

CHAPTER 12: BEYOND IMITATIONS, TRUE ALTRUISM: AN EXPERIMENTAL INVESTIGATION

1. Quoted by Harold Schulweis, in the preface to Oliner, S. P., & Oliner, P. M. (1988). *Op. cit.*, p. ix–x.
2. Ghiselin, M. T., *The Economy of Nature and the Evolution of Sex*, University of California Press, 1974, p. 247.
3. La Rochefoucauld, F. de (1678/2010), *Reflections; or Sentences and Moral Maxims* (Kindle Locations 483–484). Kindle Edition.
4. Campbell, D. T. On the conflicts between biological and social evolution and between psychology and moral tradition. *American Psychologist*, 30(12), 1975, 1104. Quoted by Batson, C. D. (1991), *op. cit.*, p. 42.
5. Batson, C. D. (2011), *op. cit.*, p. 4.
6. *Ibid.*, pp. 87–88.
7. Hatfield, E., Walster, G. W., & Piliavin, J. A. Equity theory and helping relationship. In *Altruism, Sympathy and Helping: Psychological and Sociological Principles*, 1978, pp. 115–139. Quoted by Batson, C. D. (1991), p. 39.
8. Batson, C. D. (2011), *op. cit.*, p. 4.
9. *Ibid.*, p. 89.
10. Nagel, T., *Possibility of Altruism*, Princeton University Press, 1979, p. 80.
11. Here, since the subject being observed is a woman, all the observers were women, so as to suppress the effects of politeness or “gallantry.” The possibility, for instance, that men might feel “obliged” to help a woman in difficulty would complicate the study by the addition of additional parameters. All these experiments were also undertaken with men and the results are identical in both cases.
12. These two experiments reported in Batson, C. D., *et al.* (1981). *Op. cit.* and two experiments in Batson, C. D., O’Quin, K., Fultz, J., Vanderplas, M., & Isen, A. M. (1983), Influence of self-reported distress and empathy on egoistic versus altruistic motivation to help. *Journal of Personality and Social Psychology*, 45(3), 706.

13. All sources for the figures found in this book can be found at the end of the book, p. 877.
14. We will return to this point of view at greater length in Chapter 25, “The Champions of Selfishness.”
15. Batson, C. D., & Weeks, J. L. (1996), Mood effects of unsuccessful helping: Another test of the empathy-altruism hypothesis. *Personality and Social Psychology Bulletin*, 22(2), 148–157.
16. Concerning these objections, see Hoffman, M. L. (1991). Is empathy altruistic? *Psychological Inquiry*, 2(2), 131–133; Sober, E., & Wilson, D. S. (1999), *Unto Others: The Evolution and Psychology of Unselfish Behavior*. Harvard University Press; Wallach, L., & Wallach, M. A. (1991). Why altruism, even though it exists, cannot be demonstrated by social psychological experiments. *Psychological Inquiry*, 2(2), 153–155.
17. The fact that they can certainly think about Katie’s fate *later on*, after the text, does not influence the result of the experiment.
18. For a more detailed description, see Batson, C. D. (2011). *Op. cit.*, pp. 140–145, and Stocks, E. L., Lishner, D. A., & Decker, S. K. (2009), Altruism or psychological escape: Why does empathy promote pro-social behavior? *European Journal of Social Psychology*, 39, 649–665.
19. The subjects with weak empathy, on the other hand, help only when they fear that their inaction will be criticized.
20. Batson, C. D., Dyck, J. L., Brandt, J. R., Batson, J. G., Powell, A. L., McMaster, M. R., & Griffitt, C. (1988), Five studies testing two new egoistic alternatives to the empathy-altruism hypothesis. *Journal of Personality and Social Psychology*, 55(1), 52. The experiment also shows that altruists do better on the test when Suzann’s fate depends on them, and are less attentive when they know that Suzanne isn’t risking anything. On the other hand, those who have little empathy have a lower score than the altruists when Suzanne is in danger, but curiously get a higher score when they know she isn’t risking anything. The explanation offered is that, in the second case, they are more interested in their own personal score, whereas altruists lost interest in the test since it isn’t useful to Suzanne.
21. See especially Cialdini, R. B. Altruism or egoism? That is (still) the question. *Psychological Inquiry*, 2(2), 1991, 124–126.
22. Interested readers can find these details in C. D. Batson’s articles and in the summary he made of them in his recent book, *Altruism in Humans* (2011), *op. cit.*
23. Batson, C. D. Why act for the public good? Four answers. *Personality and Social Psychology Bulletin*, 20(5), 1994, 603–610. The paper from

which Batson's conclusion is quoted was published in 1994. Between 1978 and 1996, over eighteen years, altogether thirty-one experiments were conducted, all lending support to the empathy-altruism hypothesis.

24. See especially Cialdini, R. B. (1991). *Op. cit.*
25. Batson, Daniel, *Altruism in Humans*, op. cit., p. 161