

Contents

Contributors ix
Preface xi

1

Social Cognition and Classic Issues in Social Psychology

David L. Hamilton, Patricia G. Devine, and Thomas M. Ostrom

What Is Social Cognition? 2
Goals of the Volume and Chapter Previews 6
References 12

2

A Personal Perspective on Social Cognition

Robert P. Abelson

How Early Social Psychology Kept Its Mind 15
Behaviorism Nevertheless Had an Indirect Influence 18
Where Had All the Phenomenology Gone? A Personal Detour 19
A New Focus in Social Cognition: Coacting Subsystems 24
Inconsistency between Subsystems 27
How Many Subsystems? 28
Subsystems Based on Differences in Levels of Abstraction 29
Poor Subsystem Communication and the Analysis of Prejudice 29
Recapitulation 32
References 32

3

**Impression Formation: From Recitals
to Symphonie Fantastique**

Jacques-Philippe Leyens and Susan T. Fiske

| | |
|--|----|
| Asch's Theme | 40 |
| Implicit Personality Theory: A Major Variation on Asch's Theme | 41 |
| Anderson's Opposing Theme | 43 |
| Social Cognition and Process: Fantasia | 43 |
| Synthesis of the Opening Themes | 55 |
| Finis | 65 |
| References | 66 |

4

**Social Cognition Contributions to Attribution Theory
and Research**

Eliot R. Smith

| | |
|--|-----|
| Trends in Attribution Research | 78 |
| Three Threads of Attribution Research Today | 85 |
| Summary: What Has Social Cognition Done for Attribution? | 100 |
| References | 102 |

5

**The Role of Trait Constructs in Person Perception:
A Historical Perspective**

Robert S. Wyer Jr. and Alan J. Lambert

| | |
|--|-----|
| Inferences of Other's Traits from Their Behavior | 113 |
| Effects of Trait Descriptions on Evaluations of Others | 119 |
| Inferences of Traits from Evaluative Concepts | 125 |
| The Prediction of Behaviors from Trait Information | 129 |
| The Role of Traits in Perceptions and Judgments of Oneself | 131 |
| Concluding Remarks | 135 |
| References | 136 |

6

Social Cognition of the Self

Patricia W. Linville and Donal E. Carlston

| | |
|-----------------------------|-----|
| Historical View of the Self | 144 |
|-----------------------------|-----|

| | |
|--|-----|
| Impact of Social Cognition on Enduring Issues of Self | 147 |
| Impact of Social Cognition on Emerging Issues of Self | 172 |
| Contributions of Social Cognition to the Study of Self | 180 |
| References | 184 |

7

The Cognitive Foundations of Attitudes: It's a Wonderful Construct

Thomas M. Ostrom, John J. Skowronski, and Andrzej Nowak

| | |
|---|-----|
| Objectives of the Chapter | 196 |
| Attitude as a Traditional Latent Variable | 197 |
| Recent Advances in the Cognitive Analysis of Attitudes | 199 |
| Cognitive Codes, Structures, and Processes: A New Look at Attitudes | 203 |
| Emerging Conceptions of Cognition | 239 |
| Final Thoughts | 248 |
| References | 249 |

8

The Social Cognition Analysis of Social Influence: Contributions to the Understanding of Persuasion and Conformity

Diane M. Mackie and John J. Skelly

| | |
|--------------------|-----|
| Introduction | 259 |
| Persuasion | 261 |
| Conformity | 272 |
| Concluding Remarks | 279 |
| References | 281 |

9

Social Cognition and the Study of Stereotyping

David L. Hamilton, Steven J. Stroessner, and Denise M. Driscoll

| | |
|--|-----|
| Stereotype Theory and Research: Historical Context | 292 |
| The Social Cognition Analysis: New Directions | 298 |
| Extending the Social Cognition Analysis | 308 |
| A Concluding Perspective | 315 |
| References | 316 |

10

Prejudice and Prejudice Reduction: Classic Challenges, Contemporary Approaches

Margo J. Monteith, Julia R. Zuwerink, and Patricia G. Devine

| | |
|---|-----|
| Classic Theories and Change Strategies: An Overview | 324 |
| Contemporary Analyses of Prejudice | 328 |
| Reducing Contemporary Forms of Prejudice | 336 |
| References | 342 |

11

Cognitive Processes and Intergroup Relations: A Historical Perspective

Myron Rothbart and Scott Lewis

| | |
|--|-----|
| Introduction | 347 |
| The Cognitive Revolution and Social Psychology | 347 |
| Zawadzki's Critique | 348 |
| Lippmann's <i>Public Opinion</i> | 351 |
| Allport's <i>The Nature of Prejudice</i> | 353 |
| Sherif's Robbers' Cave Experiments | 354 |
| Levine and Campbell's <i>Ethnocentrism</i> | 357 |
| Tajfel's Cognitive Aspects of Prejudice | 363 |
| Social Categorization and the Minimal Group Paradigm | 364 |
| Perception of Intragroup Variability | 368 |
| The Contact Hypothesis and Category-Exemplar Dynamics | 371 |
| Problems and Prospects for the Cognitive Approach to Intergroup Relations | 376 |
| References | 378 |

Author Index 383

Subject Index 399