

# CHAPTER 19

## Psychological Egoism

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### A. The Theory

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1. "Psychological egoism" is the name given to a theory widely held by ordinary people, and at one time almost universally accepted by political economists, philosophers, and psychologists, according to which all human actions when properly understood can be seen to be motivated by selfish desires. More precisely, psychological egoism is the doctrine that the only thing anyone is capable of desiring or pursuing ultimately (as an end in itself) is his *own* self-interest. No psychological egoist denies that people sometimes do desire things other than their own welfare – the happiness of other people, for example; but all psychological egoists insist that people are capable of desiring the happiness of others only when they take it to be a *means* to their own happiness. In short, purely altruistic and benevolent actions and desires do not exist; but people sometimes appear to be acting unselfishly and disinterestedly when they take the interests of others to be means to the promotion of their own self-interest.

2. This theory is called *psychological* egoism to indicate that it is not a theory about what

*ought* to be the case, but rather about what, as a matter of fact, *is* the case. That is, the theory claims to be a description of psychological facts, not a prescription of ethical ideals. It asserts, however, not merely that all men do as a contingent matter of fact "put their own interests first," but also that they are capable of nothing else, human nature being what it is. Universal selfishness is not just an accident or a coincidence on this view; rather, it is an unavoidable consequence of psychological laws.

The theory is to be distinguished from another doctrine, so-called "ethical egoism," according to which all people *ought* to pursue their own wellbeing. This doctrine, being a prescription of what *ought* to be the case, makes no claim to be a psychological theory of human motives; hence the word "ethical" appears in its name to distinguish it from *psychological* egoism.

3. There are a number of types of motives and desires which might reasonably be called "egoistic" or "selfish," and corresponding to each of them is a possible version of psychological egoism. Perhaps the most common version of the theory is that apparently held by Jeremy Bentham.<sup>1</sup> According to this version, all persons have only one ultimate motive in all their voluntary behavior and that motive is a selfish one; more specifically, it is one particular kind of selfish motive – namely, a desire for one's own *pleasure*. According to this version of

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Joel Feinberg, "Psychological Egoism," pp. 476–88 from Russ Shafer-Landau and Joel Feinberg (eds.), *Reason and Responsibility*. Belmont: Wadsworth, 2004. Reprinted with permission of Wadsworth, a division of Thomson Learning.

the theory, "the only kind of ultimate desire is the desire to get or to prolong pleasant experiences, and to avoid or to cut short unpleasant experiences for oneself."<sup>2</sup> This form of psychological egoism is often given the cumbersome name – *psychological egoistic hedonism*.

## B. Prima Facie Reasons in Support of the Theory

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4. Psychological egoism has seemed plausible to many people for a variety of reasons, of which the following are typical:

- a. "Every action of mine is prompted by motives or desires or impulses which are *my* motives and not somebody else's. This fact might be expressed by saying that whenever I act I am always pursuing my own ends or trying to satisfy my own desires. And from this we might pass on to – 'I am always pursuing something for myself or seeking my own satisfaction.' Here is what seems like a proper description of a man acting selfishly, and if the description applies to all actions of all men, then it follows that all men in all their actions are selfish."<sup>3</sup>
- b. It is a truism that when a person gets what he wants he characteristically feels pleasure. This has suggested to many people that what we really want in every case is our own pleasure, and that we pursue other things only as a means.
- c. *Self-Deception*. Often we deceive ourselves into thinking that we desire something fine or noble when what we really want is to be thought well of by others or to be able to congratulate ourselves, or to be able to enjoy the pleasures of a good conscience. It is a well-known fact that people tend to conceal their true motives from themselves by camouflaging them with words like "virtue," "duty," etc. Since we are so often misled concerning both our own real motives and the real motives of others, is it not reasonable to suspect that we might *always* be deceived when we think motives disinterested and altruistic? Indeed, it is a simple matter to explain away all allegedly unselfish motives: "Once the conviction

that selfishness is universal finds root in a person's mind, it is very likely to burgeon out in a thousand corroborating generalizations. It will be discovered that a friendly smile is really only an attempt to win an approving nod from a more or less gullible recording angel; that a charitable deed is, for its performer, only an opportunity to congratulate himself on the good fortune or the cleverness that enables him to be charitable; that a public benefaction is just plain good business advertising. It will emerge that gods are worshipped only because they indulge men's selfish fears, or tastes, or hopes; that the 'golden rule' is no more than an eminently sound success formula; that social and political codes are created and subscribed to only because they serve to restrain other men's egoism as much as one's own, morality being only a special sort of 'racket' or intrigue using weapons of persuasion in place of bombs and machine guns. Under this interpretation of human nature, the categories of commercialism replace those of disinterested service and the spirit of the horse trader broods over the face of the earth."<sup>4</sup>

- d. *Moral Education*. Morality, good manners, decency, and other virtues must be teachable. Psychological egoists often notice that moral education and the inculcation of manners usually utilize what Bentham calls the "sanctions of pleasure and pain."<sup>5</sup> Children are made to acquire the civilizing virtues only by the method of enticing rewards and painful punishments. Much the same is true of the history of the race. People in general have been inclined to behave well only when it is made plain to them that there is "something in it for them." It is not then highly probable that just such a mechanism of human motivation as Bentham describes must be presupposed by our methods of moral education?

## C. Critique of Psychological Egoism: Confusions in the Arguments

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5. *Non-Empirical Character of the Arguments*. If the arguments of the psychological egoist

consisted for the most part of carefully acquired empirical evidence (well-documented reports of controlled experiments, surveys, interviews, laboratory data, and so on), then the critical philosopher would have no business carping at them. After all, since psychological egoism purports to be a scientific theory of human motives, it is the concern of the experimental psychologist, not the philosopher, to accept or reject it. But as a matter of fact, empirical evidence of the required sort is seldom presented in support of psychological egoism. Psychologists, on the whole, shy away from generalizations about human motives which are so sweeping and so vaguely formulated that they are virtually incapable of scientific testing. It is usually the "armchair scientist" who holds the theory of universal selfishness, and his usual arguments are either based simply on his "impressions" or else are largely of a non-empirical sort. The latter are often shot full of a very subtle kind of logical confusion, and this makes their criticism a matter of special interest to the analytic philosopher.

6. The psychological egoist's first argument (4a, above) is a good example of logical confusion. It begins with a truism — namely, that all of my motives and desires are *my* motives and desires and not someone else's. (Who would deny this?) But from this simple tautology nothing whatever concerning the nature of my motives or the objective of my desires can possibly follow. The fallacy of this argument consists in its violation of the general logical rule that analytic statements (tautologies) cannot entail synthetic (factual) ones.<sup>6</sup> That every voluntary act is prompted by the agent's own motives is a tautology; hence, it cannot be equivalent to "A person is always seeking something for himself" or "All of a person's motives are selfish," which are synthetic. What the egoist must prove is not merely:

- (i) Every voluntary action is prompted by a motive of the agent's own.

but rather:

- (ii) Every voluntary action is prompted by a motive of a quite particular kind, viz. a selfish one.

Statement (i) is obviously true, but it cannot all by itself give any logical support to statement (ii).

The source of the confusion in this argument is readily apparent. It is not the genesis of an action or the *origin* of its motives which makes it a "selfish" one, but rather the "purpose" of the act or the *objective* of its motives; *not where the motive comes from* (in voluntary actions it always comes from the agent) but *what it aims at* determines whether or not it is selfish. There is surely a valid distinction between voluntary behavior, in which the agent's action is motivated by purposes of his own, and *selfish* behavior in which the agent's motives are of one exclusive sort. The egoist's argument assimilates all voluntary action into the class of selfish action, by requiring, in effect, that an unselfish action be one which is not really motivated at all. In the words of Lucius Garvin, "to say that an act proceeds from our own . . . desire is only to say that the act is our own. To demand that we should act on motives that are not our own is to ask us to make ourselves living contradictions in terms."<sup>7</sup>

7. But if argument 4a fails to prove its point, argument 4b does no better. From the fact that all our successful actions (those in which we get what we were after) are accompanied or followed by pleasure it does not follow, as the egoist claims, that the *objective* of every action is to get pleasure for oneself. To begin with, the premise of the argument is not, strictly speaking, even true. Fulfillment of desire (simply getting what one was after) is no guarantee of satisfaction (pleasant feelings of gratification in the mind of the agent). Sometimes when we get what we want we *also* get, as a kind of extra dividend, a warm, glowing feeling of contentment; but often, far too often, we get no dividend at all, or, even worse, the bitter taste of ashes. Indeed, it has been said that the characteristic psychological problem of our time is the *dissatisfaction* that attends the fulfillment of our very most powerful desires.

Even if we grant, however, for the sake of argument, that getting what one wants *usually* yields satisfaction, the egoist's conclusion does not follow. We can concede that we normally get pleasure (in the sense of satisfaction) when our desires are satisfied, *no matter what our*

*desires are for*; but it does not follow from this roughly accurate generalization that the only thing we ever desire is our own satisfaction. Pleasure may well be the usual accompaniment of all actions in which the agent gets what he wants; but to infer from this that what the agent always wants is his own pleasure is like arguing, in William James's example,<sup>8</sup> that because an ocean liner constantly consumes coal on its trans-Atlantic passage that therefore the *purpose* of its voyage is to consume coal. The immediate inference from even constant accompaniment to purpose (or motive) is always a *non sequitur*.

Perhaps there is a sense of "satisfaction" (desire fulfillment) such that it is certainly and universally true that we get satisfaction whenever we get what we want. But satisfaction in this sense is simply the "coming into existence of that which is desired." Hence, to say that desire fulfillment always yields "satisfaction" in this sense is to say no more than that we always get what we want when we get what we want, which is to utter a tautology like "a rose is a rose." It can no more entail a synthetic truth in psychology (like the egoistic thesis) than "a rose is a rose" can entail significant information in botany.

8. *Disinterested Benevolence*. The fallacy in argument 4b then consists, as Garvin puts it, "in the supposition that the apparently unselfish desire to benefit others is transformed into a selfish one by the fact that we derive pleasure from carrying it out."<sup>9</sup> Not only is this argument fallacious; it also provides us with a suggestion of a counterargument to show that its conclusion (psychological egoistic hedonism) is false. Not only is the presence of pleasure (satisfaction) as a by-product of an action no proof that the action was selfish; in some special cases it provides rather conclusive proof that the action was *unselfish*. For in those special cases the fact that we get pleasure from a particular action *presupposes that we desired something else* — something other than our own pleasure — as an end in itself and not merely as a means to our own pleasant state of mind.

This way of turning the egoistic hedonist's argument back on him can be illustrated by taking a typical egoist argument, one attributed

(perhaps apocryphally) to Abraham Lincoln, and then examining it closely:

Mr. Lincoln once remarked to a fellow-passenger on an old-time mud-coach that all men were prompted by selfishness in doing good. His fellow-passenger was antagonizing this position when they were passing over a corduroy bridge that spanned a slough. As they crossed this bridge they espied an old razor-backed sow on the bank making a terrible noise because her pigs had got into the slough and were in danger of drowning. As the old coach began to climb the hill, Mr. Lincoln called out, "Driver, can't you stop just a moment?" Then Mr. Lincoln jumped out, ran back and lifted the little pigs out of the mud and water and placed them on the bank. When he returned, his companion remarked: "Now Abe, where does selfishness come in on this little episode?" "Why, bless your soul Ed, that was the very essence of selfishness. I should have had no peace of mind all day had I gone on and left that suffering old sow worrying over those pigs. I did it to get peace of mind, don't you see?"<sup>10</sup>

If Lincoln had cared not a whit for the welfare of the little pigs and their "suffering" mother, but only for his own "peace of mind," it would be difficult to explain how he could have derived pleasure from helping them. The very fact that he did feel satisfaction as a result of helping the pigs presupposes that he had a pre-existing desire for something other than his own happiness. Then when *that* desire was satisfied, Lincoln of course derived pleasure. The *object* of Lincoln's desire was not pleasure; rather pleasure was the *consequence* of his pre-existing desire for something else. If Lincoln had been wholly indifferent to the plight of the little pigs as he claimed, how could he possibly have derived any pleasure from helping them? He could not have achieved peace of mind from rescuing the pigs, had he not a prior concern — on which his peace of mind depended — for the welfare of the pigs for its own sake.

In general, the psychological hedonist analyzes apparent benevolence into a desire for "benevolent pleasure." No doubt the benevolent person does get pleasure from his

benevolence, but in most cases, this is only because he has previously desired the good of some person, or animal, or mankind at large. Where there is no such desire, benevolent conduct is not generally found to give pleasure to the agent.

9. *Malevolence.* Difficult cases for the psychological egoist include not only instances of disinterested benevolence, but also cases of "disinterested malevolence." Indeed, malice and hatred are generally no more "selfish" than benevolence. Both are motives likely to cause an agent to sacrifice his own interests – in the case of benevolence, in order to help someone else, in the case of malevolence in order to harm someone else. The selfish person is concerned ultimately only with his own pleasure, happiness, or power; the benevolent person is often equally concerned with the happiness of others; to the malevolent person, the *injury* of another is often an end in itself – an end to be pursued sometimes with no thought for his own interests. There is reason to think that people have as often sacrificed themselves to injure or kill others as to help or to save others, and with as much "heroism" in the one case as in the other. The unselfish nature of malevolence was first noticed by the Anglican Bishop and moral philosopher Joseph Butler (1692–1752), who regretted that people are no more selfish than they are.<sup>11</sup>

10. *Lack of Evidence for Universal Self-Deception.* The more cynical sort of psychological egoist who is impressed by the widespread phenomenon of self-deception (see 4c above) cannot be so quickly disposed of, for he has committed no *logical* mistakes. We can only argue that the acknowledged frequency of self-deception is insufficient evidence for his universal generalization. His argument is not fallacious, but inconclusive.

No one but the agent himself can ever be certain what conscious motives really prompted his action, and where motives are disreputable, even the agent may not admit to himself the true nature of his desires. Thus, for every apparent case of altruistic behavior, the psychological egoist can argue, with some plausibility, that the true motivation *might* be selfish, appearance to the contrary. Philanthropic acts are really motivated by the desire

to receive gratitude; acts of self-sacrifice, when truly understood, are seen to be motivated by the desire to feel self-esteem; and so on. We must concede to the egoist that all apparent altruism might be deceptive in this way; but such a sweeping generalization requires considerable empirical evidence, and such evidence is not presently available.

11. *The "Paradox of Hedonism" and Its Consequences for Education.* The psychological egoistic Hedonist (e.g., Jeremy Bentham) has the simplest possible theory of human motivation. According to this variety of egoistic theory, all human motives without exception can be reduced to one – namely, the desire for one's own pleasure. But this theory, despite its attractive simplicity, or perhaps because of it, involves one immediately in a paradox. Astute observers of human affairs from the time of the ancient Greeks have often noticed that pleasure, happiness, and satisfaction are states of mind which stand in a very peculiar relation to desire. An exclusive desire for happiness is the surest way to prevent happiness from coming into being. Happiness has a way of "sneaking up" on persons when they are preoccupied with other things; but when persons deliberately and single-mindedly set off in pursuit of happiness, it vanishes utterly from sight and cannot be captured. This is the famous "paradox of hedonism": the single-minded pursuit of happiness is necessarily self-defeating, for *the way to get happiness is to forget it*; then perhaps it will come to you. If you aim exclusively at pleasure itself, with no concern for the things that bring pleasure, then pleasure will never come. To derive satisfaction, one must ordinarily first desire something other than satisfaction, and then find the means to get what one desires.

To feel the full force of the paradox of hedonism the reader should conduct an experiment in his imagination. Imagine a person (let's call him "Jones") who is, first of all, devoid of intellectual curiosity. He has no desire to acquire any kind of knowledge for its own sake, and thus is utterly indifferent to questions of science, mathematics, and philosophy. Imagine further that the beauties of nature leave Jones cold: he is unimpressed by the autumn foliage, the snow-capped

mountains, and the rolling oceans. Long walks in the country on spring mornings and skiing forays in the winter are to him equally a bore. Moreover, let us suppose that Jones can find no appeal in art. Novels are dull, poetry a pain, paintings nonsense and music just noise. Suppose further that Jones has neither the participant's nor the spectator's passion for baseball, football, tennis, or any other sport. Swimming to him is a cruel aquatic form of calisthenics, the sun only a cause of sunburn. Dancing is coeducational idiocy, conversation a waste of time, the other sex an unappealing mystery. Politics is a fraud, religion mere superstition; and the misery of millions of underprivileged human beings is nothing to be concerned with or excited about. Suppose finally that Jones has no talent for any kind of handicraft, industry, or commerce, and that he does not regret that fact.

What then is Jones interested in? He must desire something. To be sure, he does. Jones has an overwhelming passion for, a complete preoccupation with, his own happiness. The one exclusive desire of his life is *to be happy*. It takes little imagination at this point to see that Jones's one desire is bound to be frustrated. People who – like Jones – most hotly pursue their own happiness are the least likely to find it. Happy people are those who successfully pursue such things as aesthetic or religious experience, self-expression, service to others, victory in competitions, knowledge, power, and so on. If none of these things in themselves and for their own sakes mean anything to a person, if they are valued at all then only as a means to one's own pleasant states of mind – then that pleasure can never come. The way to achieve happiness is to pursue something else.

Almost all people at one time or another in their lives feel pleasure. Some people (though perhaps not many) really do live lives which are on the whole happy. But if pleasure and happiness presuppose desires for something other than pleasure and happiness, then the existence of pleasure and happiness in the experience of some people proves that those people have strong desires for something other than their own happiness – egoistic hedonism to the contrary.

The implications of the “paradox of hedonism” for educational theory should be obvious. The parents least likely to raise a happy child are those who, even with the best intentions, train their child to seek happiness directly. How often have we heard parents say:

I don't care if my child does not become an intellectual, or a sports star, or a great artist. I just want her to be a plain average sort of person. Happiness does not require great ambitions and great frustrations; it's not worth it to suffer and become neurotic for the sake of science, art, or do-goodism. I just want my child to be happy.

This can be a dangerous mistake, for it is the child (and the adult for that matter) without “outerdirected” interests who is the most likely to be unhappy. The pure egoist would be the most wretched of persons.

The educator might well beware of “life adjustment” as the conscious goal of the educational process for similar reasons. “Life adjustment” can be achieved only as a by-product of other pursuits. A whole curriculum of “life adjustment courses” unsupplemented by courses designed to incite an interest in things other than life adjustment would be tragically self-defeating.

As for moral education, it is probably true that punishment and reward are indispensable means of inculcation. But if the child comes to believe that the *sole* reasons for being moral are that he will escape the pain of punishment thereby and/or that he will gain the pleasure of a good reputation, then what is to prevent him from doing the immoral thing whenever he is sure that he will not be found out? While punishment and reward then are important tools for the moral educator, they obviously have their limitations. Beware of the man who does the moral thing only out of fear of pain or love of pleasure. He is not likely to be wholly trustworthy. Moral education is truly successful when it produces persons who are willing to do the right thing *simply because it is right*, and not merely because it is popular or safe.

12. *Pleasure as Sensation*. One final argument against psychological hedonism should suffice to put that form of the egoistic psychology to

rest once and for all. The egoistic hedonist claims that all desires can be reduced to the single desire for one's own *pleasure*. Now the word "pleasure" is ambiguous. On the one hand, it can stand for a certain indefinable, but very familiar and specific kind of sensation, or more accurately, a property of sensations; and it is generally, if not exclusively, associated with the senses. For example, certain taste sensations such as sweetness, thermal sensations of the sort derived from a hot bath or the feel of the August sun while one lies on a sandy beach, erotic sensations, olfactory sensations (say) of the fragrance of flowers or perfume, and tactual and kinesthetic sensations from a good massage, are all pleasant in this sense. Let us call this sense of "pleasure," which is the converse of "physical pain," pleasure<sub>1</sub>.

On the other hand, the word "pleasure" is often used simply as a synonym for "satisfaction" (in the sense of gratification, not mere desire fulfillment.) In this sense, the existence of pleasure presupposes the prior existence of desire. Knowledge, religious experience, aesthetic expression, and other so-called "spiritual activities" often give pleasure in this sense. In fact, as we have seen, we tend to get pleasure in this sense whenever we get what we desire, no matter what we desire. The masochist even derives pleasure (in the sense of "satisfaction") from his own physically painful sensations. Let us call the sense of "pleasure" which means "satisfaction" – pleasure<sub>2</sub>.

Now we can evaluate the psychological hedonist's claim that the sole human motive is a desire for one's own pleasure, bearing in mind (as he often does not) the ambiguity of the word "pleasure." First, let us take the hedonist to be saying that it is the desire for pleasure<sub>1</sub> (pleasant sensation) which is the sole ultimate desire of all people and the sole desire capable of providing a motive for action. Now I have little doubt that all (or most) people desire their own pleasure, *sometimes*. But even this familiar kind of desire occurs, I think, rather rarely. When I am very hungry, I often desire to eat, or, more specifically, to eat this piece of steak and these potatoes. Much less often do I desire to eat certain morsels simply for the sake of the pleasant gustatory sensations they might cause. I have, on the other hand, been

motivated in the latter way when I have gone to especially exotic (and expensive) French or Chinese restaurants; but normally, pleasant gastronomic sensations are simply a happy consequence or by-product of my eating, not the antecedently desired objective of my eating. There are, of course, others who take gustatory sensations far more seriously: the *gourmet* who eats only to savor the textures and flavors of fine foods, and the wine fancier who "collects" the exquisitely subtle and very pleasant tastes of rare old wines. Such people are truly absorbed in their taste sensations when they eat and drink, and there may even be some (rich) persons whose desire for such sensations is the sole motive for eating and drinking. It should take little argument, however, to convince the reader that such persons are extremely rare.

Similarly, I usually derive pleasure from taking a hot bath, and on occasion (though not very often) I even decide to bathe simply for the sake of such sensations. Even if this is equally true of everyone, however, it hardly provides grounds for inferring that *no one ever* bathes from *any* other motive. It should be empirically obvious that we sometimes bathe simply in order to get clean, or to please others, or simply from habit.

The view then that we are never after anything in our actions but our own pleasure – that all people are complete "gourmets" of one sort or another – is not only morally cynical; it is also contrary to common sense and everyday experience. In fact, the view that pleasant sensations play such an enormous role in human affairs is so patently false, on the available evidence, that we must conclude that the psychological hedonist has the other sense of "pleasure" – satisfaction – in mind when he states his thesis. If, on the other hand, he really does try to reduce the apparent multitude of human motives to the one desire for pleasant sensations, then the abundance of historical counter examples justifies our rejection out of hand of his thesis. It surely seems incredible that the Christian martyrs were ardently pursuing their own pleasure when they marched off to face the lions, or that what the Russian soldiers at Stalingrad "really" wanted when they doused themselves with gasoline, ignited themselves, and then threw the flaming torches

of their own bodies on German tanks, was simply the experience of pleasant physical sensations.

13. *Pleasure as Satisfaction.* Let us consider now the other interpretation of the hedonist's thesis, that according to which it is one's own pleasure<sub>2</sub> (satisfaction) and not merely pleasure<sub>1</sub> (pleasant sensation) which is the sole ultimate objective of all voluntary behavior. In one respect, the "satisfaction thesis" is even less plausible than the "physical sensation thesis"; for the latter at least is a genuine empirical hypothesis, testable in experience, though contrary to the facts which experience discloses. The former, however, is so confused that it cannot even be completely stated without paradox. It is, so to speak, defeated in its own formulation. Any attempted explication of the theory that all men at all times desire only their own satisfaction leads to an *infinite regress* in the following way:

"All men desire only satisfaction."  
"Satisfaction of what?"  
"Satisfaction of their desires."  
"Their desires for what?"  
"Their desires for satisfaction."  
"Satisfaction of what?"  
"Their desires."  
"For what?"  
"For satisfaction" – etc., *ad infinitum*.

In short, psychological hedonism interpreted in this way attributes to all people as their sole motive a wholly vacuous and infinitely self-defeating desire. The source of this absurdity is in the notion that satisfaction can, so to speak, feed on itself, and perform the miracle of perpetual self-regeneration in the absence of desires for anything other than itself.

To summarize the argument of sections 12 and 13: The word "pleasure" is ambiguous. Pleasure<sub>1</sub> means a certain indefinable characteristic of physical sensation. Pleasure<sub>2</sub> refers to the feeling of satisfaction that often comes when one gets what one desires whatever be the nature of that which one desires. Now, if the hedonist means pleasure<sub>1</sub> when he says that one's own pleasure is the ultimate objective of all of one's own pleasure is the ultimate objective of all of one's behavior, then his view is not supported by the facts. On the other hand, if he

means pleasure<sub>2</sub>, then his theory cannot even be clearly formulated, since it leads to the following infinite regress: "I desire only satisfaction of my desire for satisfaction of my desire for satisfaction . . . etc., *ad infinitum*." I conclude then that psychological hedonism (the most common form of psychological egoism), however interpreted, is untenable.

#### D. Critique of Psychological Egoism: Unclear Logical Status of the Theory

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14. There remain, however, other possible forms of the egoistic psychology. The egoist might admit that not all human motives can be reduced to the one ultimate desire for one's own pleasure, or happiness, and yet still maintain that our ultimate motives, whether they be desire for happiness (J. S. Mill), self-fulfillment (Aristotle), power (Hobbes), or whatever, are always *self-regarding* motives. He might still maintain that, given our common human nature, wholly disinterested action impelled by exclusively other-regarding motives is psychologically impossible, and that therefore there is a profoundly important sense in which it is true that, whether they be hedonists or not, *all people are selfish*.

Now it seems to me that this highly paradoxical claim cannot be finally evaluated until it is properly understood, and that it cannot be properly understood until one knows what the psychological egoist is willing to accept as evidence either for or against it. In short, there are two things that must be decided: (a) whether the theory is true or false and (b) whether its truth or falsity (its truth value) depends entirely on the *meanings* of the words in which it is expressed or whether it is made true or false by certain *facts*, in this case the facts of psychology.

15. *Analytic Statements.* Statements whose truth is determined solely by the meanings of the words in which they are expressed, and thus can be held immune from empirical evidence, are often called analytic statements or tautologies. The following are examples of tautologies:

- (1) All bachelors are unmarried.
- (2) All effects have causes.
- (3) Either Providence is the capital of Rhode Island or it is not.

The truth of (1) is derived solely from the meaning of the word "bachelor," which is defined (in part) as "unmarried man." To find out whether (1) is true or false we need not conduct interviews, compile statistics, or perform experiments. All empirical evidence is superfluous and irrelevant; for if we know the meanings of "bachelor" and "unmarried," then we know not only that (1) is true, but that it is *necessarily* true – i.e., that it cannot possibly be false, that no future experiences or observations could possibly upset it, that to deny it would be to assert a logical contradiction. But notice that what a tautology gains in certainty ("necessary truth") it loses in descriptive content. Statement (1) imparts no information whatever about any matter of fact; it simply records our determination to use certain words in a certain way. As we say, "It is true by definition."

Similarly, (2) is (necessarily) true solely in virtue of the meanings of the words "cause" and "effect" and thus requires no further observations to confirm it. And of course, no possible observations could falsify it, since it asserts no matter of fact. And finally, statement (3) is (necessarily) true solely in virtue of the meaning of the English expression "either . . . or." Such terms as "either . . . or," "If . . . then," "and," and "not" are called by logicians "logical constants." The *definitions* of logical constants are made explicit in the so-called "laws of thought" – the law of contradiction, the law of the excluded middle, and the law of identity. These "laws" are not laws in the same sense as are (say) the laws of physics. Rather, they are merely consequences of the *definitions* of logical constants, and as such, though they are necessarily true, they impart no information about the world. "Either Providence is the capital of Rhode Island or it is not" tells us nothing about geography; and "Either it is now raining or else it is not" tells us nothing about the weather. You don't have to look at a map or look out the window to know that they are true. Rather, they are known to be true *a priori* (independently of experience); and, like all (or many)<sup>12</sup> *a priori* statements, they are *vacuous*, i.e., devoid of informative content.

The denial of an analytic statement is called a contradiction. The following are typical

examples of contradictions: "Some bachelors are married," "Some causes have no effects," "Providence both is and is not the capital of Rhode Island." As in the case of tautologies, the truth value of contradictions (their falsehood) is logically necessary, not contingent on any facts of experience, and uninformative. Their falsity is derived from the meanings (definitions) of the words in which they are expressed.

16. *Synthetic Statements.* On the other hand, statements whose truth or falsity is derived not from the meanings of words but rather from the facts of experience (observations) are called *synthetic*.<sup>13</sup> Prior to experience, there can be no good reason to think either that they are true or that they are false. That is to say, their truth value is *contingent*; and they can be confirmed or disconfirmed only by *empirical* evidence,<sup>14</sup> i.e., controlled observations of the world. Unlike analytic statements, they do impart information about matters of fact. Obviously, "It is raining in Newport now," if true, is more informative than "Either it is raining in Newport now or it is not," even though the former *could* be false, while the latter is necessarily true. I take the following to be examples of synthetic (contingent) statements:

- (1') All bachelors are neurotic.
- (2') All events have causes.
- (3') Providence is the capital of Rhode Island.
- (3'') Newport is the capital of Rhode Island.

Statement (3') is true; (3'') is false; and (1') is a matter for a psychologist (not for a philosopher) to decide; and the psychologist himself can only decide *empirically*, i.e., by making many observations. The status of (2') is very difficult and its truth value is a matter of great controversy. That is because its truth or falsity depends on *all* the facts ("all events"); and, needless to say, not all of the evidence is in.

17. *Empirical Hypotheses.* Perhaps the most interesting subclass of synthetic statements are those generalizations of experience of the sort characteristically made by scientists; e.g., "All released objects heavier than air fall," "All swans are white," "All men have Oedipus complexes." I shall call such statements "empirical hypotheses" to indicate that their function is

to sum up past experience and enable us successfully to predict or anticipate future experience.<sup>15</sup> They are never logically certain, since it is always at least conceivable that future experience will disconfirm them. For example, zoologists once believed that all swans are white, until black swans were discovered in Australia. The most important characteristic of empirical hypotheses for our present purposes is their relation to evidence. A person can be said to understand an empirical hypothesis only if he knows how to recognize evidence against it. *If a person asserts or believes a general statement in such a way that he cannot conceive of any possible experience which he would count as evidence against it, then he cannot be said to be asserting or believing an empirical hypothesis.* We can refer to this important characteristic of empirical hypotheses as *falsifiability in principle*.

Some statements only appear to be empirical hypotheses but are in fact disguised tautologies reflecting the speaker's determination to use words in certain (often eccentric) ways. For example, a zoologist might refuse to allow the existence of "Australian swans" to count as evidence against the generalization that all swans are white, on the grounds that the black Australian swans are not "really" swans at all. This would indicate that he is holding *whiteness* to be part of the definition of "swan," and that therefore, the statement "All swans are white" is, for him, "true by definition" — and thus just as immune from counterevidence as the statement "All spinsters are unmarried." Similarly, most of us would refuse to allow any possible experience to count as evidence against " $2 + 2 = 4$ " or "Either unicorns exist or they do not," indicating that the propositions of arithmetic and logic are not empirical hypotheses.

18. *Ordinary Language and Equivocation.* Philosophers, even more than ordinary people, are prone to make startling and paradoxical claims that take the form of universal generalizations and hence resemble empirical hypotheses. For example, "All things are mental (there are no physical objects)," "All things are good (there is no evil)," "All voluntary behavior is selfish," etc. Let us confine our attention for the moment to the latter which is a rough

statement of psychological egoism. At first sight, the statement "All voluntary behavior is selfish" seems obviously false. One might reply to the psychological egoist in some such manner as this:

*I know some behavior, at least, is unselfish, because I saw my Aunt Emma yesterday give her last cent to a beggar. Now she will have to go a whole week with nothing to eat. Surely, that was not selfish of her.*

Nevertheless, the psychological egoist is likely not to be convinced, and insist that, in this case, if we knew enough about Aunt Emma, we would learn that her primary motive in helping the beggar was to promote her own happiness or assuage her own conscience, or increase her own self-esteem, etc. We might then present the egoist with even more difficult cases for his theory — saints, martyrs, military heroes, patriots, and others who have sacrificed themselves for a cause. If psychological egoists nevertheless refuse to accept any of these as examples of unselfish behavior, then we have a right to be puzzled about what they are saying. Until we know what they would count as *unselfish* behavior, we can't very well know what they mean when they say that all voluntary behavior is *selfish*. And at this point we may suspect that they are holding their theory in a "privileged position" — that of immunity to evidence, that they would allow no *conceivable* behavior to count as evidence against it. What they say then, if true, must be true in virtue of the way they define — or redefine — the word "selfish." And in that case, it cannot be an empirical hypothesis.

If what the psychological egoist says is "true by redefinition," then I can "agree" with him and say "It is true that in *your* sense of the word 'selfish' my Aunt Emma's behavior was selfish; but in the ordinary sense of 'selfish,' which implies blameworthiness, she surely was not selfish." There is no point of course in arguing about a mere word. The important thing is not what particular words a person uses, but rather whether what he wishes to say in those words is true. Departures from ordinary language can often be justified by their utility for certain purposes; but they are dangerous when they

invite equivocation. The psychological egoist may be saying something which is true when he says that Emma is selfish in *his* sense, but if he doesn't realize that his sense of "selfish" differs from the ordinary one, he may be tempted to infer that Emma is selfish in the ordinary sense which implies blameworthiness; and this of course would be unfair and illegitimate. It is indeed an extraordinary extension of the meaning of the word "self-indulgent" (as C. G. Chesterton remarks somewhere) which allows a philosopher to say that a man is self-indulgent when he wants to be burned at the stake.

19. *The Fallacy of the Suppressed Correlative.* Certain words in the English language operate in pairs – e.g., "selfish-unselfish," "good-bad," "large-small," "mental-physical." To assert that a thing has one of the above characteristics is to *contrast* it with the opposite in the pair. To know the meaning of one term in the pair, we must know the meaning of the correlative term with which it is contrasted. If we could not conceive of what it would be like for a thing to be bad, for example, then we could not possibly understand what is being said of a thing when it is called "good." Similarly, unless we had a notion of what it would be like for action to be *unselfish*, we could hardly understand the sentence "So-and-so acted selfishly"; for we would have nothing to contrast "selfishly" with. The so-called "fallacy of the suppressed correlative"<sup>16</sup> is committed by a person who consciously or unconsciously redefines one of the terms in a contrasting pair in such a way that its new meaning incorporates the sense of its correlative.

*Webster's Collegiate Dictionary* defines "selfish" (in part) as "regarding one's own comfort, advantage, etc. in disregard of, or at the expense of that of others." In this ordinary and proper sense of "selfish," Aunt Emma's action in giving her last cent to the beggar certainly was *not* selfish. Emma *disregarded* her *own* comfort (it is not "comfortable" to go a week without eating) and advantage (there is no "advantage" in malnutrition) *for the sake of* (not "at the expense of") another. Similarly, the martyr marching off to the stake is foregoing (not indulging) his "comfort" and indeed his very life for the sake of (not at the

expense of) a cause. If Emma and the martyr then are "selfish," they must be so in a strange new sense of the word.

A careful examination of the egoist's arguments (see especially 4b above) reveals what new sense he gives to the word "selfish." He redefines the word so that it means (roughly) "motivated," or perhaps "intentional." "After all," says the egoist, "Aunt Emma had some *purpose* in giving the beggar all her money, and this purpose (desire, intention, motive, aim) was *her* purpose and no one else's. She was out to further some aim of her own, wasn't she? Therefore, she was pursuing her own ends (acting from her own motives); she was after something *for herself* in so acting, and that's what I mean by calling her action selfish. Moreover, all intentional action – action done 'on purpose,' deliberately from the agent's own motives – is selfish in the same sense." We can see now, from this reply, that since the egoist apparently means by "selfish" simply "motivated," when he says that all motivated action is selfish *he is not asserting a synthetic empirical hypothesis about human motives; rather, his statement is a tautology roughly equivalent to "all motivated actions are motivated."* And if that is the case, then what he says is true enough; but, like all tautologies, it is empty, uninteresting, and trivial.

Moreover, in redefining "selfish" in this way, the psychological egoist has committed the fallacy of the suppressed correlative. For what can we now contrast "selfish voluntary action" with? Not only are there no *actual* cases of unselfish voluntary actions on the new definition; there are not even any *theoretically possible* or *conceivable* cases of unselfish voluntary actions. And if we cannot even conceive of what an unselfish voluntary action would be like, how can we give any sense to the expression "selfish voluntary action"? The egoist, so to speak, has so blown up the sense of "selfish" that, like inflated currency, it will no longer buy anything.

20. *Psychological Egoism as a Linguistic Proposal.* There is still one way out for the egoist. He might admit that his theory is not really a psychological hypothesis about human nature designed to account for the facts and enable us to predict or anticipate future events. He may

even willingly concede that his theory is really a disguised redefinition of a word. Still, he might argue, he has made no claim to be giving an accurate description of actual linguistic usage. Rather, he is making a proposal to *revise* our usage in the interest of economy and convenience, just as the biologists once proposed that we change the ordinary meaning of "insect" in such a way that spiders are no longer called insects, and the ordinary meaning of "fish" so that whales and seals are no longer called fish.

What are we to say to this suggestion? First of all, stipulative definitions (proposals to revise usage) are never true or false. They are simply useful or not useful. Would it be useful to redefine "selfish" in the way the egoist recommends? It is difficult to see what would be gained thereby. The egoist has noticed some respects in which actions normally called "selfish" and actions normally called "unselfish" are alike, namely they are both motivated and they both can give satisfaction – either in prospect or in retrospect – to the agent. Because of these likenesses, the egoist feels justified in attaching the label "selfish" to *all* actions. Thus one word – "selfish" – must for him do the work of two words ("selfish" and "unselfish" in their old meanings); and, as a result, a very real distinction, that between actions for the sake of others and actions at the expense of others,

can no longer be expressed in the language. Because the egoist has noticed some respects in which two types of actions are alike, he wishes to make it impossible to describe the respects in which they differ. It is difficult to see any utility in this state of affairs.

But suppose we adopt the egoist's "proposal" nevertheless. Now we would have to say that all actions are selfish, but, in addition, we would want to say that there are two different kinds of selfish actions, those which regard the interests of others and those which disregard the interests of others, and, furthermore, that only the latter are blameworthy. After a time our ear would adjust to the new uses of the word "selfish," and we would find nothing at all strange in such statements as "Some selfish actions are morally praise-worthy." After a while, we might even invent two new words, perhaps "selfitic" and "unselfitic," to distinguish the two important classes of "selfish" actions. Then we would be right back where we started, with new linguistic tools ("selfish" for "motivated," "selfitic" for "selfish," and "unselfitic" for "unselfish") to do the same old necessary jobs. That is, until some new egoistic philosopher arose to announce with an air of discovery that "All selfish behavior is really selfitic – there are no truly unselfitic selfish actions." Then, God help us!

## Notes

1. See his *Introduction to the Principles of Morals and Legislation* (1789), Chap. I, first paragraph: "Nature has placed mankind under the governance of two sovereign masters, *pain* and *pleasure*. It is for them alone to point out what we ought to do, as well as to determine what we shall do. . . . They govern us in all we do, in all we say, in all we think: every effort we can make to throw off our subjection will serve but to demonstrate and confirm it."
2. C. D. Broad, *Ethics and the History of Philosophy* (New York: The Humanities Press, 1952), Essay 10 – "Egoism as a Theory of Human Motives," p. 218. This essay is highly recommended.
3. Austin Duncan-Jones, *Butler's Moral Philosophy* (London; Penguin Books, 1952), p. 96. Duncan-Jones goes on to reject this argument. See p. 512f.
4. Lucius Garvin, *A Modern Introduction to Ethics* (Boston: Houghton Mifflin, 1953), p. 37. Quoted here by permission of the author and publisher.
5. *Op. cit.*, Chap. III.
6. See Part D, 15 and 16, below.
7. *Op. cit.*, p. 39.
8. *The Principles of Psychology* (New York: Henry Holt, 1890), Vol. II, p. 558.
9. *Op. cit.*, p. 39.
10. Quoted from the *Springfield (Illinois) Monitor*, by F. C. Sharp in his *Ethics* (New York: Appleton-Century, 1928), p. 75.
11. See his *Fifteen Sermons on Human Nature Preached at the Rolls Chapel* (1726), especially the first and eleventh.
12. Whether or not there are some *a priori* statements that are not merely analytic, and hence

- not* vacuous, is still a highly controversial question among philosophers.
13. Some philosophers (those called "rationalists") believe that there are some synthetic statements whose truth can be known *a priori* (see note 12). If they are right, then the statement above is not entirely accurate.
  14. Again, subject to the qualification in notes 12 and 13.
  15. The three examples given above all have the generic character there indicated, but they also differ from one another in various other ways, some of which are quite important. For our present purposes however, we can ignore the ways in which they differ from one another and concentrate on their common character as generalizations of experience ("inductive generalizations"). As such they are sharply contrasted with such a generalization as "All puppies are young dogs," which is analytic.
  16. The phrase was coined by J. Lowenberg. See his article "What Is Empirical?" in the *Journal of Philosophy*, May 1940.