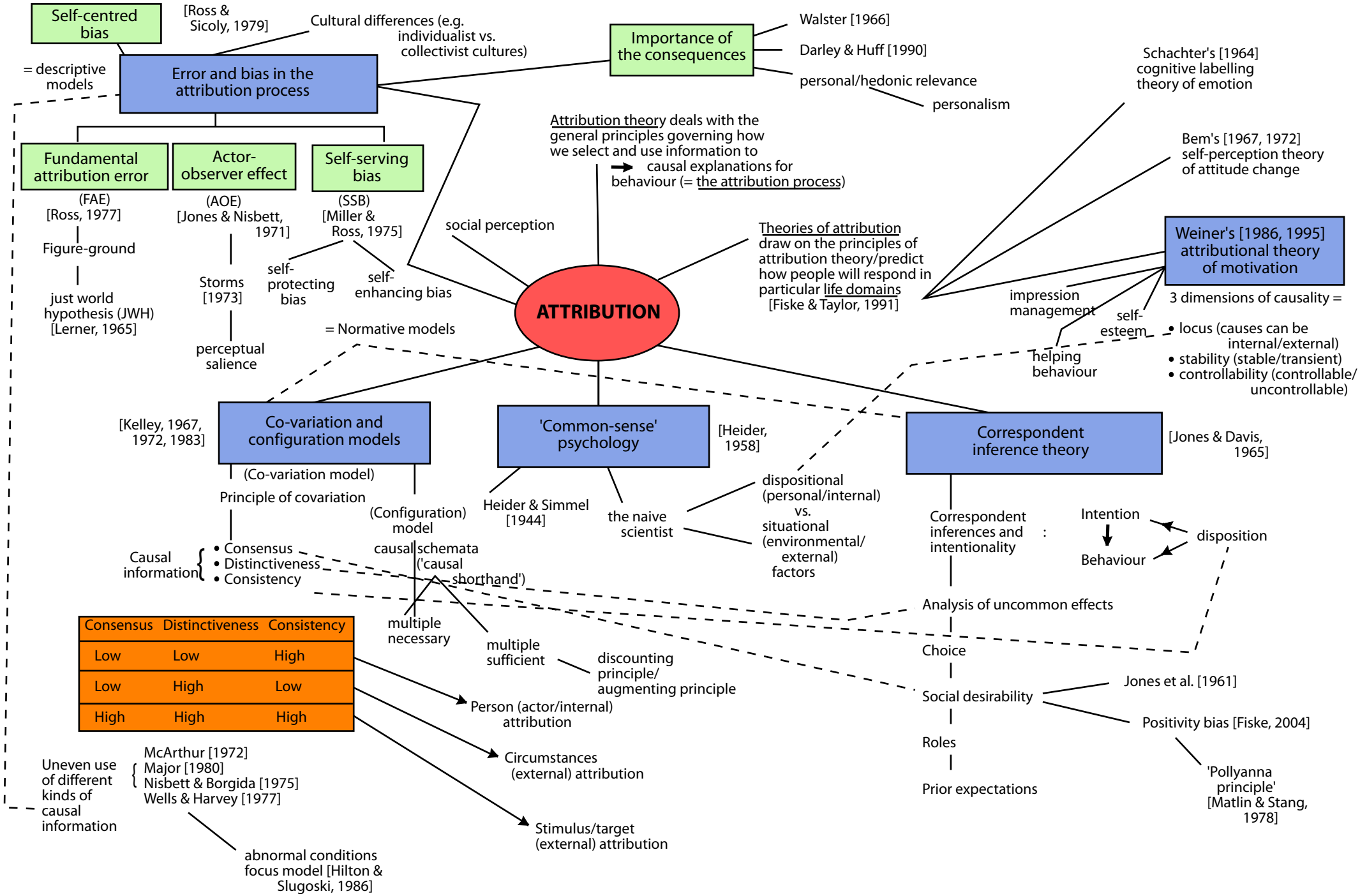
ATTRIBUTION
Self-centred bias
[Ross & Sicoly, 1979]
Cultural differences (e.g. individualist vs. collectivist cultures)
= descriptive models
Error and bias in the attribution process
Fundamental attribution error
(FAE) [Ross, 1977]
Figure-ground
just world hypothesis (JWH) [Lerner, 1965]
Actor-observer effect
(AOE) [Jones & Nisbett, 1971]
Storms [1973]
perceptual salience
Self-serving bias
(SSB) [Miller & Ross, 1975]
self-protecting bias
self-enhancing bias
Importance of the consequences
Walster [1966]
Darley & Huff [1990]
personal/hedonic relevance
personalism
Attribution theory deals with the general principles governing how we select and use information to → causal explanations for behaviour (= the attribution process)
social perception
Theories of attribution draw on the principles of attribution theory/predict how people will respond in particular life domains [Fiske & Taylor, 1991]
Schachter's [1964] cognitive labelling theory of emotion
Bem's [1967, 1972] self-perception theory of attitude change
Weiner's [1986, 1995] attributional theory of motivation
3 dimensions of causality =
• locus (causes can be internal/external)
• stability (stable/transient)
• controllability (controllable/uncontrollable)
impression management
self-esteem
helping behaviour
= Normative models
[Kelley, 1967, 1972, 1983]
Co-variation and configuration models
(Co-variation model)
Principle of covariation
Causal information
• Consensus
• Distinctiveness
• Consistency
(Configuration) model
causal schemata ('causal shorthand')
multiple necessary
multiple sufficient
discounting principle/ augmenting principle
Consensus Distinctiveness Consistency
Low Low High
Low High Low
High High High
Person (actor/internal) attribution
Circumstances (external) attribution
Stimulus/target (external) attribution
Uneven use of different kinds of causal information
McArthur [1972]
Major [1980]
Nisbett & Borgida [1975]
Wells & Harvey [1977]
abnormal conditions focus model [Hilton & Slugoski, 1986]
'Common-sense' psychology
[Heider, 1958]
Heider & Simmel [1944]
the naive scientist
dispositional (personal/internal) vs. situational (environmental/ external) factors
Correspondent inference theory
[Jones & Davis, 1965]
Correspondent inferences and intentionality
Intention
Behaviour
disposition
Analysis of uncommon effects
Choice
Social desirability
Jones et al. [1961]
Positivity bias [Fiske, 2004]
'Pollyanna principle' [Matlin & Stang, 1978]
Roles
Prior expectations