DA - 1

Explanation of two papers

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**Attribution theories: How people make sense of behavior**

Malle, Bertram F.

**Introduction**

* This paper talks about how people make sense of why others behave the way they do
* Attribution theories, focused on stable traits and over simplified behavior explanations, need to be revisited.
* Solution proposed: Folk conceptual theory of behavior explains that considers multiple modes.
  + Splits how people think into causes, reasons, casual histories, enabling factors and specific types

**Heider’s theory**

* Introduced in 1920
* Splits the thinking process into object perception and person perception
* Objects have shape media such as air pressure, light reflections and sense organs
* Person perception are more complex version of object perception due to manifold observational data and various causes, beliefs, desires, emotions and traits

**Jones and Davi’s theory of perception**

* Targeted just the issue that Heider had just left open - “how people explain intentional actions by means of motives or reasons

**Kelly’s theory**

* “To highlight some of the central ideas contained in Heider’s theory”
  + The choice is between external and internal attribution
  + Procedure of arriving at these attributions is analogous to experimental methodology

**Folk conceptual theory**

* Cognitive system grouped as - agent, intention, belief and reason
* For example- coordinated movements of agents are classified into intentional action
* Intentional action = belief + desire
* Intentionality is the base of everything - Skill, belief,intention, desire, awareness
* Explanation of intentional action is a sum of reason explanations, casual history, enabling factors
* Reasons:
  + Subjectivity - reason explanations are designed to capture the agent’s subjective reasons
  + Rationality
* Contents of mental states that are cited as reasons have to hang together as to offer support for the “reasonableness”
* Reason explanations - capture what the agents consider and weighted when deciding to act
* Casual explanations - step back and try to capture what led up to the agent’s reason in the first place
* Folk conceptual:
  + People explaining intentional behavior with cause
  + Intentional behavior referrings to agent’s reasons

**Implicit and explicit processes in social cognition**

Chris D Frith, Uta Frith

**Implicit and explicit processes**

* Implicit process are fast, inflexible and automatic process
* Explicit process slow, flexible, mental effort
* Implicit process
  + No top-to-down control over it
  + Runs whether we want it or not
  + Example:
    - Gaze following - People follow the gaze of others. They look where someone else is looking.
    - Imitation actions - People follow other people’s actions subconsciously, such as walking at the same pace.
  + What is the function of a low level process?
    - Gaze shift - Joint attention
    - Imitation actions - Shared actions

**The group vs individual**

* Implicit actions help with working in groups
* Individuals prioritize group actions over personal actions. This is a very commonly observed behavior.

**Audience effect**

* More work to look good when you have an audience watching you
* Less work when working alone

**Are high level central processes prosocial behavior?**

* They are just as likely to be selfish as prosocial behavior and can be used to override automatic prosocial behavior