Bell, Trans.), London: Haus Publishing Ltd. (2003).
- Geek, Martm, *Johann Sebastian Bach: Life and Work* (John Hargraves, Trans.), Orlando: Harcourt (2000).
- Goffen, Rona, *Renaissance Rivals: Michelangelo, Leonardo, Raphael, Titian*, New Haven, CT: Yale University Press (2002)
- "History of the JMM," Jesuit Communications Foundation, Inc., <http://bit.ly/RswOKl> (u.d.)
- Jones, Jonathan, "And the Winner Is," *The Guardian*, <http://bit.ly/Q6awkx> (10/22/2002).
- "Michelangelo vs. Leonardo," Reuters via China Daily, <http://bit.ly/OARcbQ> (4/1/2010).
- Ratzinger, Joseph, Cardinal, "Theological Problems of Church Music" (1983) Rich, Norman, "The Historical Setting: Politics and Patronage," In: Raymond Erickson (Ed.), *The Worlds of Johann Sebastian Bach*, ch. 1, pp. 67–104, Milwaukee: Amadeus Press (2009).
- Sherry, Patrick, "Art and Literature," In: James J. Buckley, Frederick Christian Bauerschmidt, & Trent Pomplun (Eds.), *The Blackwell Companion to Catholicism*, ch. 31, pp. 465–476 (2007).
- Schluter, Joseph, *A General History of Music* (Mrs. Robert Tubbs, Trans.), London: Richard Bentley (1865).
- Vaubel, Roland, *Correspondence with Author* (2011).
- Vaubel, Roland, "The Role of Competition in the Rise of Baroque and Renaissance Music," *Journal of Cultural Economics*, vol. 29(5), pp. 277–297 (2005).
- Williams, Peter, *The Life of Bach*, Cambridge: Cambridge University Press (2004).

Wolf, Christoph, Johann Sebastian Bach: The Learned Musician, New York: W. W. Norton & Co. (2000).

3.

Albinsson, Pia A., Marco Wolf, & Dennis A. Kopf, "Anti-Consumption in East Germany: Consumer Resistance to Hyperconsumption," *Journal of Consumer Research*, vol. 9(6), pp. 412–425 (2010).

Anscombe, Nadya, 'A Passion for Politics and a Head for Business,' *Opto & Laser Europe*, <http://bit.ly/PRnq6E> (Jan. 2002).

"Architects of Unification — Lothar Spath," *Deutsche Welle*, <http://bit.ly/SY2uge> (5/9/2010).

Carlin, Wendy, "Good Institutions Are Not Enough: Ongoing Challenges of East German Development," CESifo Working Paper Series No. 3204, <http://ssrn.com/abstract=1691496> (2010).

Carlin, Wendy, & Peter Richthofen, "Finance, Economic Development and the Transition: The East German Case," *Economics of Transition*, vol. 3(2), pp. 169–195 (1995).

"CNN Interview of Kurt Kasch, SVP Deutsche Bank" (video), <http://bit.ly/ROhDaD> (3/17/1993).

Cooper, Belinda, "Questions of National Identity Still Swirl in Post-Unification Germany, with the Pursuit of Cultural Unity Still Ongoing," *LSNInsight* (11/3/2009).

Czarnitzki, Dirk, & Georg Licht, "Additionally of Public R&D Grants in a Transition Economy: the Case of Eastern Germany," *Economics of Transition*, vol. 14(1), pp. 101–131 (2006).

Eickelpasch, Alexander, & Michael Fritsch, "Contests for Cooperation — A New Approach in German Innovation Policy," *Research Policy*, vol. 34(8), pp. 1269–1282 (2005).

Ewing, Jack, & William Boston, "Germany: A Brighter Sun in the East," *Bloomberg Businessweek*, <http://buswk.co/NFIUyM> (10/4/2004).

Fay, Doris, & Michael Frese, "Working in East German Socialism in 1980 and in Capitalism 15 Years Later: A Trend Analysis of a

- Transitional Economy's Working Conditions," *Applied Psychology: An International Review*, vol. 49(4), pp. 636–657 (2000).
- Frese, Michael, Correspondence with Author (2012).
- Frese, Michael, Wolfgang Kring, Andrea Soose, & Jeannette Zemple, "Personal Initiative at Work: Differences between East and West Germany," *Academy of Management Journal*, vol. 39(1), pp. 37–63 (1996).
- Furhmans, Vanessa, "Eastern, Western German Firms See Sides of Labor Reverse Roles," *Wall Street Journal* (1/4/2001).
- "German City of Jena Recovering from Reunification Blues," Expatica.com, <http://bit.ly/TOyXRv> (5/26/2008).
- Greenhouse, Steven, "It's Sink or Swim in East Germany," *New York Times*, <http://nyti.ms/RvDjQA> (6/24/1990).
- Herbst, Moira, "A Bright Light in Eastern Germany," *Der Spiegel*, <http://bit.ly/TCnZzk> (10/21/2009).
- Hitchens, D. M. W. N., "A Matched Plant Comparison of Productivity in East and West Germany: Transition to the Market Economy," *Omega*, vol. 24(3), pp. 321–335 (1996).
- Hummel, Wolfgang, "Twenty Years of Stimulus for East Germany," *Wall Street Journal*, <http://on.wsj.com/318c38> (11/8/2009).
- "Jenoptik under Fire," *Der Spiegel* (2002).
- Kogut, Bruce, & Udo Zander, "Did Socialism Fail to Innovate? A Natural Experiment of the Two Zeiss Companies" (Feb. 1999).
- Kohler, Fabian, "Jena — What's the Price of Paradise?" German Academic Exchange Service / Deutscher Akademischer Austausch Dienst, <http://bit.ly/LKMndV> (u.d.).
- Maier, Charles S., "The Travails of Unification East Germany's Economic Transition Since 1989," United Nations University Working Paper No. 2010/60 (2010).
- Mitchener, Brandon, "Optical Company Rises from Remains of State Firm: Jena Sees Its Future Come into Focus," *New York Times*, <http://nyti.ms/O7USTc> (3/24/1994).

Omland, Nils, & Holger Ernst, "Vitalisation of Industry through the Regional Promotion of Knowledge Intensive New Firms — The Case of German Biotechnology," Paper for Japan Institute for Labour Policy and Training (2004).

Orosz, Gabor, "Good Citizens? The Dark Side of the Hungarian Competitive Business Life," In: A. Ross (Ed.), *Citizenship Education in Society*, pp. 663–674, London: CiCe (2007).

Protzman, Ferdinand, "East Germany's Economy Far Sicker than Expected," *New York Times*, <http://nyti.ms/ODO16F> (9/20/1990).

Protzman, Ferdinand, "A Worry in West Germany: Indolence," *New York Times*, <http://nyti.ms/NApMIn> (4/4/1990) (secretaries, other examples of East Germans' sloth).

Ragnitz, Joachim, "Explaining the East German Productivity Gap — The Role of Human Capital," Working Paper No. 1310, Kiel (2007).

Schmid, John, "Main Parties Rediscover the East, Where Kingmakers Live in Anger," *New York Times*, <http://nyti.ms/TCok59> (9/26/1998).

"Spath Era Ends at Jenoptik," *Heise Online* (6/15/2003).

Stephan, Johannes, "Firm-Specific Determinants of Productivity Gaps between East and West German Industrial Branches," *Journal of Economics & Business*, vol. 7(2), pp. 11–38 (2004).

"Universitätsklinikum Jena," North American Service Center, M+D Europe, <http://bit.ly/ON0m76> (u.d.).

Wallace, Charles P., "A Tale of Two Cities," *Time*, <http://ti.me/N2Flbs> (10/9/2000).

Woodruff, David, "Eastern Germany's Jenoptik Rises from the Rubble," *Business Week* (international ed.) <http://buswk.co/Q6bdKQJ1998>.

World Fact Book, Washington, DC: Central Intelligence Agency (1990).

Wulf, Torsten, & Harald Hungenberg, "Jenoptik (A): The Famous Zeiss in Ruins," University of Erlangen-Nuremberg Case Study, Reference No. 300-166-1 (2000).

Little, Todd D., Mara Brendgen, Brigitte Wanner, & Lothar Krappmann, "Children's Reciprocal Perceptions of Friendship Quality in the Sociocultural Contexts of East and West Berlin," *International Journal of Behavioral Development*, vol. 23(1), pp. 63-89 (1999).

Little, Todd D., Anna Stetsenko, & Heiner Maier, "Action-Control Beliefs and School Performance: A Longitudinal Study of Moscow Children and Adolescents," *International Journal of Behavioral Development*, vol. 23(3), pp. 799-823 (1999).

Merkel, Christian, & Dennis Snower, "Escaping the Unemployment Trap: The Case of East Germany," *Journal of Comparative Economics*, vol. 36(4), pp. 542-556 (2008).

Oettingen, Gabriele, "Cross-Cultural Perspectives on Self-Efficacy," In: A. Bandura (Ed.) *Self-Efficacy in Changing Societies*, pp. 149-176, New York: Cambridge University Press (1995).

Oettingen, Gabriele, Interview with Author (2012).

Oettingen, Gabriele, Todd D. Little, Ulman Lindenberger, & Paul B. Baltes, "Causality, Agency, and Control Beliefs in East versus West Berlin Children: A Natural Experiment on the Role of Context," *Journal of Personality & Social Psychology*, vol. 66(3), pp. 579-595 (1994).

Pinquart, Martin, Rainer K. Silbereisen, & Linda P. Juang, "Moderating Effects of Adolescents' Self-Efficacy Beliefs on Psychological Responses to Social Change," *Journal of Adolescent Research*, vol. 19(3), pp. 340-359 (2004).

Speier, Christa, & Michael Frese, "Generalized Self-Efficacy as a Mediator and Moderator Between Control and Complexity at Work and Personal Initiative: A Longitudinal Field Study in East Germany," *Human Performance*, vol. 10(2), pp. 171-192 (1997).

Stetsenko, Anna, Todd D. Little, Matthak Grasshof, & Gabriele Oettingen, "Gender Effects in Children's Beliefs about School Performance: A Cross-Cultural Study," *Child Development*, vol. 71(2), pp. 517–527 (2000).

Stetsenko, Anna, Todd D. Little, Gabriele Oettingen, & Paul B. Baltes, "Agency, Control, and Means — Ends Beliefs about School Performance in Moscow Children: How Similar Are They to Beliefs of Western Children?" *Developmental Psychology*, vol. 31(2), pp. 285–299 (1995).

4.

Abra, Jock C, "Competition: Creativity's Vilified Motive," *Genetic, Social, & General Psychology Monographs*, vol. 119(3), pp. 289–342 (1993).

Amabile, Teresa M., & Colin M. Fisher, "Stimulate Creativity by Fueling Passion," In: Edwin A. Locke (Ed.), *Handbook of Principles of Organizational Behavior*, 2nd Ed., ch. 26, pp. 481–498, West Sussex, UK: Wiley (2009).

Attle, Simon, & Bob Baker, "Cooperative Learning in a Competitive Environment: Classroom Applications," *International Journal of Teaching and Learning in Higher Education*, vol. 19(1), pp. 77–83 (2007).

Boser, Ulrich, "Diamonds on Demand," *Smithsonian Magazine* (June 2008).

Conti, Regina, Correspondence with Author (2011, 2012).

Conti, Regina, Interview with Author (2011).

Conti, Regina, Mary Ann Collins, & Martha L. Picariello, "The Impact of Competition on Intrinsic Motivation and Creativity: Considering Gender, Gender Segregation and Gender Role Orientation," *Personality & Individual Differences*, vol. 31(8), pp. 1273–1289 (2001).

Csikszentmihalyi, Mihaly, *Creativity*, New York: Harper Perennial (1997). Eisenberg, Jacob, & William Forde Thompson, "The Effects of Competition on Improvisers Motivation, Stress, and

- Creative Performance,” *Creativity Research Journal*, vol. 23(2), pp. 129–336 (2011).
- Kim, Kyung-Hee, “Can We Trust Creativity Tests? A Review of the Torrance Tests of Creative Thinking,” *Creativity Research Journal*, vol. 18(1), pp. 3–14 (2006).
- Kim, Kyung-Hee, Coirespondence with Authors (2010).
- Kim, Kyung-Hee, “Critique on the Torrance Tests of Creative Thinking: Assessment of Gifted Children and Youth” (2002).
- Kim, Kyung-Hee, Interviews with Authors (2010).
- Kim, Kyung-Hee, “Meta-Analyses of the Relationship of Creative Achievement to Both IQ and Divergent Thinking Scores,” *Journal of Creative Behavior*, vol. 42(2), pp. 106 (2008).
- Knudson, M. D., M. P. Desjarlais, & D. H. Dolan, “Shock-Wave Exploration of the High-Pressure Phases of Carbon,” *Science*, vol. 322(5909), pp. 1824–1825 (2008).
- Oxford English Dictionary*, 2nd Ed., Oxford: Oxford University Press (1991/2000).
- Plucker, Jonathan, Correspondence with Authors (2010).
- Plucker, Jonathan, Interviews with Authors (2010).
- Plucker, Jonathan A., “*h* the Proof in the Pudding? Reanalyses of Torrance’s (1958 to Present) Longitudinal Data,” *Creativity Research Journal*, vol. 12(2), pp. 103–114 (1999).
- Raina, M. K., “A Study into the Effect of Competition,” *Gifted Child Quarterly*, vol. 12, pp. 217–220 (1968).
- Shalley, Christina E., & Greg R. Oldham, “Competition and Creative Performance: Effects of Competitor Presence and Visibility,” *Creativity Research Journal*, vol. 10(4), pp. 337–345 (1997).
- Ybarra, Oscar, Matthew C. Keller, Emily Chan, Stephen M. Garcia, Jeffrey Sanchez-Burks, Kimberly Rios Morrison, & Andrew S. Baron, “Being Unpredictable; Friend or Foe Matters,” *Social Psychological and Personality Science*, vol. 1(3), pp. 259–267 (2010).

Глава 12

1.

Другие источники информации об Олимпийских играх в Древней Греции можно найти в примечаниях к главе 1.

Carr, David, "On the Moral Value of Physical Activity: Body and Soul in Plato's Account of Virtue," *Sport, Ethics & Philosophy*, vol. 4(1), pp. 3–15 (2010).

Daqing, Wang, "On the Ancient Greek *ocypov*," *Procedia Social & Behavioral Sciences*, vol. 2(5), pp. 6805–6812 (2010).

Fisher, Nick, "The Culture of Competition," In: Kurt A. Raafaub & Hans van Wees (Eds.), *A Companion to Archaic Greece*, ch. 27, pp. 524–541, West Sussex, UK: Blackwell Publishing Ltd. (2009).

Fleck, Robert K., & F. Andrew Hanssen, "The Origins of Democracy: A Model with Application to Ancient Greece," *Journal of Law & Economics*, vol. 49(1), pp. 115–146 (2006).

Golden, Mark, "Equestrian Competition in Ancient Greece: Difference, Dissent, Democracy," *Phoenix*, vol. 51(3–4), pp. 327–344 (1997).

Gomez-Lobo, Alfonso, "The Olympics in the Ancient World," *Estudios Publicos* (John Bell, Trans.), vol. 65, pp. 1–21 (1997).

Hemingway, Colette, & Sean Hemingway, "Athletics in Ancient Greece," Heilbrunn Timeline of Art History, New York: Metropolitan Museum of Art, <http://bit.ly/RvDzlU> (u.d.).

Hubbard, Thomas, "Contemporary Sport Sociology and Ancient Greek Athletics," *Leisure Studies*, vol. 27(4), pp. 379–393 (2008).

Liddel, Peter, "Democracy Ancient and Modern," In: Ryan K. Balot (Ed.), *A Companion to Greek and Roman Political Thought*, ch. 9, pp. 133–148, West Sussex, UK: Blackwell Publishing Ltd. (2009).

Paphitis, Nicholas, "Greece Approves Replanting at Ancient Olympia," MSNBC.com, <http://nbcnews.to/TCoDgb> (2008).

- Pritchard, David M., "Sport, War and Democracy in Classical Athens," *International Journal of the History of Sport*, vol. 26(2), pp. 212–245 (2009).
- Reid, Heather L., "Athletic Competition as Socratic Philosophy," *Acta Universitatis Palackianae Olomucensis Gymnica*, vol. 36(2), pp. 73–77 (2006).
- Reid, Heather L., "Contemporary Athletics and Ancient Greek Ideals," *Sport, Ethics & Philosophy*, vol. 4(3), pp. 359–361 (2010).
- Reid, Heather L., "The Political Heritage of the Olympic Games: Relevance, Risks, and Possible Rewards," *Sport, Ethics & Philosophy*, vol. 6(2), pp. 108–122 (2012).
- Spivey, Nigel, *The Ancient Olympics*, New York: Oxford University Press (2005).
- Swaddling, Judith, "Ancient Greek Olympics Gallery," <http://bbc.in/PvTny9> (u.d.).
- "Text of John Roberts' Opening Statement," *USA Today*, <http://usat.ly/8qWwP3> (9/12/2005).
- Wallach, John R., "Demokratia and Arete in Ancient Greek Political Thought," *Polls*, vol. 28(2), pp. 181–215 (2011).
- Washington, Robert, "Bringing Sport Back In: Sport as a Model of Meritocracy: Theoretical Implications and a Research Agenda," Paper Presentation at Annual Meeting of the American Sociological Assn., Las Vegas (2011).
- Washington, Robert, Interview with Author (2012).
- Anderson, William B., "Saving the National Pastime's Image: Crisis Management during the 1919 Black Sox Scandal," *Journalism History*, vol. 27(3), pp. 105–111 (2001).
- Asinof, Eliot, *Eight Men Out: The Black Sox and the 1919 World Series*, New York: Holt, Rinehart, & Winston (1987).
- Bachin, Robin R., "At the Nexus of Labor and Leisure: Baseball, Nativism, and the 1919 Black Sox Scandal," *Journal of Social History*, vol. 36(4), pp. 941–962 (2003).

Derickson, Alan, "Making Human Junk: Child Labor as a Health Issue in the Progressive Era," *American Journal of Public Health*, vol. 82(9), pp. 1280–1290 (1992).

Fitzgerald, F. Scott, *The Great Gatsby* (Cambridge Ed.), Matthew J. Bruccoli (Ed.), Cambridge: Cambridge University Press (1991).
Law, Marc T., & Gary D. Libecap, "The Determinants of Progressive Era Reform: The Pure Food and Drugs Act of 1906," In: Edward L. Glaeser & Claudia Goldin (Eds.), *Corruption & Reform: Lessons from America's Economic History*, Chicago: University of Chicago Press (2006).

Nathan, Daniel A., "The Big Fix," *Legal Affairs*, <http://bit.ly/ON0yDA> (2004).

Panacy, Peter, "Major League Baseball Finds Its Roots in Progressive America," *Bleacher Report*, <http://bit.ly/fUpsZO> (4/11/2011).

Pietruska, David, *Rothstein: The Life, Times and Murder of the Criminal Genius Who Fixed the 1919 World Series*, New York: Basic Books (2011).

Riess, Steven A., "Professional Baseball and American Culture in the Progressive Era," *NASHHProceedings*, pp. 40–41 (1975).

Rosenberg, Norman L., "Here Comes the Judge! The Origins of Baseball's Commissioner System and American Legal Culture," *Journal of Popular Culture*, vol. 20(4), pp. 129–146 (1987).

"SEC Historical Summary of Chairmen and Commissioners," Securities & Exchange Commission, <http://1.usa.gov/awO9hl> (u.d.).

Tosches, Nick, *King of the Jews. The Greatest Mob Story Never Told*, New York: Harper Perennial (2006) (regarding Henry Ford's editorial on Rothstein).

«Можно красть землю...» — эти слова сказал Анан Хан на телеканале AOL в 2010 году. Такое же мнение высказал Марк Манье в Los Angeles Times в 2010 году. Утверждение о том, что коррупция не имеет отношения ни к крикету, ни к индийской

культуре, принадлежит министру финансов Индии Яшванту Синха. Это высказывание цитировали разные СМИ, но впервые оно появилось в статье Sun Daily в 2012 году.

Abdulaheem, A., "Corruption in India: An Overview," *Social Action*, vol. 59, pp. 351–363 (2009).

Burke, Jason, "Corruption in India: 'AH Your Life You Pay for Things that Should Be Free,'" *The Guardian*, <http://bit.ly/oEVemW> (8/19/2011).

"Cricket Scandals? What Scandals? IPL Hailed as Success," AFP, *Sun Daily*, <http://bit.ly/Km2Etl> (5/29/2012).

Khan, Adnan R., "Cricket Scandal Consumes India," *AOL News*, <http://aol.it/OASvaN> (4/29/2010).

Lakshmi, Rama, "Indian Premier League Cricket Stung by Scandals," *Washingtonpost.com*, <http://wapo.st/JcjVFB> (5/18/2012).

Lall, Rashmee Roshan, "An 'Emerging' India Is Still Submerged in Corruption," *The National*, <http://bit.ly/ROjfBk> (11/26/2010).

Magnier, Mark, "India Rocked by Cricket Scandal," *Los Angeles Times*, <http://lat.ms/UfoLV9> (4/19/2010).

"Ministers May Oppose, Ex-Cricketers Welcome," *India Today*, <http://lat.ms/UfoLV9> (8/30/2011).

Nayyar, Dhiraj, Padmaparna Ghosh, & Shafi Rahman, "The Best of India Today: Cancer of Corruption," *India Today*, <http://bit.ly/PRofwh> (4/25/2011).

Nelson, Dean, "Shashi Tharoor: The Poster-Boy of 'New India' Falls from Grace," *Daily Telegraph*, <http://bit.ly/db6CTE> (4/21/2010).

Sarangi, Y. B., "It's Not Cricket, Says Kirti Azad," *The Hindu*, <http://bit.ly/KESIi> (5/20/2012).

Tharoor, Shashi, "India's Anti-Corruption Contest," Project Syndicate, <http://bit.ly/PDsUxI> (1/3/2012).

Tummala, Krishna K., "Combating Corruption: Lessons out of India," *International Public Management Review*, vol. 10(1), pp. 34–58 (2009).

Westhead, Rick, "Fighting the Culture of Corruption in India," *The Star*, <http://bit.ly/hLePNB> (11/22/2010) (noting criminal defendants running for office).

Yardley, Jim, "As Cricket Grew in India, Corruption Followed," *New York Times*, <http://nyti.ms/S3WymT> (5/10/2010).

2.

Существуют и другие версии высказывания Павсания; наша версия взята из книги Найджела Спайви (Spivey, 2005).

Behrens, Timothy E. J., Mark W. Woolrich, Mark E. Walton, & Matthew F. S. Rushworth, "Learning the Value of Information in an Uncertain World," *Nature Neuroscience*, vol. 10(9), pp. 1214–1221 (2007).

Fisher, Nick, "The Culture of Competition," In: Kurt A. Raaflaub & Hans van Wees (Eds.), *A Companion to Archaic Greece*, West Sussex, UK: Blackwell Publishing Ltd., ch. 27, pp. 524–541 (2009).

Fulop, Marta, "Competition in Educational Settings," Paper Presentation, University of Ljubljana, Slovenia (2002).

Fulop, Marta, "Happy and Unhappy Competitors: What Makes the Difference?" *Psychological Topics*, vol. 18(2), pp. 345–367 (2009).

Fulop, Marta, "Research on Social Capital in the Visegrad Context: The Case of Business and Competition," In: A. Ross (Ed.), *Human Rights & Citizenship Education*, pp. 17–25, London: CiCe (2009).

Fulop, Marta, & Mihaly Berkics, "A Gyozelemmel és a Veszteséssel Való Megküzdés Mint-azatai Serdülőkorban / Patterns of Coping with Winning and Losing in Adolescence," *Pszichológus: Az MTA Pszichológiai Intézetének folyóirata*, vol. 27(3), pp. 199–220 (English abstract) (2007).

- Fulop, Marta, Tamas Nagy, Mihaly Berkics, & Xuejun Bai, "Competitiveness, Coping with Winning and Losing and School Motivation among Chinese and Hungarian Adolescents," Poster Presentation at ISSBD 2012 Conference, Alberta, Canada (2012).
- Fulop, Marta, & Mónica Sandor, "Cross-Cultural Understandings from Social Psychology on Cooperation and Competition," In: A. Ross (Ed.), *Citizenship Education: Europe & the World*, pp. 75–88, London: CiCe (2006).
- Nathanson, Craig, Delroy L. Paulhus, & Kevin M. Williams, "Predictors of a Behavioral Measure of Scholastic Cheating: Personality and Competence but Not Demographics," *Contemporary Educational Psychology*, vol. 31(1), pp. 97–122 (2006).
- Spivey, Nigel, *The Ancient Olympics*, New York: Oxford University Press (2005).
- "Zanes," Hellenic Ministry of Culture and Tourism, <http://bit.ly/TOBrQO> (u.d.).

3.

- Rozin, Paul, Correspondence with Author (2012).
- Rozin, Paul, "Food and Eating," In: Shinobu Kitayama & Dov Cohen (Eds.), *Handbook of Cultural Psychology*, ch. 16, pp. 391–416, New York: Guilford Press (2007).
- Rozin, Paul, "One-Trial Acquired Likes and Dislikes in Humans: Disgust as a US, Food Predominance, and Negative Learning Predominance," *Learning & Motivation*, vol. 17(2), pp. 180–189 (1986).
- Rozin, Paul, "Preadaptation and the Puzzles and Properties of Pleasure," In: D. Kahneman, E. Diener & N. Schwarz (Eds.), *Well Being. The Foundations of Hedonic Psychology*, pp. 109–133, New York: Russell Sage (1999).
- Rozin, Paul, "Psychobiological Perspectives on Food Preferences and Avoidances," In: Marvin Harris & Eric B. Ross (Eds.), *Food*

Evolution: Toward a Theory of Human Food Habits, ch. 7, pp. 181–205, Philadelphia: Temple University Press (1987).

Rozin, Paul, “Spicing Up Psychological Science,” Presentation at Annual Convention for Assn. for Psychological Science, Boston (2010).

Rozin, Paul, Lori Ebert, & Jonathan Schull, “Some Like It Hot: A Temporal Analysis of Hedonic Responses to Chili Pepper,” *Appetite: Journal of Intake Research*, vol. 3(1), pp. 13–22 (1982).

Rozin Paul, Michael Mark, & Deborah Schiller, “The Role of Desensitization to Capsaicin in Chili Pepper Ingestion and Preference,” *Chemical Senses*, vol 6(1) pp. 23–31 (1981).

Rozin, Paul, & Deborah Schiller, “The Nature and Acquisition of a Preference for Chili Pepper by Humans,” *Motivation & Emotion*, vol. 4(7), pp. 77–101 (1980).