

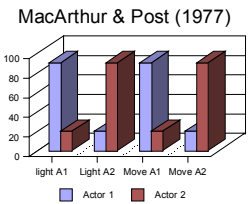
Ross, Amabile, and Stienmetz (1977)

The Role Conferred Advantage

- S's randomly assigned to be quizmasters or contestants on mock game show.
- Quizmasters get to make up own questions (as hard and obscure as they want).
- Observers viewed the quizmasters as more intelligent, even when the situation was made clearly explained to them.

MacArthur & Post (1977),

- On the move, in the spotlight
- Participants watched a video of 2 people having a conversation.
- Manipulated the salience of each person
 - spotlight
 - moved a lot
- The salient actor was viewed as more causal

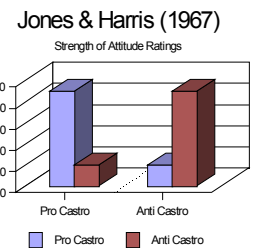


Jones & Harris (1967)

- Participants read essays and heard speeches that were written by political science students. (either Pro- or Anti-Castro, or Pro- or Anti-Marijuana)
- Participants were told that the political science students were assigned to write on these topics for a class, and did not choose their essay topics.

Jones & Harris (1967) cont.

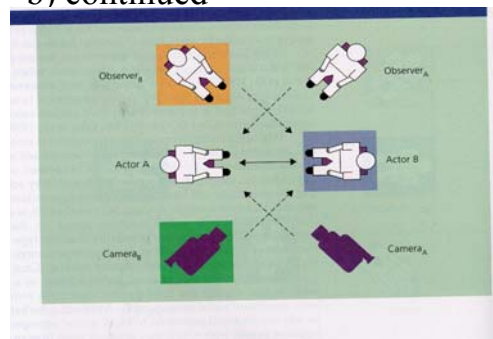
- Participants then rated how much the speech writer was either Pro- or Anti-Castro, or Pro- or Anti-Marijuana.
- People failed to take the situational information into account.



Storms (1973)

- 2 participants are assigned to be actors and have a conversation on predetermined topic
- 1 observer is paired with each actor, and positioned so they see the actor they are paired with, but not the other actor.

b) continued



b) continued

Afterward, observers make the same attributions of causal influence as expected by the actor with the same view.

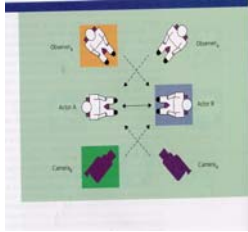
-with respect to figure:

Oa: Aa > Ab

Ab: Aa > Ab

Ob: Ab > Aa

Aa: Ab > Aa



b) continued

Next, actors viewed a video of the conversation taken from the perspective of the other actor. The actors made attributions of their own behavior that were more consistent with their observer's ratings

Ab = Ob : Ab > Aa

Aa = Oa : Aa > Ab

