
Contents

Preface	xi
1 A Cooperative Species	1
2 The Evolution of Altruism in Humans	8
2.1 Preferences, Beliefs, and Constraints	9
2.2 Social Preferences and Social Dilemmas	10
2.3 Genes, Culture, Groups, and Institutions	13
2.4 Preview	18
3 Social Preferences	19
3.1 Strong Reciprocity Is Common	20
3.2 Free-Riders Undermine Cooperation	22
3.3 Altruistic Punishment Sustains Cooperation	24
3.4 Effective Punishment Depends on Legitimacy	26
3.5 Purely Symbolic Punishment Is Effective	29
3.6 People Punish Those Who Hurt Others	31
3.7 Social Preferences Are Not Irrational	32
3.8 Culture and Institutions Matter	33
3.9 Behavior Is Conditioned on Group Membership	35
3.10 People Enjoy Cooperating and Punishing Free-Riders	38
3.11 Social Preferences in Laboratory and Natural Settings	39
3.12 Competing Explanations	42
4 The Sociobiology of Human Cooperation	46
4.1 Inclusive Fitness and Human Cooperation	48
4.2 Modeling Multi-level Selection	52
4.3 Equilibrium Selection	57
4.4 Reciprocal Altruism	59
4.5 Reciprocal Altruism in Large Groups	63
4.6 Reputation: Indirect Reciprocity	68
4.7 Altruism as a Signal of Quality	71

4.8	Positive Assortment	72
4.9	Mechanisms and Motives	75
5	Cooperative Homo economicus	79
5.1	Folk Theorems and Evolutionary Dynamics	80
5.2	The Folk Theorem with Imperfect Public Information	83
5.3	The Folk Theorem with Private Information	86
5.4	Evolutionarily Irrelevant Equilibria	87
5.5	Social Norms and Correlated Equilibria	89
5.6	The Missing Choreographer	90
6	Ancestral Human Society	93
6.1	Cosmopolitan Ancestors	95
6.2	Genetic Evidence	99
6.3	Prehistoric Warfare	102
6.4	The Foundations of Social Order	106
6.5	The Crucible of Cooperation	110
7	The Coevolution of Institutions and Behaviors	111
7.1	Selective Extinction	115
7.2	Reproductive Leveling	117
7.3	Genetic Differentiation between Groups	120
7.4	Deme Extinction and the Evolution of Altruism	121
7.5	The Australian Laboratory	123
7.6	The Coevolution of Institutions and Altruism	124
7.7	Simulating Gene-Culture Coevolution	126
7.8	Levelers and Warriors	130
8	Parochialism, Altruism, and War	133
8.1	Parochial Altruism and War	135
8.2	The Emergence of Parochial Altruism and War	138
8.3	Simulated and Experimental Parochial Altruism	142
8.4	The Legacy of a Past “Red in Tooth and Claw”	146
9	The Evolution of Strong Reciprocity	148
9.1	Coordinated Punishment	150
9.2	Altruistic Punishment in a Realistic Demography	156
9.3	The Emergence of Strong Reciprocity	159
9.4	Why Coordinated Punishment Succeeds	163
9.5	A Decentralized Social Order	164
10	Socialization	167
10.1	Cultural Transmission	168
10.2	Socialization and the Survival of Fitness-Reducing Norms	171
10.3	Genes, Culture, and the Internalization of Norms	173

10.4	The Internalized Norm as Hitchhiker	176
10.5	The Gene-Culture Coevolution of a Fitness-Reducing Norm	179
10.6	How Can Internalized Norms Be Altruistic?	180
10.7	The Programmable Brain	183
11	Social Emotions	186
11.1	Reciprocity, Shame, and Punishment	188
11.2	The Evolution of Social Emotions	191
11.3	The “Great Captains of Our Lives”	192
12	Conclusion: Human Cooperation and Its Evolution	195
12.1	The Origins of Human Cooperation	196
12.2	The Future of Cooperation	199
Appendix		201
A1	Altruism Defined	201
A2	Agent-Based Models	202
A3	Game Theory	207
A4	Dynamical Systems	209
A5	The Replicator Dynamic	212
A6	Continuation Probability and Time Discount Factor	213
A7	Alternatives to the Standing Model	214
A8	The Prisoner’s Dilemma with Public and Private Signals	215
A9	Student and Nonstudent Experimental Subjects	217
A10	The Price Equation	218
A11	Weak Multi-level Selection	222
A12	Cooperation and Punishment with Quorum Sensing	223
References		225
Subject Index		251
Author Index		255