

## Concept Source Table - Template

**Scope:** List all references that constitute the original sources for the VAST display:

- Isenberg, D. J. (1986). Group polarization: A critical review and meta-analysis. *Journal of Personality and Social Psychology*, 50(6), 1141–1151. <https://doi.org/10.1037/0022-3514.50.6.1141>
- Burnstein, E., & Vinokur, A. (1977). Persuasive argumentation and social comparison as determinants of attitude polarization. *Journal of Experimental Social Psychology*, 13(4), 315–332. [https://doi.org/10.1016/0022-1031\(77\)90002-6](https://doi.org/10.1016/0022-1031(77)90002-6)

### Construct Source Table:

Reference	Quote	Extracted element (Concept or relationship)	Element type (Concept or Relationship)	Short name / associated concept	ID	in VAST (Y/N)
Isenberg, D. J. (1986), p. 1141	Group polarization is said to occur when an initial tendency of individual group members toward a given direction is enhanced following group discussion. Thus, on decisions in which group members have, on the average, a moderate proclivity in a given direction, group discussion results in a more extreme average proclivity in the same direction.	Group polarization	Phenomenon	GP	1	Y
		Initial Tendency of group members with a moderate average proclivity	Concept	T <sub>i</sub> <sup>pre</sup>	2	Y
		Group Discussion	Higher-order concept	GD	3	Y

		Resulting Tendency of group members with a more extreme average proclivity	Concept	$T_i^{post}$	4	Y
Isenberg, D. J. (1986), p. 1145	PAT holds that an individual's choice or position on an issue is a function of the number and persuasiveness of pro and con arguments that that person recalls from memory when formulating his or her own position.	Individual's initial arguments that the person recalls from memory [Initial argument set]	Concept	$IA_i$	5	Y
		Number of arguments	Concept	$n_i^{IA}$	6	Y
		Persuasiveness of pro and con [direction] arguments	Concept	$d_j, p_j$	7	Y
		Individual's initial choice or position (tendency) on an issue is a function of the number and persuasiveness of pro and con arguments that person recalls from memory	Relationship		8	Y

Isenberg, D. J. (1986), p. 1145	Group discussion will cause an individual to shift in a given direction to the extent that the discussion exposes that individual to persuasive arguments favoring that direction.	Additional persuasive arguments [following a group discussion]	Concept	$AA_i$	9	Y
Isenberg, D. J. (1986), p. 1145	Two factors determine how persuasive a given argument will be. One factor is the perceived validity of the argument. How true is the argument? Does the argument fit into the person's previous views? Does the argument logically follow from accepted facts or assumptions? The second factor determining persuasiveness is the perceived novelty of the argument. Does the argument represent a new way of	[number of additional arguments person i considers after group discussion]	Concept	$n_i^{AA}$	10	Y
		Individual (choice) shift	Higher-order concept	CS	11	Y
		(Choice) shift is caused by exposition to persuasive arguments in a group discussion	Relationship		12	Y
Isenberg, D. J. (1986), p. 1145	Two factors determine how persuasive a given argument will be. One factor is the perceived validity of the argument. How true is the argument? Does the argument fit into the person's previous views? Does the argument logically follow from accepted facts or assumptions? The second factor determining persuasiveness is the perceived novelty of the argument. Does the argument represent a new way of	persuasiveness of a given argument	Concept	$p_j$	13	Y
		one factor of persuasiveness is perceived validity of argument	Concept	$val_j$	14	Y
		second factor of persuasiveness is perceived novelty of argument	Concept	$nov_j$	15	Y

	organizing information? Does the argument suggest new ideas? Does the argument increase the perceiver's access to additional information that is stored in memory?	persuasiveness of other's arguments consists of validity and novelty of arguments	relationship		16	Y
Developed independently for completeness	At the group level, there is an initial tendency with a moderate average proclivity, followed by a polarized tendency after the group discussion	Initial Tendency of group with a moderate average proclivity	Concept	$\bar{T}^{\text{pre}}$	17	Y
		Tendency of group after group discussion	Concept	$\bar{T}^{\text{post}}$	18	Y