

CONTENTS

Introduction ix

1 • Attribution in Social Interaction 1
Harold H. Kelley

Covariation over Time
Locus of Effect of the Covariant Cause
Temporal Relations between Cause and Effect
Multiple Plausible Causes: The Discounting Effect
Constancy of Effect
Facilitative versus Inhibitory Causes
Ambiguity as to the Significance of External Causes
Reciprocation of Harm and Benefit
Sincerity, Veridicality, and Attributions of Causality
Attributions as Mediating Variables
Less Rational Attribution Tendencies
Attribution and Control

2 • Order Effects in Impression Formation: Attribution Context and the Nature of the Entity 27
Edward E. Jones, George R. Goethals

Some Useful Distinctions
The Order Effect Paradigm Family: Variations in Judgmental Contexts and Their Distinctive Implications
Adjective Combinations
Reference Scale Anchors and Judgmental Contrast
Unfolding Behavior Sequences
The Replacement Information Case
Underlying Processes: A Speculative Résumé
Toward Primacy
Toward Recency
Swing Factors

3 • Negativity in Evaluations 47
David E. Kanouse, L. Reid Hanson Jr.

Negativity Biases in Impression Formation
Negativity Biases in the Attribution of Evaluations to Others
Negativity Biases in Risk Taking
Explanations for Negativity
Figure-Ground Explanations
The Range-Frequency Explanation
Attribute Independence and Interference Effects
Situational Determinants of the Salience of Rewards and Costs
The Nature of Approach and Avoidance
Summary

4 • Perceiving the Causes of One's Own Behavior 63
Richard E. Nisbett, Stuart Valins

Inference of Attitudes from Overt Behavior
Insufficient Justification and Overly Sufficient Justification

Inference of Feelings from Autonomic Behavior
Information about Source of Arousal
Information about Degree of Arousal
Behavioral Validation of Belief Inferences
The Scope of Self-Perception Phenomena
Summary and Conclusions

5 • The Actor and the Observer: Divergent Perceptions of the Causes of Behavior
Edward E. Jones, Richard E. Nisbett

79

Experimental Evidence Consistent with the Proposition
The Information Available to Actor and Observer
Effect Data
Cause Data
Historical Data
Differences in Information Processing
The Naive Psychology of Observers and Actors
The Observer's View: Personality as a Trait Package
What Sustains the Belief in Traits?
The Actor's View: Personality as a Value Matrix
Personality Traits are Things Other People Have
Motivational Influences on Attribution Processes
Summary and Conclusions

6 • Perceiving the Causes of Success and Failure
Bernard Weiner, Irene Frieze, Andy Kukla, Linda Reed, Stanley Rest, Robert M. Rosenbaum

95

An Attribution Model of Motivation
A Scheme for Classifying Causal Dimensions
Evidence Supporting the Proposed Causal Distinctions
Antecedent Conditions Affecting Causal Attribution
An Investigation of Causal Judgments
General Summary
Achievement Motivation
Atkinson's Theory of Achievement Motivation
Achievement Behavior and Attribution Theory
Free-Choice Behavior
Persistence of Behavior
Forced Choice (Risk Preference)
Intensity of Performance
General Summary
Contrasting the Attributional and Atkinsonian Models
Attribution, Schedules of Reinforcement, and Resistance to Extinction
Schedules of Reinforcement
Extinction Related to Task Instructions and Reinforcement Schedules
An Investigation of Causal Attributions during Extinction as a Function of Reinforcement Schedules
Some Additional Speculations Concerning Extinction
Achievement Predispositions and Reinforcement Schedules: A Review
Educational Implications
Social Class and Racial Differences
Teacher Expectancy and Performance
Attributional Errors and Conflict
Conclusion

7 • Language, Labeling, and Attribution 121
David E. Kanouse

Subjective Induction
Subjective Deduction
The Impact of Supportive and Nonsupportive Evidence
The Nature of Verb Differences
Generalizing over Subjects and Objects
From Specific Acts to General Dispositions
Necessity and Sufficiency in Causal Attributions
Labeling and Attribution
Summary and Conclusions

8 • Attribution Processes in the Development and Treatment of Emotional Disorder 137
Stuart Valins, Richard E. Nisbett

Attribution Processes and Emotional Disorders
Attributions of Abnormality
Attributions of Inadequacy
Attributions to Account for Unusual Sensory Phenomena: Schizophrenic Delusional Systems
Therapeutic Undermining of Dispositional Self-Diagnoses
Attribution Processes, Drugs, and the Treatment Situation
Therapeutic Effects of Attributing Undesirable Symptoms to an Extrinsic Cause
Therapeutic Effects of Attributing Desirable Symptoms to an Intrinsic Cause
A Note on Deception
Summary and Conclusions

9 • Causal Schemata and the Attribution Process 151
Harold H. Kelley

The Concept of Causal Schema
The Properties of Causal Schemata
Types of Causal Schemata
Multiple Sufficient Causes
Multiple Necessary Causes
Compensatory Causes
Graded Effects
Interplay between Sets of Causes: Simple Patterns
Interplay between Sets of Causes: Complex Patterns
Interplay between Sets of Causes: Symmetric Patterns
Potentialities and Limitations of the Schematic Analysis
Varieties of Schemata and Inferences
The Evocation of Causal Schemata
The Identification of Causal Schemata
Limitations of the Schematic Analysis

Index 175