

3

Attribution Theories: How People Make Sense of Behavior

Bertram F. Malle

In social psychology, the term *attribution* has two primary meanings. The first refers to explanations of behavior (i.e., answers to why questions); the second refers to inferences or ascriptions (e.g., inferring traits from behavior, ascribing blame to a person). What the two meanings have in common is a process of assigning: in attribution as explanation, a behavior is assigned to its cause; in attribution as inference, a quality or attribute is assigned to the agent on the basis of an observed behavior. Despite the connection between these phenomena, they have distinct psychological characteristics (Hamilton, 1998; Hilton, Smith, & Kin, 1993; Malle, in press). This chapter will focus on attribution as behavior explanation because it is a far-reaching cognitive and social phenomenon that is embedded in the larger human search for meaning (Malle, 2004).¹

The discussion will begin with the undisputed founder of attribution work, Fritz Heider, then briefly visit Jones and Davis's contribution, and move on to Harold Kelley's theoretical model. Because many excellent reviews of the standard views on these theories are available (see note 1), I will spend relatively little time recounting them. My goal is rather to point out aspects of classic attribution theories that are not generally emphasized, highlight historical misunderstandings, and bring to light theoretical difficulties that have not been adequately addressed. In the second half of the chapter I then introduce an alternative theory of behavior explanations that builds on previous theories but tries to overcome their major difficulties.

Heider's Theory of Attribution

Fritz Heider developed models of attribution for both object perception and person perception. His theory of object perception (first described in Heider, 1920, his dissertation) is rarely cited today, but it serves as the foundation for his later theory of person perception.

Attribution Theories How People Make Sense Of Behavior

Ying Liu



Attribution Theories How People Make Sense Of Behavior:

Factors Affecting Instructional Leaders Perception Towards Educational Media Utilization in Classroom

Teaching Getnet Eshetu, 2015-06 Solution at Hand to Improve Quality presents the materials necessary for understanding problems and solutions to integrate educational media technology in classroom teaching by exploring factors that affect the perceptions of instructional leaders A considerable portion of the Solution at Hand to Improve Quality describes the roles of media in improving the quality of teaching learning process and the roles of different actors It focuses in identifying the instructional leaders tendency to favor on supplementary or and substitutive roles of media for classroom teaching in relation to their past training as well as experience Solution at Hand to Improve Quality also pointed out the reasons behind for instructional leaders perception and detailed solutions for the existing problems Finally Solution at Hand to Improve Quality presents practical recommendations for curriculum developers education officials teachers educators educational media experts instructional leaders and even to teachers

Theories in Social Psychology Derek Chadee, 2022-03-14 THEORIES IN SOCIAL PSYCHOLOGY Theories in Social Psychology develops a deeper more robust understanding of the theoretical framework underlying the field Providing rich insights into the central theories and perspectives that continue to shape the discipline this edited volume brings together a panel of distinguished scholars to address thirteen social psychological theories relating to social cognition social comparison social reinforcement and self In depth critical discussions examine topics including cognitive dissonance reactance attribution social comparison relative deprivation equity interdependency social identity and more The expanded second edition fills a substantial gap in current literature by articulating the important psychological theories rather than placing emphasis on applied research New and revised content helps students understand the construction and complexity of key theories while inspiring researchers of social behavior to reflect on their current work and consider future areas of investigation This comprehensive resource Identifies and discusses the theoretical perspectives and specific theories that form the foundation of the study of social psychology Features work from leading scholars including Bertram F Malle Paul R Nail Richard E Petty Thomas Mussweiler Faye J Crosby and Miles Hewstone Helps students move from introductory concepts to multifaceted theoretical frameworks Theories in Social Psychology Second Edition remains the perfect textbook for academics and students wanting to study and discuss important social psychological perspectives and theories and attain a deeper understanding of the theoretical framework This book will be a very valuable tool for students and professionals alike who wish to learn theories in social psychology and the role they have played in the development of the discipline It is comprehensive in its coverage and covers the theories in an objective and engaging way Robert J Sternberg Professor Department of Psychology College of Human Ecology Cornell University Honorary Professor of Psychology University of Heidelberg Germany In this wonderful new edition of compilation of theories at the core of modern social psychology presented to us by Derek Chadee we are given a special gift that enriches scholars teachers and students

of psychology in social and general psychology We are treated to a clear exposition of these theories some of the research and controversy that each has generated and are given some guidelines to new paths for future exploration of their implications My research career has benefitted from working in the domains of dissonance attribution and social comparison theories but my teaching and textbook writing has relied on all of the theories and their concepts so elegantly orchestrated here Phillip G Zimbardo Ph D Professor Emeritus Stanford University *The Perception of People* Perry R.

Hinton,2015-09-16 What are other people like How do we decide if someone is friendly honest or clever What assumptions do we develop about them and what explanations do we give for their behaviour The Perception of People examines key topics in psychology to explore how we make sense of other people and ourselves Do our decisions result from careful consideration and a desire to produce an accurate perception Or do we jump to conclusions in our judgements and rely on expectations and stereotypes To answer these questions the book examines models of person perception and provides an up to date and detailed account of the central psychological research in this area focusing in particular on the social cognitive approach It also considers and reflects on the involvement of culture in cognition and includes coverage of relevant research in culture and language that influence the way we think and speak about others As well as providing a valuable text in social psychology The Perception of People also offers a direction for the integration of ideas from cognitive and social psychology with those of cultural psychology anthropology sociology philosophy and social history Clear explanation of modern research is placed in historical and cultural context to provide a fuller understanding of how psychologists have worked to understand how people interpret the world around them and make sense of the people within it Ideal reading for students of social psychology this engaging text will also be useful in subject areas such as communication studies and media studies where the perception of people is highly relevant **Attribution Theory in the Organizational Sciences** Mark J.

Martinko,2006-08-01 This book argues that conventional interpretations of Freudian psychology have not accounted for the existence and complexity of death anxiety and its intrinsic relation to the creation of illusions and delusions This book contends that there is sufficient evidence to support the view that death anxiety is not only a symptom of certain modes of psychopathology but is a very normal and central emotional threat human beings deal with only by impeding awareness of the threat from entering consciousness The immanence of the fear of death requires vigilant defensive and coping techniques especially the distortion of reality through these defenses and fantasies so that over whelming terror does not psychologically cripple the organism The fear of death is so horrific that human beings must insulate themselves in religious social and private illusions rituals obsessive pursuits self glorification and myriad desperate attempts to lie about the quintessential nature of reality Death is that terror that induces psychopathology This book demonstrates that a careful reading of Freud reveals a copious amount of material supporting these propositions *Perspectives On People - A Guide To Social Psychology* , *Perspectives On People A Guide To Social Psychology* *Perspectives On People - A Guide To Social Strategic Communication Theory and Practice* Carl H.

Botan, 2017-12-18 A guide to strategic communication that can be applied across a range of subfields at all three levels grand strategic strategic and tactical communication Communication is a core function of every human organization so when you work with communication you are working with the very core of the organization Written for students academics and professionals Strategic Communication Theory and Practice The Cocreational Model argues for a single unified field of strategic communication based in the three large core subfields of public relations marketing communication and health communication as well as strategic communicators working in many other subfields such as political communication issues management crisis communication risk communication environmental and science communication social movements counter terrorism communication public diplomacy public safety and disaster management and others Strategic Communication Theory and Practice is built around a cocreational model that shifts the focus from organizational needs and the messages crafted to achieve them to a publics centered view placing publics and their ability to cocreate new meanings squarely in the center of strategic communication theory and practice The author a noted expert in the field outlines the theories campaign strategies common issues and cutting edge challenges facing strategic communication including the role of social media ethics and intercultural strategic communication As the author explains the term strategic communication properly refers only to the planned campaigns that grow out of research and understanding what publics think and want This vital resource answers the questions of whether and how strategic level skills can be used across fields as it Explores the role of theory and the cocreational meta theory in strategic communication Outlines ethical practices and problems in the field Includes information on basic campaign strategies Offers the most recent information on risk communication preparedness and terrorism communication and employment in strategic communication Redefines major concepts such as publics from a cocreational perspective **Cultural Competence in Applied Psychology** Craig L. Frisby, William T.

O'Donohue, 2018-07-25 The first volume of its kind this provocative book evaluates the construct of cultural competence from multiple perspectives At the intersection of diverse disciplines and domains contributors argue for greater clarity in understanding the cultural competence construct a deeper level of analysis as to its multifaceted components and call for concrete practical objectives and science based means of measurement Serious nuanced discussion addresses challenges strengths and limitations of current cultural competence practice in terms of sociocultural concepts e g race ethnicity and practical concepts e g sensitivity in the therapeutic relationship treatment efficacy In addition contributors identify future directions for research training and practice with the potential to spur the further evolution of this clinically important construct This timely book Critiques the cultural competence construct and its evaluation as it is currently disseminated within applied psychology Compares and contrasts how cultural competence is defined within clinical school and counseling psychology Analyzes difficulties and challenges in understanding the cultural competence construct as evaluated through the lens of closely related fields outside of applied psychology Spotlights complexities in cultural competence issues pertaining to

specific populations Sets out implications for education and training offering a detailed outline for an ideal college course in cultural competence With this level of reasoning and rigor Cultural Competence in Applied Psychology is sure to stimulate long overdue dialogue and debate among professionals across a wide variety of fields such as clinical psychology social work child and social psychology psychotherapy school psychology and counseling

Engaging Theories in Interpersonal Communication Dawn O. Braithwaite, Paul Schrodtt, 2014-10-10 Winner of the 2017 NCA Gerald R Miller Book Award Use and Understand Interpersonal Communication Theories Engaging Theories in Interpersonal Communication Multiple Perspectives highlights key theories used to guide interpersonal communication research The Second Edition features 30 theory chapters written by leading scholars in interpersonal communication including new coverage of evolutionary theories Problematic Integration Theory supportive communication theories Theory of Motivated Information Management critical approaches to interpersonal communication and Media Multiplexity Theory Each theory chapter follows the same structure to help readers easily find and compare information across theories An updated introductory chapter maps the history and the current state of interpersonal communication theory since publication of the first edition based on comprehensive analysis of published scholarship Presenting both classic and cutting edge issues the book organizes theories into three clusters theories that are individually centered theories that are focused on discourse and interaction processes and theories that examine how communication functions in personal relationships All authors interweave abstract theoretical concepts with concrete examples in order to maximize readability and comprehension

Conflict Management: Leader's Guide Paul Gerhardt, 2019-09-04 This is the best book on conflict management available Based upon the latest research this is perhaps the greatest tool ever developed to help leaders and employees of all levels develop the best conflict management skills Scholars agree that managing conflict can be a healthy way of illuminated new ideas and helping team members work better together to bring more efficiency creativity and effectiveness to the workplace Just like leadership conflict management is a skill anybody can acquire through both training program and experiences Training program has the advantage of being able to address specific needs or circumstances in accordance to recognized potential problems in organizational life This workbook breaks down key concepts in plain easy to read and easy to follow lessons to help you grow your leadership skills Read the short lessons reflect and then build your skills by doing the short writing assignments at your own convenience

Communication, Conflict, and Coaching Paul Gerhardt, PhD., 2019-09-21 This is perhaps the greatest tool ever developed to help leaders and employer of all levels develop the much needed communication conflict management and coaching skills that inspires people lower employee turnover and builds trust This is your complete step by step guide to effective communication conflict management and coaching as an organizational leader and supervisor Use this workbook to read about what it takes to help people understand what is needed more effectively to understand how to support employees better and to be an effective coach for employees This book shares everything you need to know about helping employees

reach their peak potential and is based upon the latest research and models Read the short lessons reflect then build your skills by doing the short writing assignments at your own convenience Visit www.SupervisionEssentials.com for other great training products and leadership lessons

From Belief to Knowledge Neil Douglas,Terry Wykowski,2010-09-08 Belief is not knowledge but we tend to hold our beliefs as if they represent knowledge selecting whatever evidence is required to justify them And because humans tend to cling to their beliefs as truths organizations often ignore the need for change no matter how urgent that need From Belief to Knowledge Achieving and Sustaining an Adaptive C **Exploring Communication Theory** Kory Floyd,Paul Schrodtt,Larry A. Erbert,Kristina M. Scharp,2022-06-13 Continuing its engaging and readable approach this second edition presents an overview of the major theories within the discipline of communication studies inclusive of the three major paradigms of social scientific interpretive and critical Each member of the author team writes from his or her area of expertise giving readers further insight into how the theory is applied to research within communication studies With extensive pedagogical features the text underscores key concepts and links them to students own communication studies scholarship and everyday lives Key updates for this edition include updated examples and discussions around theories to give students a deeper understanding explorations of Black Lives Matter and intersectionality and new pedagogical features in line with Bloom s taxonomy This book is ideal as a core text for undergraduate courses in communication theory Online resources also accompany the text an instructor manual test bank lecture slides and author introduction videos Please visit www.routledge.com/9781032015194 to access the materials **Culturally Mindful Communication** Masami Nishishiba,2017-07-06 Drawing on research in intercultural communication psychology and public and nonprofit administration Culturally Mindful Communication provides strategies for students and practitioners of public service to improve their intercultural communication skills Topics include expectations for public and nonprofit professionals in a multicultural society frameworks for assessing cultural differences and similarities verbal and nonverbal communication in the intercultural context barriers for effective intercultural communication key considerations for effective multicultural teams approaches for effective multicultural community engagement mindful leadership *Attribution Theory* Mark Martinko,2018-05-04 With Special Contributions from Bernard Weiner Ph D UCLA and Robert Lord Ph D Univ of Akron Attribution theory is concerned with peoples causal explanation for outcomes successes and failures The basic premise is that beliefs about outcomes are a primary determinant of expectations and consequently future behavior Attribution theory articulates how this process occurs and provides a basis for understanding that translates into practical action Attribution Theory An Organizational Perspective serves as a primary sourcebook of attribution theory as it relates to management and organizational behavior The text provides an integrated explanation of the role and function of attribution theory in the organization This important new book contains original empirical research relating attributions to leader evaluations reactions to information technologies management of diverse work groups achievement and executive succession and power

The contributors are from a variety of disciplines including management psychology education educational psychology and sociology

Consumer Behaviour & Marketing Communication (for MBA) Dr. Ashish Kumar Saxena, 2020-08-05 According to the Latest Syllabus of Dr A P J Abdul Kalam Technical University Lucknow U P Including Long Answer Type Questions Including Short Answer Type Questions Including Case Studies Including Last Year Unsolved Papers Ebook: The Science of Psychology: An Appreciative View King, 2016-09-16 Ebook The Science of Psychology An Appreciative View *Engaging Theories in Family Communication* Dawn O. Braithwaite, Elizabeth A. Suter, Kory Floyd, 2017-09-13 Engaging Theories in Family Communication Second Edition delves deeply into the key theories in family communication focusing on theories originating both within the communication discipline and in allied disciplines Contributors write in their specific areas of expertise resulting in an exceptional resource for scholars and students alike who seek to understand theories spanning myriad topics perspectives and approaches Designed for advanced undergraduate and graduate students studying family communication this text is also relevant for scholars and students of personal relationships interpersonal communication and family studies This second edition includes 16 new theories and an updated study of the state of family communication Each chapter follows a common pattern for easy comparison between theories

The Handbook of Communication and Corporate Reputation Craig E. Carroll, 2015-04-10 With the latest insights from the world of communication studies into the nature of corporate reputation this new addition to Wiley Blackwell's series of handbooks on communication and media reflects the growing visibility of large businesses ethical profiles and tracks the benefits that positive public attitudes can bring Serves as the definitive research collection for a fast growing field featuring contributions by key international scholars Brings together state of the art communication studies insights on corporate reputation Identifies and addresses the lacunae in the research literature Applies new theoretical frameworks to corporate reputation

Self-theories Carol S. Dweck, 2000 First Published in 2000 Routledge is an imprint of Taylor Francis an informa company

Addiction Shahram Heshmat, 2015-05-22 Addiction A Behavioral Economic Perspective focuses on the behavioral economics of addiction to explain why someone decides and act against her own well being It answers the questions of what accounts for self defeating behavior patterns and how do we best motivate individuals to act according with their long term goals A better understanding of decision processes will lead to an improved knowledge of why people engage in self destructive behaviors and better policy interventions in areas of addiction and obesity The approach also promises to be valuable as a framework for understanding decisions for an addict's professional and business life This book will be of particular use to clinicians students and researchers in the fields of addiction public health and behavior therapy

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Table of Contents Attribution Theories How People Make Sense Of Behavior

1. Understanding the eBook Attribution Theories How People Make Sense Of Behavior
 - The Rise of Digital Reading Attribution Theories How People Make Sense Of Behavior
 - Advantages of eBooks Over Traditional Books
2. Identifying Attribution Theories How People Make Sense Of Behavior
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Attribution Theories How People Make Sense Of Behavior
 - User-Friendly Interface
4. Exploring eBook Recommendations from Attribution Theories How People Make Sense Of Behavior
 - Personalized Recommendations
 - Attribution Theories How People Make Sense Of Behavior User Reviews and Ratings
 - Attribution Theories How People Make Sense Of Behavior and Bestseller Lists
5. Accessing Attribution Theories How People Make Sense Of Behavior Free and Paid eBooks

- Attribution Theories How People Make Sense Of Behavior Public Domain eBooks
- Attribution Theories How People Make Sense Of Behavior eBook Subscription Services
- Attribution Theories How People Make Sense Of Behavior Budget-Friendly Options
- 6. Navigating Attribution Theories How People Make Sense Of Behavior eBook Formats
 - ePub, PDF, MOBI, and More
 - Attribution Theories How People Make Sense Of Behavior Compatibility with Devices
 - Attribution Theories How People Make Sense Of Behavior Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Attribution Theories How People Make Sense Of Behavior
 - Highlighting and Note-Taking Attribution Theories How People Make Sense Of Behavior
 - Interactive Elements Attribution Theories How People Make Sense Of Behavior
- 8. Staying Engaged with Attribution Theories How People Make Sense Of Behavior
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Attribution Theories How People Make Sense Of Behavior
- 9. Balancing eBooks and Physical Books Attribution Theories How People Make Sense Of Behavior
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Attribution Theories How People Make Sense Of Behavior
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Attribution Theories How People Make Sense Of Behavior
 - Setting Reading Goals Attribution Theories How People Make Sense Of Behavior
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Attribution Theories How People Make Sense Of Behavior
 - Fact-Checking eBook Content of Attribution Theories How People Make Sense Of Behavior
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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