

# Contents

*1. Introduction and Overview*

Julius Kuhl and Jürgen Beckmann . . . . . 1

  

*Part I. Cognitive and Motivational Determinants of Action*

  

*2. From Intentions to Actions: A Theory of Planned Behavior*

Icek Ajzen . . . . . 11

Predicting and Explaining Volitional Behavior:

A Theory of Reasoned Action . . . . . 12

Empirical Support . . . . . 14

The Intention-Behavior Relation . . . . . 18

Plans, Goals, and Actions . . . . . 24

A Theory of Planned Behavior . . . . . 29

Summary and Conclusions . . . . . 35

  

*3. Knowing What to Do: On the Epistemology of Actions*

Arie W. Kruglanski and Yechiel Klar . . . . . 41

A Theory of Lay Epistemology . . . . . 41

Conclusion . . . . . 58

#### 4. *The Pursuit of Self-Defining Goals*

Peter M. Gollwitzer and Robert A. Wicklund . . . . .	61
A Central Distinction: Self-Defining vs. Non-Self-Defining Goals . . . . .	61
A Theory of Symbolic Self-Completion . . . . .	62
Self-Symbolizing: The Cognition-Behavior Relation . . . . .	65
The Relation Between Self-Report and Behavior . . . . .	68
Self-Symbolizing: The Interference with Goals That Are Not Self-Defining . . . . .	80
Summary . . . . .	82

### *Part II. Self-Regulatory Processes and Action Control*

#### 5. *Historical Perspectives in the Study of Action Control*

Julius Kuhl and Jürgen Beckmann . . . . .	89
Overview of Early Theories of Volition . . . . .	89
Ach's Psychology of Volition . . . . .	94

#### 6. *Volitional Mediators of Cognition-Behavior Consistency; Self-Regulatory Processes and Action Versus State Orientation*

Julius Kuhl . . . . .	101
A Theoretical Framework . . . . .	103
Empirical Evidence . . . . .	109
Conclusion . . . . .	121

#### 7. *Dissonance and Action Control*

Jürgen Beckmann and Martin Irlé . . . . .	129
The Relevance of the Theory of Cognitive Dissonance for Processes of Action Control . . . . .	130
Implications for the Theory of Cognitive Dissonance . . . . .	140
Conclusion . . . . .	146

#### 8. *Action Control and the Coping Process*

Claudia Herrmann and Camille B. Wortman . . . . .	151
Coping with Life Crises: The Gap Between Theory and Practice . . . . .	152
Action Control and the Coping Process . . . . .	155

Coping with Undesirable Life Events: Implications for the Theory of Action Control . . . . .	167
Conclusions and Implications . . . . .	176

### *Part III. Problem-Solving and Performance Control*

#### *9. Mechanisms of Control and Regulation in Problem Solving*

Rainer H. Kluwe and Gunnar Friedrichsen . . . . .	183
Requirements of a Theory of Problem-Solving . . . . .	184
Models of Cognitive Control in Problem Solving . . . . .	186
Models of Planning: A Metacognitive Activity . . . . .	195
Empirical Results: Evidence for Executive Control . . . . .	205

#### *10. Thinking and the Organization of Action*

Dietrich Dörner . . . . .	219
The Organization of Behavior: A General Picture . . . . .	219
Heuristic Processes: Their Elements and Determinants . . . . .	222
Conclusion . . . . .	234

#### *11. A Control-Systems Approach to the Self-Regulation of Action*

Charles S. Carver and Michael F. Scheier . . . . .	237
A Control-Systems Model of Self-Regulation . . . . .	238
Reassertion and Giving Up: Helplessness and Alternative Interpretations . . . . .	247
Applications: Ineffective Self-Management, and Behavior Change . . . . .	252
Conclusion . . . . .	259

#### *12. From Cognition to Behavior: Perspectives for Future Research on Action Control*

Julius Kuhl . . . . .	267
From Predictive to Explanatory Models . . . . .	268
From Molar to Molecular Levels of Analysis . . . . .	269

From Simple Cases to Psychologically Representative Behavior . . . . . 271

From Associationistic to Dynamic Models . . . . . 272

From “Cognition-Behavior Consistency” to “Motivational Stability” . . . . . 273

Conclusion . . . . . 274

  

*Author Index* . . . . . 277

*Subject Index* . . . . . 283