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Attribution Theories: How People Make Sense of Behavior

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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, 1995; 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.

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J Elliott



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