



Plate 3.1 *People with large, round eyes, short noses, high foreheads and/or small chins are typically perceived as less dominant, more naïve and warmer than people with mature-seeming features.*



Plate 3.2 *Do our conclusions about the causes of success and failure, e.g. in an exam, directly affect future expectations, motivations and emotions?*



Plate 3.3 *Members of collectivistic cultures are more sensitive than members of individualistic cultures to the power of situations.*



Plate 3.4 *Your behaviour, e.g. being lively at a party, may appear more consistent to others than it really is.*



Plate 3.5 Teacher's explanations of pupils' success and failure can show self-serving bias.



Plate 3.6 *Attributions do not always function as part of a cooperative process between people.*