

原注・参考文献

■著者による注釈

参照を管理しやすくするため、参考文献は各章ごと、さらに各章の主要なトピックごとに分類した。関連する注釈（例：補足的な事実や、特定の引用文の参照先情報など）は、関連するトピックの直後に記載した。

各参考文献は文献全体の参照先情報を記載し、本書内のもっとも関連性が高いセクションに分類した（一部の参考文献には、その論文の本書への特定の影響を強調するための注釈を付記した）。また、あるセクションの理解が他の参考文献の理解にとって重要な場合、セクション内の注釈に当該の参考文献への参照先情報を含めた。

■アイゼンハワーの言葉

アイゼンハワー大統領による「喧嘩に勝つのは、……（What counts is not necessarily the size of the dog in the fight — it's the size of the fight in the dog.）」の有名な発言は、1958年1月21日の演説中になされたものであるが、同大統領は、それ以前にも少なくとも1回、1957年にこの表現を使っている。この表現の出典は、マーク・トウェインをはじめとする多くの人物とする説がある。しかし、トウェインの作品にはこの表現は一度も出てこないため、彼によるものではないとも考えられている。実際、この表現は1930年代を通じて多く使われており、私たち著者は、もっとも早い時期のものとして1928年の*MacLean's Weekly*誌で使われていることを確認している。とはいえ、この表現はおそらくさらに前から使われていたと考えられる。1933年のサウスダコタ州のある刊行物には、それが「オールド・ブラックヒルズ（インディアンが住んでいた地域）に古くから伝わることわざである」と記されている。

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- 私たち著者が、人間はスカイダイビングには慣れるが、競技ダンスのコンテストには何年経っても慣れないという皮肉に注目したのは、Strahlerらの論文(2010)がきっかけであった。
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■ 「アレタス」と古代ギリシアのオリンピック

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■動機づけの原動力としての競争

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第2章

■トリプレット, 競争と子供

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第3章

■クリントン大統領訪日(1996年)とカーク・ハンリン

この逸話に関する私たち著者の主な情報源は、カーク・ハンリン (Kirk Hanlin) 本人である。他のレポートも、大統領の当該の訪日に関する政治的意味合いについて、私たちの理解を深めた。ホワイトハウスの記者団が車列から除外されれば、本国から強く批判されるかもしれないというハンリンの懸念は、決して大げさなものではない。事実、2012年、バラク・オバマ大統領が韓国を訪問した際、ホワイトハウスの記者団が、一時的に誤って大統領の参加行事から除外された。AP通信はこの件に触れ、韓国には言論・報道の自由へのコミットメントが欠如していると指摘するとともに、アメリカに韓国との同盟関係を維持する価値はあるかという疑問すらほのめかした。Gearan (2012) を参照のこと。

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■ジュリアス・アクセルロッドの功績とCOMTに関する他の基礎研究

- 脳内におけるCOMTの重要性をさらに定量的な視点でとらえるための情報を付記しよう。
「COMTは、腹側線条体においてはドーパミン除去の15%を担う。しかし、COMTは前頭前皮質（PFC）内のドーパミンの除去の60%を担っている」
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■COMTの遺伝子型と認知機能に関する発見

科学文献では、COMTの遺伝的変異は通常、対立遺伝子の組み合わせを示す、「met-met」「val-val」「met-val」と呼ばれる。2つのメチオニン（met）からなる処理の遅い酵素を持つ者は「met-met」、2つのバリン（val）からなる処理の速い酵素を持つ者は「val-val」、バリンとメチオニンをそれぞれ1つずつ持つ者は「val-met」である。

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■COMTの2つの型と社会的・情緒的機能に関する発見

COMTに関して初めて「^{Warriors}戦士型」「^{Worriers}心配性型」のアナロジーを用いたのはGoldmanらである。それ以来、このアナロジーは他の研究者にも使われるようになった。前章の注釈で説明したように、処理の速い酵素の「val-val」型の者が「戦士型遺伝子」を、処理の遅い酵素の「met-met」型の者が「心配性型遺伝子」を持つ。「val-met」型はこのスペクトルの中央あたりに位置することになる。

ルワンダでのPTSDの研究（Kolassaら）の結果と同様、ブラジル人の研究者による調査によって、心配性/met-met型の遺伝子を持つ者は、都市部での暴力事件に敏感であることがわかっている（Valenteら）。

さらに、met-met型の者は、val-val型よりも攻撃的であることも明らかになっている。met-met型の思春期の少女は、社会的関係での苦勞が多く、攻撃的な行動によって関係を失敗させることが多い（Volavkaら、Waughら、Albaughらを参照）。一方、戦士型/val-val型の遺伝

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■COMTに対するエストロゲンの効果／ストレス反応の男女差

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第5章

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- 私たちは共著『*NurtureShock*』[『間違いだらけの子育て』小松淳子訳 (インターシフト, 2011)] の一章全体を、きょうだい間の争いについての考察に割いた。きょうだい間の争いの本質、きょうだい間の口喧嘩への対処方法についての研究結果などについて詳しく記載しているので、ぜひ同書の当該章をご覧ください (本書で簡単に言及した、きょうだい間の争いの頻度についての2件の研究についても、詳しく取り上げている)。
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■スポーツにおける「勝つためのプレー」対「負けないためのプレー」

テニスを題材にしたアルスター大学の研究は、政治家に立候補する女性についてのフルトンの研究に類似する、興味深い結果を導いている。グランドスラムにおいて、女子テニス選手は、ネットプレーをするときに、男子選手よりも計算高く、確実にポイントがとれると判断したときにしか前に出ようとしない。これに対し、男子は女子よりもネットプレーをする割合が高く、そのために試合で多くのポイントを得ている (O'Donoghue & Ingram)。

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■ 「脅威」対「挑戦」

「脅威」と「挑戦」の違いについて詳しくは、Wendy Berry Mendes, Jim Blascovich, および脅威と挑戦の心理学に関する第8章の参考文献を参照のこと。

これを接戦についての前述の議論と結びつけるのが、PGAに出場するゴルフ選手が、接戦ではリスクを多く取る傾向があることを発見したBrownとLiの研究(2010)である。勝っている側が負ける可能性がほとんどない場合、勝っている側も、負けている側も、どちらも保守的にプレーをする傾向がある。

どちらが勝つかわからない接戦の場合、両者は競争を挑戦だと知覚する。しかし、実力差がある場合、どちらも脅威的状况にあると知覚する場合がある。つまり、下馬評が高い方は勝つて当然というプレッシャーを感じ(脅威)、低い方は恥ずかしい結果を避けようとする(脅威)。

Worthyらは、NBAを対象にして、サッカーのPK戦を対象にした研究に相当する、興味深い結果を見いだした。NBAの選手は、チームが1ポイントリードされているときとリードしている場合に、フリースローの成功率(選手生活全体の平均成功率との対比)が下がる。また同点時は、それよりもさらに下がる。

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■ミスの神経科学

監視中の前帯状皮質（ACC）の役割については詳しく説明したが、エラー後の反応は神経回路網が関連する。たとえば、ACCの活性化に続いて活性化する脳領域の1つは扁桃体である（Pourtoisら、2010）。このことは、人間がミスを恐怖と結びつけて理解することの理由を説明するかもしれない。おそらく難しいのは、恐怖がミスの結果として生じたものなのか、ミスの原因なのかを区別することである。

より専門的な分析をすれば、ミス後の脳の電氣的反応の低下は、科学論文では「エラー関連陰性電位（ERN：Error-Related Negativity）」と呼ばれる。ERNの後、「Pe」（正の増加）が生じる。学習が生じると考えられているのは、このPeの前後である。また、ミスを外部から指摘された場合の「フィードバック関連陰性電位」（FRN：Feedback Related Negativity）もある。ただし、私たち筆者にとってより興味深かったのは、外部の警告なしに脳がエラーを知覚する頻度であった。

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■ 「獲得型志向」対「防御型志向」

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■創造プロセスでの神経科学

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第8章

■FedEx, 幸運, 起業物語の価値

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■NASAとニアミス・バイアス

エド・ロジャース (Ed Rogers) へのインタビューは極めて価値の高いものであった。DillonおよびTinsleyの研究のバックストーリーを説明するだけでなく、「発射熱」など、NASAの手順の他の側面を描写するうえでも有用だった。

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■反事実思考

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第9章

■攻撃性と試合中のホルモン

ブース (Booth) らによるチェスを題材にした研究は、テストステロンレベル (Tレベル) が、認知的行為の成功を予測できる可能性があることを示す、おそらくもっとも有名な研究であるが、それが唯一の研究ではない。たとえば2011年、Flegrは、難易度の高い科学系の科目の最終試験を受ける前に、大学生の唾液サンプルを採取した。その結果、試験前にTレベルがもっとも高かった大学生の成績が、もっとも良かったことがわかった。

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■ドッグショー／競争時のストレス対処をめぐる男女の違い

女性のテストステロンレベルが男性の数分の1であることには、すべての研究者が合意しているものの、実際の測定値に基づくその比率は10分の1程度から5分の1と幅がある。Stantonらは、この不一致が生じる理由が、季節によって、男女それぞれのテストステロンレベルが大きく変動するためであることを明らかにした（平均すると、男女とも、テストステロンは夏にもっとも低く、秋にもっとも高い）。重要なのは、一般的に、女性がテストステロンの影響を受けるパターンは、年間を通じて同じであるということである。

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■コルチゾールに関する新解釈

ストレス反応について詳しくは、第4章の参考文献、および第1章で言及したローレダー (Rohleder) らやダイントナー (Deinzer) らの研究を参照のこと。また、前述した、不安および挑戦的／脅威的状况に関する生化学的な研究もこれと関連がある。

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第10章

■ジェイソン・レザック／チームの一員であることの感情と神経科学

レザックのパフォーマンスに関する情報については、第1章の引用を参照のこと。また、第7章で言及した、ミスの神経科学に関する研究——特に、協力と競争についての研究（例：Bhuijnら、およびDecentyらの研究）も重要な補足情報である。

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■競争や個性が科学的イノベーションに果たす役割

私たち現代人が当たり前のものとして日々、使用している技術革新の多くは、正式な競争の結果として生まれたものである。消火器は、1761年に行なわれた消火アイデアを募ったコンテストで、アンブローズ・ゴッドフレイが受賞したアイデアが基になっている。マーガリンは、ナポレオン3世が軍用にバターの代用品を募集したコンテストの1等となったイポリット・メージュ＝ムーリエ考案によるアイデアによって誕生した（また、ナポレオン1世が募集した軍隊の食料に関するコンテストに触発され、ニコラ・アペールは1809年に瓶詰めの保存食品という革新的技術を編み出した）。チャールズ・リンドバーグによる1927年の大西洋単独無着陸飛行は、フランスのホテル・オーナーであるレイモンド・オルティエグが賞金を出したコンテストでの賞金獲得を目指したものだ（オルティエグはこのコンテストを、フランスの旅行業界とホテル業界の活性化のために実施した）。2006年、Apple ユーザーの1人が、Windows用のソフトウェアをMac上でも動作するようにコンバートするソフトウェアの開発コンテストの開催資金の寄付を公に呼びかけた。寄付は大量に集まり、その結果、Apple自らがこのソフトウェアの開発に取り組むことになった。

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第12章

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