

Attribution

Lecture 14

Attribution

- Refers to ways in which people come to understand the causes of their own and others' behaviours.
- People make attributions in an attempt to understand the behaviour of other people and to make better sense of their environments

Attribution Process

Antecedents

i.e., Factors internal to the perceiver

- (A) The amount of information the perceiver has
- (B) The perceiver's own belief system
- (C) Motivation of the perceiver (does he want to make an accurate assessment?)

Attributions

Perceived causes of behavior (internal versus external)

Internal – to the person's disposition

External – to the person's situation

- (A) Consistency – Does the person usually behave this way in this situation?
- (B) Distinctiveness – Does person behave differently in different situations?
- (C) Consensus – Do others behave similarly in this situation?

Consequences

Behavior

Feelings

Expectations