

Figure 3.1 Impressions of 'warm' and 'cold' targets (Asch, 1946).

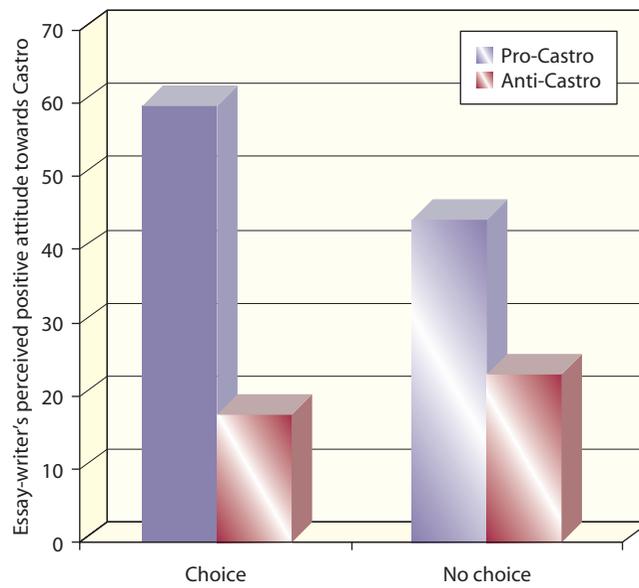


Figure 3.2 *Correspondent inferences of essay-writers' attitudes (Jones & Harris, 1967).*



Figure 3.3 Five steps to depression: the attributional reformulation of learned helplessness theory (Abramson et al., 1978).

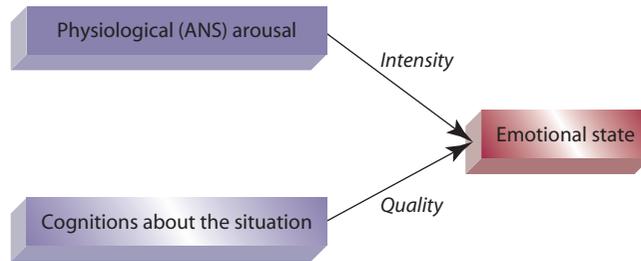


Figure 3.4 Schachter's two-factor theory of emotion.

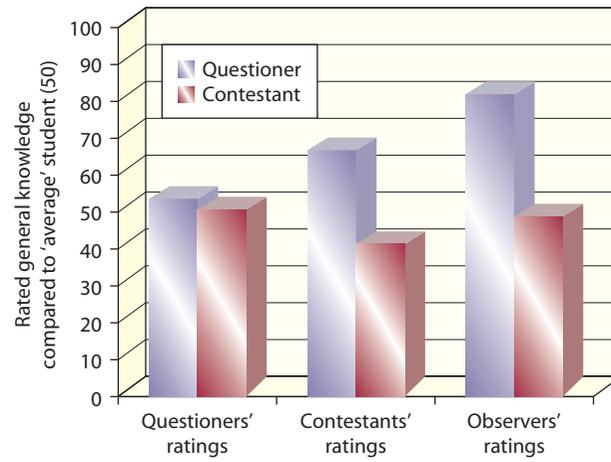


Figure 3.5 Mean ratings of general knowledge after quiz game (adapted from Ross et al., 1977).

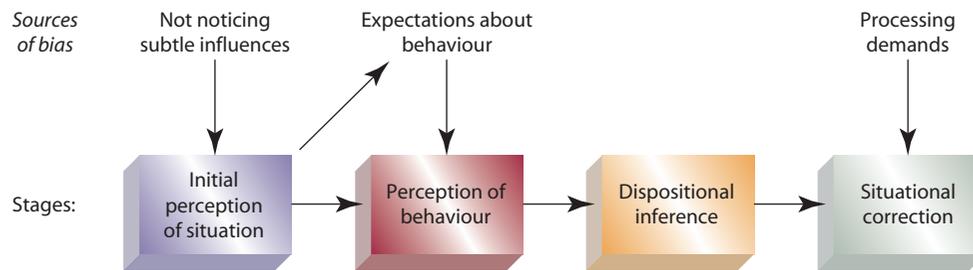


Figure 3.6 Processes leading to correspondence biases (adapted from Gilbert & Malone, 1985).

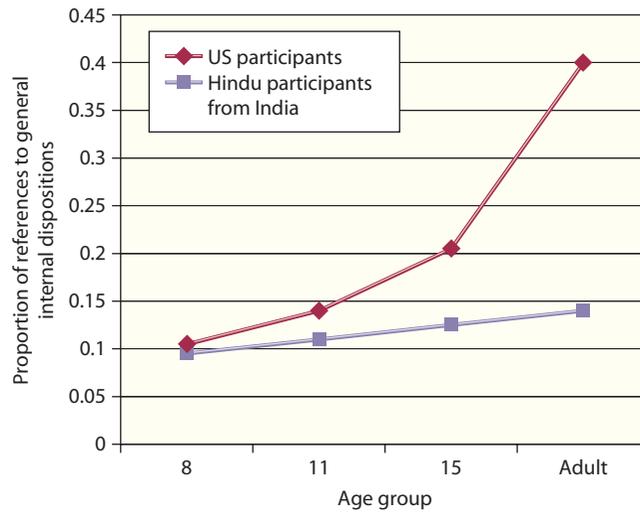
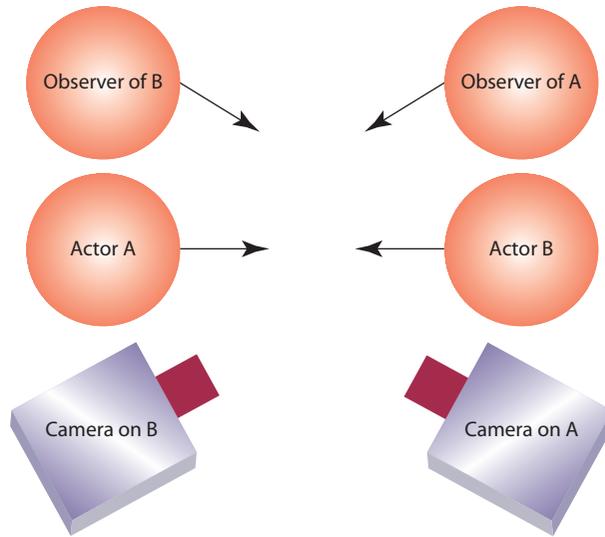


Figure 3.7 *Dispositional attributions in two cultural settings across four age groups (Miller, 1984).*

Stage 1 Bird's-eye view of get acquainted session (arrows indicate direction of attention)



Stage 2 Bird's-eye view of video replay

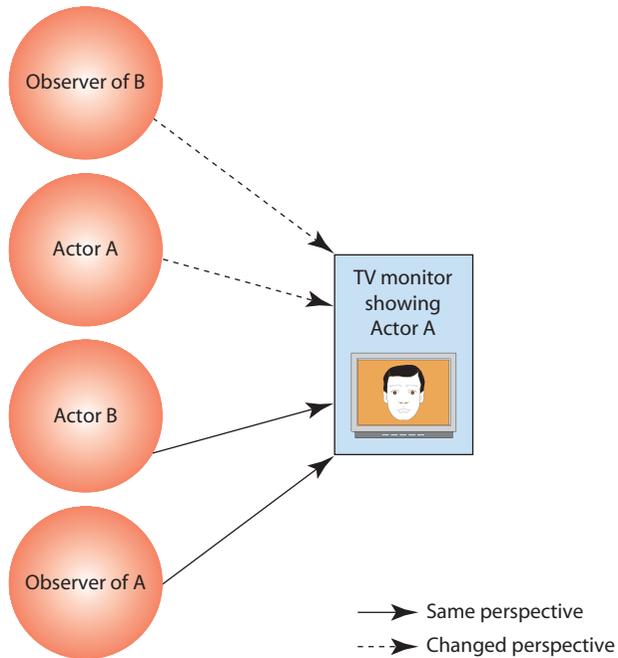


Figure 3.8 *The two stages of Storms's (1973) procedure.*

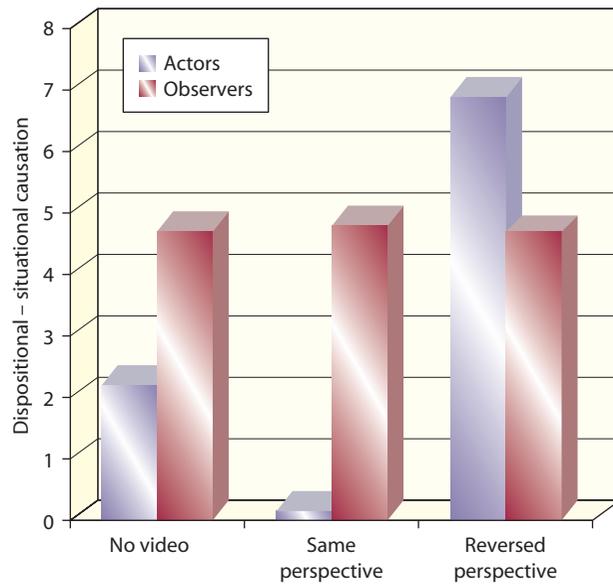


Figure 3.9 Reversing the actor–observer difference following video replay (adapted from Storms, 1973).