

# Contents

Preface

v

<b>PART I BIOLOGICAL PERSPECTIVES</b>	<b>1</b>
<b>1 The Evolution of Cooperation and Altruism</b>	<b>3</b>
Felicity Huntingford, <i>Department of Zoology, University of Glasgow</i>	
1.1 Some Examples of Cooperation and Altruism among Animals	3
1.2 Problem 1: Cooperation	6
1.3 Problem 2: Failing to Press Home an Advantage	10
1.4 Problem 3: Altruistic Behaviour	11
1.5 Sociobiology	20
1.6 Conclusions	23
<b>2 Competition and Conflict in Animals</b>	<b>26</b>
John Lazarus, <i>Department of Psychology, University of Newcastle upon Tyne</i>	
2.1 Introduction	26
2.2 The Nature of Competitive Behaviour	27
2.3 Competition for Mates	40
2.4 Competition for Space: Territoriality	43
2.5 Dominance and Hierarchy	45
2.6 Implications for Human Competition	49
<b>3 Animal Communication</b>	<b>57</b>
Julia C. Berryman, <i>Department of Adult Education, University of Leicester</i>	
3.1 The Problem of Definition	57
3.2 Chemical Communication	59
3.3 Visual Communication	62
3.4 Acoustic Communication	65
3.5 Tactile Communication	69
3.6 Electric Communication	72
3.7 Language Learning in Non-human Primates: The Controversy	74
3.8 Conclusions	78
<b>PART II HUMAN SOCIAL BEHAVIOUR</b>	<b>87</b>
<b>4 Theory of Voting</b>	<b>89</b>
Andrew M. Colman, <i>Department of Psychology, University of Leicester</i>	
4.1 Background	89
4.2 Elements of Collective Choice Theory	90
4.3 Voting Procedures	92

vii

4.4	Strategic Voting	95
4.5	Condorcet's Paradox	99
4.6	Probabilities of Cyclic Majorities	101
4.7	Arrow's Impossibility Theorem	105
4.8	The Borda Effect	106
4.9	Conclusions	109
<b>5</b>	<b>Experimental Games</b>	<b>113</b>
Andrew M. Colman, <i>Department of Psychology, University of Leicester</i>		
5.1	Game Theory	113
5.2	Varieties of Two-Person Games	115
5.3	Cooperation and Competition in Dyads	120
5.4	Multi-Person Games	129
5.5	The Future of Experimental Games	135
<b>6</b>	<b>Bargaining and Negotiation</b>	<b>141</b>
Maryon Tysoe, <i>Social Psychology Research Unit, University of Kent at Canterbury</i>		
6.1	Introduction	141
6.2	Negotiators as Individuals	146
6.3	Negotiators as Representatives	148
6.4	Negotiators as Decision Makers	155
6.5	The Way Forward	163
6.6	Conclusions	165
<b>7</b>	<b>Naturalistic Experiments on Helping Behaviour</b>	<b>173</b>
David P. Farrington, <i>Institute of Criminology, University of Cambridge</i>		
7.1	Introduction	173
7.2	Major Theoretical Approaches	185
7.3	Major Independent Variables	188
7.4	Conclusions	200
<b>8</b>	<b>Intergroup Conflict and Cooperation</b>	<b>218</b>
John C. Turner, <i>Department of Psychology, University of Bristol</i>		
8.1	Introduction	218
8.2	Cooperative and Competitive Interaction between Groups	219
8.3	Social Categorization and Intergroup Discrimination	225
8.4	The Resolution of Social Conflict	232
8.5	Conclusion	243
<b>9</b>	<b>Anthropological and Cross-Cultural Perspectives</b>	<b>250</b>
Douglas W. Bethlehem, <i>Department of Psychology, University of Leeds</i>		
9.1	Cooperation and Competition Among Primitive Peoples	251
9.2	Experimental Comparisons	259
9.3	Everyone Against Everyone?	264

<b>PART III IMPLICATIONS</b>	269
<b>10 Cooperation, Competition and Moral Philosophy</b>	271
John L. Mackie, <i>University College, Oxford</i>	
10.1 The Explanation of Existing Moralities	272
10.2 Constraints on Moral Development and Reform	280
<b>11 Conclusions</b>	285
Andrew M. Colman, <i>Department of Psychology, University of Leicester</i>	
11.1 Language and Cooperation	285
11.2 Biological and Cultural Evolution	287
11.3 The Minimal Social Situation	289
11.4 The Social Contract	291
 <i>Index</i>	 295