

Attribution Theories How People Make Sense Of Behavior

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*Attribution Theories How
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Behavior*

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FARLEY BALL

*Elsevier's Dictionary of Psychological
Theories* John Wiley & Sons

Over the past century, educational psychologists and researchers have posited many theories to explain how individuals learn, i.e. how they acquire, organize and deploy knowledge and skills. The 20th century can be considered the century of psychology on learning and related fields of interest (such as motivation, cognition, metacognition etc.) and it is fascinating to see the various mainstreams of learning, remembered and forgotten over the 20th century and note that basic assumptions of early theories survived several paradigm shifts of psychology and epistemology. Beyond folk psychology and its naïve theories of learning, psychological learning theories can be grouped into some basic categories, such as behaviorist learning theories, connectionist learning theories, cognitive learning theories, constructivist learning theories, and social learning theories. Learning theories are not limited to psychology and related fields of interest but rather we can find the topic of learning in various disciplines, such as philosophy and epistemology, education, information science, biology, and – as a result of the emergence of computer technologies – especially also in the field of computer sciences and artificial intelligence. As a consequence, machine learning struck a chord in the 1980s and became an important field of the learning sciences in general. As the learning sciences became more specialized and complex, the various fields of interest were widely spread and separated from each other; as a consequence, even presently, there is no comprehensive overview of the sciences of learning or the central theoretical concepts and vocabulary on which researchers rely. The Encyclopedia of the Sciences of Learning provides an up-to-date, broad and authoritative coverage of the specific terms mostly used in the

sciences of learning and its related fields, including relevant areas of instruction, pedagogy, cognitive sciences, and especially machine learning and knowledge engineering. This modern compendium will be an indispensable source of information for scientists, educators, engineers, and technical staff active in all fields of learning. More specifically, the Encyclopedia provides fast access to the most relevant theoretical terms provides up-to-date, broad and authoritative coverage of the most important theories within the various fields of the learning sciences and adjacent sciences and communication technologies; supplies clear and precise explanations of the theoretical terms, cross-references to related entries and up-to-date references to important research and publications. The Encyclopedia also contains biographical entries of individuals who have substantially contributed to the sciences of learning; the entries are written by a distinguished panel of researchers in the various fields of the learning sciences.

Theories in Social Psychology Psychology Press

Self-awareness - the ability to recognize one's existence - is one of the most important variables in psychology. Without self-awareness, people would be unable to self-reflect, recognize differences between the self and others, or compare themselves with internalized standards. Social, clinical, and personality psychologists have recognized the significance of self-awareness in human functioning, and have conducted much research on how it participates in everyday life and in psychological dysfunctions. *Self-Awareness & Causal Attribution: A Dual-Systems Theory* presents a new theory of how self-awareness affects thought, feeling, and action. Based on experimental social-psychological research, the authors describe how several interacting cognitive systems determine the links between self-awareness and organized activity. This theory addresses when people become self-focused, how people internalize and

change personal standards, when people approach or avoid troubling situations, and the nature of self-evaluation. Special emphasis is given to causal attribution, the process of perceiving causality. *Self-Awareness & Causal Attribution* will be useful to social, clinical, and personality psychologists, as well as to anyone interested in how the self relates to motivation and emotion.

Human Motivation Jossey-Bass Incorporated Pub

Weiner introduces -- and offers his own motivation for producing - - this most impressive work with the following: There are two distinct approaches to the study of motivation. One stratagem is a product of academic, experimental procedures, while the second is an outgrowth of clinical, non-experimental methods. Each of the approaches has unique advantages and disadvantages. But all investigators in this field are guided by a single basic question, namely, "Why do organisms think and behave as they do?" To help answer that basic question, *Human Motivation* presents an entire range of motivation studies -- from psychoanalytic, social learning and humanistic theory; to social facilitation, arousal, emotions, personal responsibility, and the irrationality of attributions; through chapter and verse of Hullian and Lewinian theory.

An Extension of Attribution Theory SAGE

For a long time I have had the gnawing desire to convey the broad motivational significance of the attributional conception that I have espoused and to present fully the argument that this framework has earned a rightful place alongside other leading theories of motivation. Furthermore, recent investigations have yielded insights into the attributional determinants of affect, thus providing the impetus to embark upon a detailed discussion of emotion and to elucidate the relation between emotion and motivation from an attributional perspective. The presentation of a unified theory of motivation and emotion is the goal of this book. My more specific aims in the chapters to follow are to: 1) Outline the basic principles that I believe

characterize an adequate theory of motivation; 2) Convey what I perceive to be the conceptual contributions of the perspective advocated by my colleagues and me; 3) Summarize the empirical relations, reach some definitive conclusions, and point out the more equivocal empirical associations based on hypotheses derived from our particular attribution theory; and 4) Clarify questions that have been raised about this conception and provide new material for still further scrutiny. In so doing, the building blocks (if any) laid down by the attributional conception will be readily identified and unknown queries of present and future peers can then better determine the value of this scientific product.

A Dual Systems Theory John Wiley & Sons

Theories in Social Psychology John Wiley & Sons

Causal Learning Routledge

"The most influential thinker, in my life, has been the psychologist Richard Nisbett. He basically gave me my view of the world." -Malcolm Gladwell, New York Times Book Review

Scientific and philosophical concepts can change the way we solve problems by helping us to think more effectively about our behavior and our world. Surprisingly, despite their utility, many of these tools remain unknown to most of us. In *Mindware*, the world-renowned psychologist Richard E. Nisbett presents these ideas in clear and accessible detail. Nisbett has made a distinguished career of studying and teaching such powerful problem-solving concepts as the law of large numbers, statistical regression, cost-benefit analysis, sunk costs and opportunity costs, and causation and correlation, probing the best methods for teaching others how to use them effectively in their daily lives. In this groundbreaking book, Nisbett shows us how to frame common problems in such a way that these scientific and statistical principles can be applied to them. The result is an enlightening and practical guide to the most essential tools of reasoning ever developed—tools that can easily be used to make better professional, business, and personal decisions.

Theoretical and Empirical Contributions Routledge

Neglected Perspectives on Science and Religion explores historical and contemporary relations between science and religion, providing new perspectives on familiar topics such as evolution and the Galileo affair. The book also explores common differences in science and

religion with respect to their various treatments of doubt, curiosity, and the methods by which truth claims are assessed. The book includes discussions of religious and scientific treatments of the origins of males and females, evolving views of sex and gender, and contemporary tensions about topics such as same-sex marriage. Viney and Woody also include a chapter exploring the effects of social science research on religious topics such as prayer, prejudice, and violence. The rise of social sciences such as psychology, sociology, and anthropology has resulted in discoveries that contribute to new ways of thinking about the relations of science and religion. This book is ideal for graduate and upper-level undergraduate students, as well as anyone interested in science and religion.

Person Perception and Attribution Psychology Press

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

Intentions and Intentionality Taylor & Francis

In attempting to understand and explain various behaviour, events, and phenomena in their field, psychologists have developed and enunciated an enormous number of 'best guesses' or theories concerning the phenomenon in question. Such theories involve speculations and statements that range on a potency continuum from 'strong' to 'weak'. The term theory, itself, has been conceived of in various ways in the psychological literature. In the present dictionary, the strategy of lumping together all the various traditional descriptive labels regarding psychologists 'best guesses' under the single descriptive term theory has been adopted. The descriptive labels of principle, law, theory, model, paradigm, effect, hypothesis and doctrine are attached to many of the entries, and all such descriptive labels are subsumed under the umbrella term theory. The title of this dictionary emphasizes the term theory (implying both strong and weak best guesses) and is a way of indication, overall, the contents of this comprehensive dictionary in a parsimonious and felicitous fashion. The dictionary will contain approximately 2,000 terms covering the origination, development, and evolution of various

psychological concepts, as well as the historical definition, analysis, and criticisms of psychological concepts. Terms and definitions are in English.

*Contains over 2,000 terms covering the origination, development and evolution of various psychological concepts *Covers a wide span of theories, from auditory, cognitive tactile and visual to humor and imagery *An essential resource for psychologists needing a single-source quick reference

The Third Attribution-Personality Theory Conference, CSPP-LA, 1988 Theories in Social Psychology

A fresh Attribution Theory approach.

'Attribution' is a idea in communal psychological science acknowledging the actions by that single human beings clarify the triggers of conduct and events;

'attribution theory' is an parasol expression for different types that aim to clarify these actions. Kassir, Fein, Markus. Social Psychology. Wadsworth: Cengage Learning, 2008 Psychological study in to ascription started with the work of Fritz Heider in the first piece of the 20th era, afterward elaborated by other ones such like Harold Kelley and Bernard Weiner.

There has never been a Attribution Theory Guide like this. It contains 65 answers, much more than you can imagine; comprehensive answers and extensive details and references, with insights that have never before been offered in print. Get the information you need--fast! This all-embracing guide offers a thorough view of key knowledge and detailed insight.

This Guide introduces what you want to know about Attribution Theory. A quick look inside of some of the subjects covered: Stanford prison experiment - Conclusions, Attribution theory - Background, Attribution bias, Theory - List of notable theories, Counterproductive work behavior - Other forms, Index of sociology articles - A, Attribution theory - Covariation model of attribution, Index of psychology articles - A, Psychology of religion - Religion and physical health, Fritz Heider, Status quo bias - Irrational Routes to the Status Quo Bias, Social perception - Attribution theory, Decision-making process - Cognitive and personal biases, Educational psychology - Motivation, Attributional bias, Edward E. Jones - Biography, Motivation - Attribution Theory, Attribution theory - Interpersonal attribution, List of creative thought processes - Organizational thinking, Attribution (psychology), Ultimate attribution error - Overview, Theory & Psychology - List of notable theories, Learned helplessness - Attributional reformulation, and much more...

New Models, New Extensions of Attribution Theory Springer Science & Business Media

Organizational Behavior in Health Care was written to assist those who are on the frontline of the industry everyday—healthcare managers who must motivate and lead very diverse populations in a constantly changing environment. Designed for graduate-level study, this book introduces the reader to the behavioral science literature relevant to the study of individual and group behavior, specifically in healthcare organizational settings. Using an applied focus, it provides a clear and concise overview of the essential topics in organizational behavior from the healthcare manager's perspective. Organizational Behavior in Health Care examines the many aspects of organizational behavior, such as individuals' perceptions and attitudes, diversity, communication, motivation, leadership, power, stress, conflict management, negotiation models, group dynamics, team building, and managing organizational change. Each chapter contains learning objectives, summaries, case studies or other types of activities, such as, self-assessment exercises or evaluation.

Causal Attribution Springer Science & Business Media

As the title suggests, this book examines the psychology of interpersonal relations. In the context of this book, the term "interpersonal relations" denotes relations between a few, usually between two, people. How one person thinks and feels about another person, how he perceives him and what he does to him, what he expects him to do or think, how he reacts to the actions of the other--these are some of the phenomena that will be treated. Our concern will be with "surface" matters, the events that occur in everyday life on a conscious level, rather than with the unconscious processes studied by psychoanalysis in "depth" psychology. These intuitively understood and "obvious" human relations can, as we shall see, be just as challenging and psychologically significant as the deeper and stranger phenomena. The discussion will center on the person as the basic unit to be investigated. That is to say, the two-person group and its properties as a superindividual unit will not be the focus of attention. Of course, in dealing with the person as a member of a dyad, he cannot be described as a lone subject in an impersonal environment, but must be represented as standing in relation to and interacting with another person. The

chapter topics included in this book include: Perceiving the Other Person; The Other Person as Perceiver; The Naive Analysis of Action; Desire and Pleasure; Environmental Effects; Sentiment; Ought and Value; Request and Command; Benefit and Harm; and Reaction to the Lot of the Other Person.

Attribution Theory 65 Success Secrets - 65 Most Asked Questions on Attribution Theory - What You Need to Know Springer Science & Business Media

Social interaction requires social cognition -- the ability to perceive, interpret, and explain the actions of others. This ability fundamentally relies on the concepts of intention and intentionality. For example, people distinguish sharply between intentional and unintentional behavior; identify the intentions underlying others' behavior; explain completed actions with reference to intentions, beliefs, and desires; and evaluate the social worth of actions using the concepts of intentionality and responsibility. Intentionality highlights the roles these concepts play in social cognition. Taking an interdisciplinary approach, it offers cutting-edge work from researchers in cognitive, developmental, and social psychology and in philosophy, primatology, and law. It includes both conceptual and empirical contributions. **Perceiving the Causes of Behavior** Routledge

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.

Attribution Theory and Research Wiley-Blackwell

For a long time I have had the gnawing desire to convey the broad motivational significance of the attributional conception that I have espoused and to present fully the argument that this framework has earned a rightful place alongside other leading theories of motivation. Furthermore, recent investigations have yielded insights into the attributional determinants of affect, thus providing the impetus to embark upon a detailed discussion of emotion and to elucidate the relation between emotion and motivation from an attributional perspective. The presentation of a unified theory of motivation and emotion is the goal of this book. My more specific aims in the chapters to follow are to: 1) Outline the basic principles that I believe characterize an adequate theory of motivation; 2) Convey what I perceive to be the conceptual contributions of the perspective advocated by my colleagues and me; 3) Summarize the empirical relations, reach some definitive conclusions, and point out the more equivocal empirical associations based on hypotheses derived from our particular attribution theory; and 4) Clarify questions that have been raised about this conception and provide new material for still further scrutiny. In so doing, the building blocks (if any) laid down by the attributional conception will be readily identified and unknown queries of present and future peers can then better determine the value of this scientific product.

Cross-Cultural Psychology Emereo Publishing

In this provocative monograph, Bertram Malle describes behavior explanations as having a dual nature—as being both cognitive and social acts—and proposes a comprehensive theoretical model that integrates the two aspects. When people try to understand puzzling human behavior, they construct behavior explanations, which are a fundamental tool of social cognition. But, Malle argues, behavior explanations exist not only in the mind; they are also overt verbal actions used for social purposes. When people explain their own behavior or the behavior of others, they are using the explanation to manage a social interaction—by offering clarification, trying to save face, or casting blame. Malle's account makes clear why these two aspects of behavior explanation exist and why they are closely linked; along the way, he illustrates the astonishingly sophisticated and subtle patterns of folk behavior explanations.

Malle begins by reviewing traditional attribution theories and their simplified portrayal of behavior explanation. A more realistic portrayal, he argues, must be grounded in the nature, function, and origins of the folk theory of mind—the conceptual framework underlying people's grasp of human behavior and its connection to the mind. Malle then presents a theory of behavior explanations, focusing first on their conceptual structure and then on their psychological construction. He applies this folk-conceptual theory to a number of questions, including the communicative functions of behavior explanations, and the differences in explanations given for self and others as well as for individuals and groups. Finally, he highlights the strengths of the folk-conceptual theory of explanation over traditional attribution theory and points to future research applications.

Causality, Responsibility, and Blameworthiness John Wiley & Sons

Attribution concerns the scientific study of naive theories and common-sense explanations. This text provides a thorough and up-to-date introduction to the field, combining comprehensive coverage of the fundamental theoretical ideas and most significant research with an overview of more recent developments. The author begins with a broad overview of the central questions and basic assumptions of attribution research. This is followed by discussion of the ways in which causal explanations determine reactions to success or failure and how our causal explanations of other people's actions shape our behaviour toward them. The manner in which attributions may shape communication, and how people often quite indirectly communicate their beliefs about causality, is also explained. Finally, the issue of changing causal connections in training and therapy is addressed. With end of chapter summaries, further reading and exercises to illustrate key attribution phenomena, Attribution will be essential reading for students of social psychology and associated areas such as personality, educational, organisational and clinical psychology.

Motivation and Action MIT Press

How can we identify the causes of events? What does it mean to assert that someone is responsible for a moral affront? Under what circumstances should we blame others for wrongdoing? The related, but conceptually distinct, issues of causality, responsibility, and blameworthiness that are the subject of this book play a critical role in our everyday social encounters. As

very young children we learn to assert that "it wasn't my fault," or that "I didn't mean to do it." Responsibility and blame follow us into adulthood, as personal or organizational failings require explanation. Although judgments of moral accountability are quickly made and adamantly defended, the process leading to those judgments is not as simple as it might seem. Psychological research on causality and responsibility has not taken complete advantage of a long tradition of philosophical analysis of these concepts. Philosophical discussions, for their part, have not been sufficiently aware of the psychological realities. An assignment of blame is a social explanation. It is the outcome of a process that begins with an event having negative consequences, involves judgments about causality, personal responsibility, and possible mitigation. The result can be an assertion, or a denial, of individual blameworthiness. The purpose of this book is to develop a comprehensive theory of how people assign blame.

New Approaches to Social Problems

Springer Science & Business Media

Attribution theory deals with how people explain social behavior - their causal attributions or common-sense explanations. Causal Attribution provides a major assessment of attribution theory in social psychology during the last forty years. It reviews in detail the variety of theoretical perspectives and established phenomena in attribution theory and provides a unique integration. A brief introduction to the classic attribution theories is followed by a review of some of the fundamental questions. The core of the book is made up of four central chapters, one on each of Doise's levels of explanation. Intra-personal attribution has studied the logic, cognitive processes and knowledge structures underlying causal attributions. Interpersonal attribution centers on attribution in social interaction and in close relationships, especially marriage. Intergroup attribution highlights the consequences of social categorization: attributions at this level often favor the ingroup and sustain ingroup conflict. Societal attributions link attributions to wider social beliefs, such as conspiracy theories, and refer to phenomena such as poverty, unemployment and riots. This volume emphasizes the breadth and depth of attribution research, and argues persuasively that an attributional approach has a promising future, as well as a distinguished past, in social psychology.

The Attribution of Blame Springer Science & Business Media

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.