Contents

Chapter 1: General Introduction 7
Self-regulation: definition and components 9
Self-regulation in the interpersonal context 11
The present dissertation 16

Chapter 2: Regulatory Focus and the Michelangelo Phenomenon: How Close Partners Promote One Another’s Ideal Selves 19
Method 28
Results 33
Discussion 43

Chapter 3: The Benefits of Interpersonal Regulatory Fit for Individual Goal Pursuit 55
Experiment 3.1 63
Experiment 3.2 66
Experiment 3.3 68
Experiment 3.4 72
Experiment 3.5 75
Experiment 3.6 79
General Discussion 83

Chapter 4: If You Are Able to Control Yourself, I Will Trust You: The Role of Perceived Self-Control in Interpersonal Trust 91
Experiment 4.1 98
Experiment 4.2 100
Experiment 4.3 105
Experiment 4.4 108
General Discussion 111

Chapter 5: Me or You? The Role of Self-control in Facing the Daily Dilemmas of Sacrifice 119
Experiment 5.1 123
Experiment 5.2 124
Experiment 5.3 126
Experiment 5.4 127
General Discussion 128
<table>
<thead>
<tr>
<th>Chapter 6: General Discussion</th>
<th>131</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overview of the Empirical Findings</td>
<td>133</td>
</tr>
<tr>
<td>Regulatory Focus Findings: Implications and Future Research</td>
<td>135</td>
</tr>
<tr>
<td>Self-control Strength Findings: Implications and Future Research</td>
<td>139</td>
</tr>
<tr>
<td>Closing Remarks</td>
<td>142</td>
</tr>
</tbody>
</table>

References 144

Nederlandse Samenvatting (Summary in Dutch) 159

Acknowledgments 163

Curriculum Vitae 166