

GEORGE AINSLIE

Clinical Professor of Psychiatry
Temple University, Pennsylvania (USA)
Chief of Psychiatry
Coatesville Veterans Affairs Medical Center, Pennsylvania (USA)

PUBLICATIONS¹

Books

- (2001) G. Ainslie, *Breakdown of will*, Cambridge University Press, 2001
- (1992) G. Ainslie, *Picoeconomics: The strategic interaction of successive motivational states*, Cambridge University Press, 1992.

Articles and Book Chapters

- (2009) G. Ainslie, *Hyperbolic discounting versus conditioning and framing as the core process in addictions and other impulses*. In D. Ross, H. Kincaid, D. Spurrett, and P. Collins, eds., *What Is Addiction?* Cambridge, MA: MIT Press, forthcoming.
- (2009) G. Ainslie, *Pleasure and aversion: Challenging the conventional dichotomy*, *Inquiry*, vol. 52, No. 4, August 2009, pp. 357-377 (21).
- (2009) G. Ainslie, *Recursive self-prediction in self-control and its failure*. In . Grune-Yanoff and S.O. Hansson (eds.), *Preference Change: Approaches from Philosophy, Economics and Psychology* (Ch. 7), Theory and Decision Library, Springer Science+Business Media, 2009.
- (2009) S. Luo, G. Ainslie, L. Giragosian, J.R. Monterosso, *Behavioral and neural evidence of incentive bias for immediate rewards relative to preference-matched delayed rewards*, *Journal of Neuroscience*, 2009 Nov 25;29(47):14820-7.
- (2009) J. Monterosso, G. Ainslie, *The picoeconomic approach to addictions: Analyzing the conflict of successive motivational states*, *Addiction research & Theory*, 2009, vol. 17, No. 2, pp. 115-134.
- (2007) J.R. Monterosso, G. Ainslie, *The behavioral economics of will in recovery from addiction*. *Drug Alcohol Depend.* 2007 September ; 90 Suppl. 1.
- (2007) J.R. Monterosso, G. Ainslie, J. Xu, X. Cordova, C.P. Domier, E.D. London, *Frontoparietal cortical activity of methamphetamine-dependent and comparison subjects performing a delay discounting task*, *Human Brain Mapping*, 2007 May, 28(5): 383-93.
- (2005) G. Ainslie, *Précis of breakdown of will*, *Behavioral and Brain Sciences*, 2005, 28, 635-673.
- (2005) G. Ainslie, *A selectionist model of the Ego: Implications for Self-Control*. In Natalie Sebanz and Wolfgang Prinz, Eds, *Proceedings of The Max Planck Institute for Psychological Research Irsee, Germany, December 13, 2003*, MIT, 2005.
- (2005) G. Ainslie at al., *The psychology of intertemporal discounting: Why are distant events valued differently from proximal ones?* *Marketing Letters* 16:3/4, 347–360, 2005.
- (2004) G. Ainslie, J.R. Monterosso, *Behavior: A marketplace in the brain?* *Science*, 2004, Oct 15, 306(5695): 421-3.
- (2003) G. Ainslie, J.R. Monterosso, *Building blocks of self-control: Increased tolerance for delay with bundled rewards*, *Journal of the Experimental Analysis of Behavior* 79, 27-48, 2003.
- (2003) G. Ainslie, *Uncertainty as wealth*. *Behavioural Processes*, 64, 369-385, 2003.
- (2002/2003) G. Ainslie, J.R. Monterosso, *Will as intertemporal bargaining: Implications for rationality*, *University of Pennsylvania Law Review*, 825 (2002-2003).
- (2002) G. Ainslie, J.R. Monterosso, *Hyperbolic discounting as a factor in addiction: A critical analysis*. In Rudy Vuchinich and Nick Heather, eds., *Choice, Behavioural Economics and Addiction*, Pergamon, 2003.
- (2002) J. Monterosso, G. Ainslie, P. Toppi Mullen, B. Gault, *The fragility of cooperation: A false feedback study of a sequential iterated prisoner's dilemma*, *Journal of Economic Psychology* 23, 437-448, 2002.
- (2000) G. Ainslie, *A research based theory of addictive motivation*, *Law and Philosophy*, 19: 77-115, 2000.
- (1999) G. Ainslie, *The Dangers of Willpower: A picoeconomic understanding of addiction and dissociation*. In J. Elster and O-J. Skog, (eds.), *Getting Hooked: Rationality and Addiction* Cambridge University Press, pp. 65-92, 1999.

¹ Not to be considered as full list. Last update: January 11, 2010.

- (1999) G. Ainslie, *The intuitive explanation of passionate mistakes and why it's not adequate*, In J. Elster (ed.), *Addiction: Entries and exits* (Ch. 7), Russell Sage Foundation, 1999.
- (1999) G. Ainslie, J. Monterosso, *Beyond discounting: Possible experimental models of impulse control*, *Psychopharmacology*.
- (1996) G. Ainslie, *Studying self-regulation the hard way*, *Psychological Inquiry* 7, 16-21, 1996.
- (1995) G. Ainslie, *A utility-maximizing mechanism for vicarious reward: Comments on Julian Simons "Interpersonal allocation continuous with intertemporal allocation"*, *Rationality and Society* 7, 393-403, 1995.
- (1992) G. Ainslie, N. Haslam, *Hyperbolic discounting*. In G. Loewenstein & J. Elster (eds.), *Choice over time* (pp. 57-92), Russell Sage Foundation, NY, 1992.
- (1992) G. Ainslie, N. Haslam, *Self-Control*. In G. Loewenstein & J. Elster (eds.), *Choice over time* (pp. 57-92), Russell Sage Foundation, NY, 1992.
- (1991) G. Ainslie, *Intertemporal choice. Derivation of "rational" economic behavior from hyperbolic discount curves*, *American Economic Review* 81, 334-340, 1991.
- (1989) G. Ainslie, *Freud and Picoeconomics*, *Behaviorism* 17, 11-19, 1989.
- (1987) G. Ainslie, *Self-reported tactics of impulse control*, *Substance Use & Misuse*, 1987, vol. 22, n. 2, pp. 167-179.
- (1986) G. Ainslie, *Beyond microeconomics: conflict among interest in a multiple self as a determinant of value*. In J. Elster (ed.), *The Multiple Self*, Cambridge University Press, pp. 133-175, 1986.
- (1985) G. Ainslie, *Behavior is what can be reinforced*, *Behavioral and Brain Sciences*.
- (1984) G. Ainslie, *Behavioral economics II: Motivated, involuntary behaviour*, *Social Science Information*, Vol. 23, No. 1, 47-78 (1984).
- (1982) G. Ainslie, *A behavioral economic approach to the defense mechanisms: Freud's energy theory revisited*, *Social Science Information* 21, 735-779, 1982.
- (1981) G. Ainslie, R.J. Herrnstein, *Preference reversal and delayed reinforcement*, *Animal Learning & Behavior*, 1981.
- (1975) G. Ainslie, *Specious reward: A behavioral theory of impulsiveness and impulse control*. *Psychological Bulletin* 82, 463-496, 1975.