

# Contents

Preface ix

<b>PART I: HISTORICAL PERSPECTIVE</b> .....	<b>1</b>
1. A Conversation with Fritz Heider .....	3
<b>PART II: ATTRIBUTION AT THE PERSONAL LEVEL</b> .....	<b>19</b>
2. Causal Attributions and Personal Control <i>Camille B. Wortman</i> .....	23
3. Attribution and Behavior: Social Perception and Social Causation <i>Mark Snyder</i> .....	53
4. Attribution of Freedom <i>John H. Harvey</i> .....	73
5. Schedules of Reinforcement: An Attributional Analysis <i>Stanley Rest</i> .....	97
6. The Self-Perception of Intrinsic Motivation <i>Michael Ross</i> .....	121
7. Attribution Processes and Emotional Exacerbation of Dysfunctional Behavior <i>Michael D. Storms and Kevin D. McCaul</i> .....	143

8. Extensions of Objective Self-Awareness Theory: The Focus of Attention—Causal Attribution Hypothesis  
*Shelley Duval and Virginia Hensley* ..... 165
9. Dissonance and the Attribution Process  
*Mark P. Zanna and Joel Cooper* ..... 199

**PART III: ATTRIBUTION AT THE INTERPERSONAL LEVEL** ..... 219

10. Foundations of Attribution: The Perception of Ongoing Behavior  
*Darren Newton* ..... 223
11. Escape to Freedom: The Relationship between Attribution of Causality and Psychological Reactance  
*Stephen Worchel and Virginia Andreoli* ..... 249
12. Attribution of Attitudes from Feelings: Effect of Positive or Negative Feelings When the Attitude Object is Benefited or Harmed  
*Judson Mills, Jerald M. Jellison, and James Kennedy* ..... 271
13. An Attributional Analysis of Some Social Influence Phenomena  
*George R. Goethals* ..... 291
14. An Attributional Analysis of Helping Behavior  
*William John Ickes and Robert F. Kidd* ..... 311
15. Sex: A Perspective on the Attribution Process  
*Kay Deaux* ..... 335
16. Attributional Conflict in Young Couples  
*Bruce R. Orvis, Harold H. Kelley, and Deborah Butler* ..... 353

**PART IV: THEORETICAL INTEGRATIONS** ..... 387

17. Correspondent Inferences and the Attribution Cube: A Comparative Reappraisal  
*Edward E. Jones and Daniel McGillis* ..... 389
18. Attribution Theory and Judgment under Uncertainty  
*Baruch Fischhoff* ..... 421