

SOCIAL JUDGMENT DETERMINANTS OF ATTRIBUTED
AGGRESSION AND PERCEIVED CAUSE
OF BEHAVIOR

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PREFACE

This study concerns how various behaviors and social perspectives affect attributed aggression and perceived cause of behavior. The main purpose is to investigate the combined effects of whether behavior is provoked or unprovoked, whether the observer is the source or the target of the behavior, and whether the observer interprets another person's behavior or anticipates how someone else will interpret his behavior. These combined effects occur in the context of ongoing social interaction and emphasize interpersonal influences on how behavior is perceived and interpreted.

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I am very grateful to my family and friends, who cared enough to prod me to persevere. Their continued understanding and support gave me a special understanding of what persistence can accomplish.

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LIST OF SYMBOLS

AA	attributed aggression
AO	action orientation
AOVS	anticipated other's view of self
AV	anticipated other's view of self rated first
C	control
CB	coercive behavior
D	dispositional characteristics
DISP	attributed influence of dispositional characteristics
DT	defensive threat
EVAL	attributed negative evaluation
IP	impression perspective
M1	man no. 1
M2	man no. 2
NS	not significant
O	order
OT	offensive threat
S	situational characteristics
SDT	source of defensive threat
SITU	attributed influence of situational characteristics
SOT	source of offensive threat
TDT	target of defensive threat
TOT	target of offensive threat

VA view of other rated first
V0 view of other
> is greater than
< is less than
= is statistically equivalent to

CHAPTER I

INTRODUCTION AND LITERATURE REVIEW

Traditional approaches to the study of aggressive behavior have emphasized how the behavior is acquired. Many contemporary explanations of how aggressive behavior is acquired stem from Freud's (1930) explanation based on the assumption that aggressive behavior is innate and derived from biological evolution. Another widely held explanation of aggression is Dollard, Doob, Miller, Mowrer, and Sears' (1939) frustration-aggression theory which was partly derived from Freud's ideas. Dollard et al. held that an organism will respond with intent to injure any thing or organism that interferes with a learned response. The intent to injure as well as to actually harm has been included in the concept of aggression. The intra-individual aspects of aggression have dominated this field of study.

Bandura and Walters (1963) studied the social learning process involved in making distinctions between aggressive and nonaggressive responses. The intra-individual approach has generated much research and many hypotheses for describing why and how one acquires responses labeled aggression. However, Bandura and Walters' work indicated that this approach may not be the most appropriate one for explaining the basis of how one makes the social judgments necessary to distinguish aggressive and nonaggressive responses. According to Laing, Philipson, and Lee (1966), intra-individual theory has no concepts for social behavior and cannot explain a person's actions in a social context. To understand the

behavior of two persons in interaction, one must examine the behavior and experience of both participants. This behavior and experience includes not only so-called aggressive behavior but also interpretations of the behavior made by the participants. Such an interactionist perspective seems appropriate for the study of how aggressive behavior is interpreted.

Problems Associated With Research on Aggression

Several problems have been associated with emphasis on learning aggression and subsequent lack of attention to interpersonal aspects of aggression. These problems include: (a) lack of systematically selected behaviors to be labeled aggressive; (b) confusion between harmful behavior and labels for such behavior; and (c) lack of attention to the effect of the interaction context on social judgment. Such social judgments include attribution of aggression and perceived cause of behavior.

Tedeschi, Smith, and Brown (1974) discussed the first two of these problem areas and how they developed. The lack of systematically selected behaviors results because investigators used their own implicit person perception theories as a basis for selecting responses to be studied in investigating aggression. That is, investigators used behaviors which they considered aggressive. Naturally, the choice of behaviors was not consistent across investigators. This inconsistency has led to tenuous relationships between theoretical and operational definitions of aggression and to a weak functional unity among behaviors labeled aggressive.

Examples of behaviors which have been considered aggressive include (a) delivering electrical shock (Baron, 1970; Berkowitz & Geen, 1966; Milgram, 1963); (b) sitting on or thumping a doll (Bandura, Ross & Ross, 1961); (c) choosing to play with a ball rather than a doll (Lovaas, 1961);

(d) retention of aggressive content presented in a film (Maccoby & Rawlings, 1963); (e) writing themes in response to Thematic Apperception Test cards coded for hostility or aggressiveness by judges (Feshbach, 1955). Tedeschi et al. presented these examples to illustrate lack of theoretical unity and added that in none of these studies was intent to harm by the subjects established even though such intent is an accepted part of the definition of aggression. Resolution of the problem requires a systematic selection process for choosing behaviors to be labeled aggressive.

A second problem discussed by Tedeschi et al. (1974) was confusion between an actor's harm-doing behavior and an observer's label for the behavior. To explain threatening or punishing behaviors, Tedeschi et al. suggested using the term coercion, while aggression could be used to label an observer's impressions of the coercive behavior. According to Tedeschi et al., aggression as a label is more important in assigning moral responsibility and mediating retribution than in specifying properties of behavior. The position of Mischel (1968) that a trait label should not be confused with an accurate description of the behavior, nor with antecedent and maintaining conditions of the behavior, supports Tedeschi et al.'s (1974) claim. According to Mischel, use of aggression as a label is not adequate to explain what causes a behavior or why a certain behavior is labeled aggressive. Adequate explanation requires a distinction between objective descriptors of the behavior and evaluative impressions by observers.

The third problem inherent in an undue concentration on the social learning of aggression, a problem not considered in detail by Tedeschi et al., is the lack of attention given to the processes of social judgment

which occur within interactions. Two aspects of social judgment within the interaction context that may affect the labeling of behavior are action-observer orientations and interaction perceptions. Action orientations are role perspectives from which behavior may be interpreted. Actors are the initiators or sources of behavior, while observers are interpreters or perceivers of behavior. The term "interaction perceptions" refers to the interpretations of his own social interactions that can be made by an actor, or the interpretations an observer might make of another's interaction behaviors. These interpretations can affect how behavior is labeled and what cause is assigned to the behavior.

The concept of interaction perception allows for the possibility that when actors and observers interact with each other, an actor may observe his own behavior and interpret it differently from the target of the behavior, who also observes and interprets it. These interpretations may include labeling of behavior and decisions concerning the perceived causes of behavior. If the behavior seems threatening or punishing, the label may include aggressiveness, and the cause of the behavior may be attributed to aggressive tendencies in the actor. Hence, the actor is called aggressive.

It should be possible to conduct research which minimizes (a) the lack of systematically selected behaviors to be labeled, and (b) confusion between behavior and labels, and emphasizes the social context of behavior. These are the three problem areas discussed above, and the present study was designed to minimize these problems. An ongoing interaction with systematic variations in behavior will be used and observers' interpretations of the interaction with respect to attributed aggression and the perceived causes of behavior will be investigated.

A systematic selection process was followed in choosing behaviors to be included in the interaction, and there is a clear separation of objective descriptors and judgmental impressions. Effects of the social context are taken into account by differentiating action-observer orientations and interaction perceptions. An example of such an interaction would be an argument over a seat in a bar between two strangers, Mr. Smith and Mr. Wesson. This scenario was used by Brown (1972) in his dissertation. Smith instigated the interaction with Wesson in the videotaped scenario by suggesting Wesson sit elsewhere because the seat he selected was taken. Wesson responded by threatening to punch Smith in the mouth. The effect of type of behavior and action-orientation are thus controlled, and the interaction perceptions of both attributed aggression and perceived cause of behavior are investigated.

Purpose of Present Study

The general purpose of the present study is to investigate social judgments based on interactions involving behavior which may or may not be labeled aggressive. An attempt was made to consider the problem areas listed by Tedeschi et al. (1974). Behaviors in a videotaped scenario are labeled by observers, whose impressions are distinguished from objective descriptions of the behavior. Two aspects of observers' impressions of the interaction context are specified and measured: (a) attributions of aggression, and (b) perceptions of the causes of behavior.

There are three specific purposes for the study. Brown and Tedeschi (1974) found evidence that aggressiveness attributed to behavior varied according to whether the behavior was offensive or defensive. One purpose

of the present study is to investigate whether such differences affect perceived cause of behavior as well as attributed aggression.

A second purpose is to examine the effects of action orientation (whether one is an actor and instigator of behavior or target of behavior) on attributed aggression and perceptions of the causes of behavior. Nisbett and Jones (1971) presented evidence that actors and observers differed in their perceptions of the causes of behavior. According to Nisbett and Jones, actors observing their own behavior tend to attribute the cause of their behavior to conditions existing in the interaction context. For actors the situation is figural and changing against a stable knowledge of their own history, motives, and experience. Actors tend to believe their behavior is a response to environmental cues rather than dispositional traits. This belief results from the actor's impression that he reads environmental cues accurately and that his responses are appropriate to those cues. To the actor, his own behavior represents values and strategies that are elicited and maintained by the situation. His perceptions are further supported by failure to distinguish his behavior from his evaluations and impressions of his behavior.

When the actor compares himself to others, he believes the chief difference is in priorities assigned to goals and the means used to achieve them. The actor's denial that his behavior is an expression of dispositional traits is also probably a result of his desire for control over his own behavior and environmental demands.

Observers, on the other hand, are more likely to attribute the observed actor's behavior to stable dispositional traits. These attributions are supported by the observer's failure to realize that the behavior represents a biased sample, based on observation of the actor in only a

few roles. Other support for dispositional attributions occurs in perceptual, cognitive, and linguistic processes. Perceptual processes include (a) impression that action represents perceptible movement and change, salient against a stable environmental context, and (b) confusion between primary properties of an interaction existing apart from it, such as behavior, and secondary properties resulting from the interaction, such as evaluations and impressions. This confusion furthers the idea that evaluations are accurate perceptions and reinforces an apparent consensus based on cultural norms.

Cognitive processes include (a) confusion of response to role requirements with personal dispositions, (b) attempts to reduce observed behavioral inconsistencies using dispositional accounts of action. Linguistic processes that support dispositional attributions include (a) use of the same term to label behavior and the underlying disposition, (b) a vocabulary which has many terms for dispositions and relatively few to describe situational influences, and (c) similar factor structures used to describe traits of both strangers and well-known acquaintances (Passini & Norman, 1966). Further experimental evidence to support the differences between actors and observers is presented below in a more detailed review of the literature related to actor-observer differences.

There is no information on how differences in the viewpoint of actors and targets affect their attributions of aggression, although an instigator of coercive action (actor) would presumably perceive and interpret the action differently than the target of that behavior (participant-observer of the action). The present study extended the investigation of actor-observer differences to the effect of action-orientation on attributions of aggression in behavior.

At this point it should be noted there is a difference between actor-observer orientation and action orientation. The former term refers to a distinction made between actors participating in an interaction and observers who are outside of and not involved in the interaction. Action orientation refers to the difference between a source or initiator of behavior and the target of that behavior. Both sources and targets are involved in a given interaction and both may be actors and observers simultaneously. In most of the research done which supports Jones and Nisbett's hypotheses concerning perceived cause of behavior, the actor-observer difference was used. In the present study the concept of action orientation was more appropriate, since all participants were involved in the interaction which was investigated, even though their participation was imaginary.

The third specific purpose of this study was to examine the effects of two interaction perceptions on both attributed aggression and perceived cause of behavior. Helm (1974) described interaction perceptions as the various impressions an individual gains from reciprocal social influence activities that occur during interaction with another. These impressions are the result of subjective interpretation of the communications and behaviors occurring during the interaction. Helm's discussion of interaction explicitly assumes that individuals attempt to account for both their own and the other person's perspectives in interaction. No published data are available which consider the particular perspective of interaction in the formation of perceptions about aggression or of the causes of behavior. The action orientation divergence, however, suggests that the perspective with which one views an interaction would affect social judgments during interaction. The present study investigated the perceptions which

occurred in two perspectives of dyadic interaction: (a) one's view of the other, and (b) attributions about the other's view of self.

The literature reviewed below was selected to focus on three areas in detail: (a) a classification system for describing behavior and distinguishing between behavioral descriptors and impressions; (b) experimental evidence concerning actor-observer differences which provides background for action-orientation differences; and (c) available information on interaction perceptions. A classification system provides systematically selected behaviors and prevents confusion between behavior and labels. A discussion of action-orientation differences and interaction perceptions defines specific social judgment variables which can affect attributed aggression and perceived causes of behavior.

Basis for Selecting Behaviors to be Labeled Aggressive

One of Tedeschi et al.'s (1974) criticisms of aggression studies is that several studies lacked a careful system for selection of behaviors to study. They suggested that the problem could be solved by conceptualizing so-called aggression as coercive behavior, or the use of threat or punishment to gain compliance to a demand. Reconceptualizing aggression as coercive behavior was said to provide a set of behaviors selected from a typology of threats and punishments (Tedeschi, 1970). This typology is presented in chart from in Figure 1.

Figure 1 divides coercive behavior into threats and force. Threats are then separated into communications which are contingent or noncontingent. In general, a contingent threat specifies that a punishment will be administered if the target does or does not comply with the source's

demands. Figure 1 specifies variations of contingent threats. Contingent threats can be divided into four categories: (a) those that specify both a request and a contingent punishment; (b) those that specify a request but are nonspecific as to punishment; (c) those that are nonspecific as to request but state a specific punishment; and (d) those that are nonspecific with respect both to requests and punishments. A noncontingent threat does not contain a request but has the form "I will do X" where X is some action or inaction detrimental to the target. This action may be specific or nonspecific.

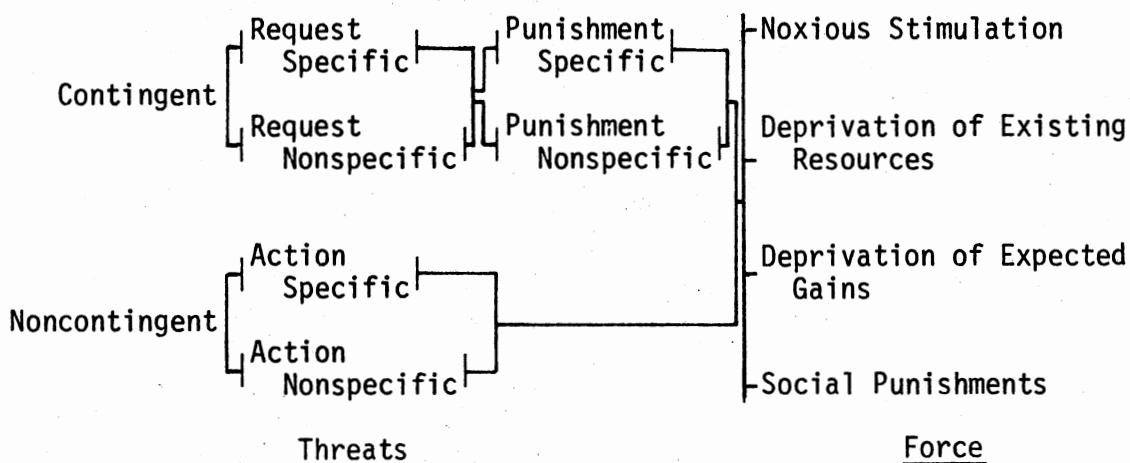


Figure 1. Typology of Threats and Punishments

Four types of punishments (force) which may accompany either a contingent or noncontingent threat are also listed in Figure 1. Noxious stimulation includes "unpleasant, painful, or biologically disruptive effects directly on the body" of another person (Tedeschi et al., 1974, p. 549). Resource deprivation involves costs or fines imposed on the

target such as losing money or points in a game. Deprivation of expected gain occurs when a target expects to receive such things as "money, candy, points, or love" and these things are denied him (Tedeschi et al., 1974, p. 549). Social punishment involves attack on the target's self-concept and the impression he wishes to maintain in front of others. Examples include name-calling and social ostracism.

Tedeschi et al. (1974) claimed that classifying coercive behaviors in terms of threat and force would lessen the investigator's dependence on implicit biases concerning the nature of aggression. Such a conceptualization would help establish a clearer relationship between theoretical and operational definitions by using behavioristic terms. It would also allow a greater functional unity among the dependent variables used since behavior could be classified using the above typology.

Use of a behavioristic vocabulary not only limits and specifies behavioral correlates of harmful intention and action but also reduces the need for an investigator to employ implicit social judgments concerning the behavioral features of aggression. Behavioral terms also contribute to the separation between behavior and labels, one of the problems identified in much aggression research (Tedeschi et al., 1974). Use of the term coercive behavior allows distinction between the action and the label attributed to it by an observer.

Confusion Between Actor's Behavior and Observer's Labels

Confusion between behavior and labels has resulted from investigators' assumptions that aggressive behavior can be studied without investigating the social judgments made by observers in labeling aggression.

Tedeschi et al. (1974) believed that this confusion could be minimized by using the behavior typology described above and an attributional theory of aggression. Behavior could be described according to the typology and the observers' labels could be predicted according to the attribution theory. Use of the theory would suggest answers to the question: "Under what conditions would an observer label an actor's coercive behavior aggressive?" According to Tedeschi et al., the clearest statement of conditions necessary for an observer to attribute aggression was proposed by Cameron and Janky (1972). Cameron and Janky defined the actor as the instigator of an interaction and the observer as one who makes some social judgment or attribution about the actor's behavior. Cameron and Janky suggested that the observer would attribute aggression to the actor's behavior if the action constrained the target's behavior or limited his outcomes, if the action advanced the selfish interests of the actor and the actor were the instigator of the action. Tedeschi et al. (1974) modified Cameron and Janky's scheme to form an attributional theory of perceived aggression. The resulting theory specifies that observers will perceive an act to be aggressive when they consider it to be intentionally harmful to the target and when it is thought to be offensive and unprovoked.

The following two sections of the literature review emphasize how different aspects of the interaction context may affect social judgment.

Actor-Observer Differences

Work by Jones and Davis (1965), Jones and Nisbett (1971), and Storms (1973) provides information about actor-observer differences. This work was primarily focused on an actor-observer divergence in perceiving causes for behavior. The reader should remember that in all studies discussed by

Jones and Davis, Jones and Nisbett, and Storms where actor-observer differences were investigated, the subjects were never involved in mutual interaction.

Jones and Davis (1965) presented a theory of correspondent inferences that was concerned with attribution of internal causality. They were concerned with the circumstances under which observers consider a given action to be an expression of an actor's true nature or disposition. That is, whether actions are attributed to an actor's internal character or to external pressures. According to their theory, an antecedent condition for attributing behavior to a dispositional trait (such as aggressiveness) is that an observer consider the action to differ from normative expectations or to be somehow culturally undesirable. The observer must also consider the actor to have been aware that the intended effect would occur. An example of behavior that could be seen as antinormative would be that which involves unprovoked action with a perceived intent to harm. According to Jones and Davis, if this type of behavior is seen as having distinctive effects, relative to the likely effects of action choices available to the actor, it will be attributed to internal causes; the actor did as he did because of a trait he possessed. Thus an inferred characteristic corresponds to an observed action and correspondent inference of internal causality is made.

As evidence for their theory, Jones and Davis (1965) discussed a study done by Jones, Davis, and Gergen (1961). This study demonstrated that behavior conforming to role requirements is seen as uninformative about an individual's personal characteristics, while much information is obtained from out-of-role behavior. Stimulus persons showing out-of-role behavior were confidently assigned certain dispositional traits. Subjects'

dispositional attributions were much less confident, on the other hand, for stimulus persons showing role-related behaviors.

Jones and Nisbett (1971) extended the work of Jones and Davis (1965) in a discussion of both internal and external causality. Jones and Nisbett suggested that differences in actor-observer orientations affect which source of causation is attributed to behavior. According to Jones and Nisbett, actor-observer differences refer to whether one is the source of a behavior or the perceiver and interpreter of the behavior. They reviewed experimental evidence which seems to show that causal attributions made by actors differ from attributions made by observers. Their review concluded that an actor usually believes his own behavior is caused by the external situation requirements while an observer (who, in none of the studies considered by Jones and Nisbett, was a target of that behavior) usually attributed the behavior to dispositional traits of the actor.

Evidence considered by Jones and Nisbett (1971) included how actor-observer differences affect (a) explanations for changes in performance on IQ tests (Jones, Rock, Shaver, Goethals & Ward, 1968); (b) estimations of the true opinions of an essay writer or speechmaker (Jones & Harris, 1967); (c) estimations of why hypothetical actors performed as described in simple sentences (McArthur, 1970); (d) estimations of why self and best friend chose major field and girl friend (Nisbett & Caputo, 1971); and (e) estimations of why self or other did or did not volunteer to entertain campus visitors (Nisbett, Legant & Maracek, 1971).

Work by Finney, Merrifield, and Helm (1976) suggested that subjects as observers of hypothetical stimulus persons can and do distinguish between their own nonparticipant perceptions of behavior and the perceptions

of a participating actor. Finney et al.'s subjects read a scenario describing an actor's background, a combination of behavioral and role respectability and an event in which the actor participated. Subjects then assigned personal and impersonal responsibility to the event, both from their own viewpoint and as they assumed the actor would. Results showed subjects were aware of the divergent perspectives of actors and observers, and their attributions corresponded closely to predictions from Jones and Nisbett (1971).

While Jones and Nisbett established that a source instigating a behavior and an observer watching the behavior may attribute cause to situational and dispositional influences, respectively, Storms (1973) showed that both actors and observers may attribute cause to either type of influence. That is, a particular cause attributed to a behavior does not depend solely on whether a person is an actor or an observer, but also on the type of information that is available and made salient to him. A situation that gives information to an actor which is normally available only to an observer, and vice versa, occurs when both roles are held by all participants. The actor-observer differences, per se, may become less critical than whether one is a source or target of a behavior; that is, the action orientation is more important.

Storms (1973) manipulated the salience of information to actors and observers. He provided a situation in which two actors at a time engaged in an unstructured conversation while two observers looked on. Storms used a questionnaire to evaluate the actors' attribution of their own behavior in the conversation to dispositional or situational causes. Each observer attributed the behavior he observed either to internal or external influences. Results of these evaluations supported the claim of

Jones and Nisbett (1971) that actors attribute their own behavior to external causes and observers attributed the actors' behavior to dispositional influence.

Videotapes of the conversation were then played back to selected actors and observers. Replay to one group of actors and observers repeated the original orientation and was followed by a questionnaire evaluation concerning the perceived causes of behavior. Results again supported Jones and Nisbett's (1971) expectations. Replay to a second group of actors and observers reversed the orientation so that actors saw themselves and observers saw the actor with whom their matched actor had conversed. The reorientation resulted in the self-viewing actors attributing their own behavior more to dispositional influences than the original observers had and indicated the importance of social orientation in determining attributional differences between actors and observers. Reorientation for observers resulted in their attributing the behavior of the second actor they viewed relatively more to situational than to dispositional causes.

The behavioral dimensions on which attributions were made in the Storms (1973) study were friendliness, talkativeness, nervousness, and dominance. These were not selected on the basis of any particular theoretical or empirical consideration, but because it was anticipated that subjects would show behavior along each of these dimensions and that attributional judgments could be made about them. Storms' subjects were willing to make judgments about the four dimensions of behavior and assign a perceived cause of behavior. It is likely that action-orientation differences affect differences in attributed aggression as well as in these other behavioral dimensions.

Interaction Perceptions

In addition to actor-observer differences and action orientation divergence, the different perspectives of interaction perceptions may affect social judgment. These perceptions are said to result from mutual influence attempts that occur during interaction (Helm, 1974). Four perspectives are among those possible: (a) self concept; (b) view of other; (c) perceptions of other's view of self; and (d) perceptions of other's self concept (Helm, Fromme, Murphy & Scott, 1976). Each of the four is potentially held by both sources and targets of behavior during interaction. (Storms' [1973] study involved view of self and view of other, although he did not label them as such.) These perspectives may affect whether coercive behavior is labeled aggressive.

Since there is little empirical work published on interaction perceptions, discussion of an historical and theoretical framework may be helpful. Such a framework is provided by the work of Cooley (1902), Mead (1934), Kelley (1955), and Laing, Phillipson, and Lee (1966). Cooley referred to a "looking-glass self" which consisted of a person's estimation of the other's judgment of his appearance, and how he feels about that judgment. Mead's generalized other incorporated the idea that a person internalizes others' attitudes about him and uses these attitudes to evaluate himself. Kelley's personal construct system was described by Bannister and Fransella (1971) to be a person's theory which he constantly tests and by which he develops a picture of himself based on his interpretations of others' reactions to him.

Laing, Phillipson, and Lee (1966, p. 5) discussed self-identity and meta-identity. They defined self-identity as "my view of myself" and meta-identity as "my view of your view of me." These are two components

in the matrix of interaction perceptions and will be the focus of this study. According to Laing, Phillipson, and Lee, explaining the behavior of two people in social interaction requires concepts to indicate the interaction and interexperience of those two people. These concepts help explain the relationship between each person's experience and behavior within the context of their relationship.

To develop the necessary concepts, Laing, Phillipson, and Lee stated: (a) behavior is a function of experience, and (b) both experience and behavior always occur in relation to someone or something other than the self. According to Laing et al., behavior in interaction cannot be explained by intrapersonal concepts alone. For behavior and experience to have meaning, they must be perceived and interpreted using interpersonal concepts. Laing et al., however, did not discuss possible criteria by which experience may be interpreted.

Laing et al. did state that experiencing behavior includes perception and interpretation. The interpretation usually depends on the context in which the behavior occurs. If two people have different interpretations of a particular act, a struggle may follow that could involve threats, coaxing, bribery, or persuasion.

Laing et al.'s (1966) work applies to perception and interpretation processes that occur when targets and sources of behavior occurs. Depending on the salience of the available information, the interpretation from the perspectives of self-identity and meta-identity may vary.

Helm (1974) extended ideas from Cooley, Mead, Kelley, and Laing et al. in describing what Helm called interaction perceptions, or impressions of the abilities and interaction motives that are held by someone

relative to himself and the other person, as well as his impressions of how one's behavior is perceived by the other.

No systematic study of the effects of interaction perceptions has been done with regard to attributed aggression or perceived causes of behavior. It is an empirical question what these relationships would be.

Statement of the Problem

The review of the literature has pointed out weaknesses in the study of aggression and how attribution of aggression and perceived cause of behavior may be affected by the social interaction context. The present study considers three specific problem areas: (a) lack of systematically selected behaviors to be labeled aggressive; (b) confusion between behavioral descriptors and subjective impressions of behavior; and (c) lack of emphasis on the effect of social interaction context on interpretation of behavior.

Two modes of coercive behavior are observed in videotaped scenarios and there is a control condition portraying noncoercive behavior. Dependent variables are the relative attribution of aggression and perceived causes of behavior. One-third of the subjects see offensive behavior; one-third see defensive behavior; and one-third see noncoercive behavior.

Two action orientations (source and target) are studied by asking one-half of the subjects viewing a particular mode of behavior to take the viewpoint of the source or instigator of the coercive behavior (actor) and one-half to take the viewpoint of the target of the behavior (observer). The source and target distinctions permit study of how action orientations affect perceived cause of behavior and attributed aggression. The action orientations are modified versions of those used in previous

studies concerning actor-observer differences. This modification is necessary since the actors and observers in this study are involved in imagined mutual interaction, whereas in previous studies they were considered independently.

Two interaction perceptions are examined: view of other and anticipated other's view of self. In the present study "interaction perceptions" will be called "impression perspectives" to avoid confusion with the statistical term "interaction." The effect of these two impression perspectives is studied by asking subjects to evaluate attributed aggression and perceived cause of behavior from both of these perspectives.

Type of behavior, action orientation, and impression perspective may each affect attributed aggression and perceived cause of behavior independently. However, since variables rarely do affect behavior independently, the present study focuses on combinations of the variables. Effects of the combined variables on three major dependent variables are: (a) attribution of aggression to coercive behavior; (b) perceived effect of dispositional constraints on behavior; and (c) perceived effect of situational influences on behavior. Two general experimental outcomes are of primary interest and are stated as hypotheses.

Hypothesis I: The dependent measures will vary as a result of the coercive behavior x impression perspective interaction.

Hypothesis I indicates that perceptions of the causes of behavior and attributions of aggression are expected to vary according to whether behavior is offensive, defensive, or noncoercive, as well as according to whether the perceiver is viewing his own behavior or estimating the other's perception of his behavior.

Hypothesis II: The dependent measures will vary as a result of the action orientation x impression perspective interaction.

Hypothesis II indicates that perceptions of the causes of behavior and attributions of aggression will vary depending on whether the perceiver is assuming the role of source or target as of the coercive behavior as well as whether the perceiver is focusing on the view of other or on perceptions of the other's view of self.

CHAPTER II

METHOD

Subjects

Subjects were 60 male Oklahoma State University students who were enrolled in an introductory psychology course. The students received extra credit in their psychology course as an inducement to participate in the experiment.

Materials

Materials included three videotaped scenarios portraying two different types of coercive behavior, offensive and defensive threat, and a control interaction involving no coercive behavior. All three scenarios shared the same initial action and dialog. A bartender entered from the left, walked to his place behind the bar and began wiping off the top of the bar. A male actor and a female actor entered together, ordered drinks, and exchanged comments about a show they had just seen. The actress then excused herself and walked away.

After the actress left the scene, a second male actor entered and started to sit on the stool vacated by the actress. The first man said, "Excuse me, but that seat is taken." At this point, in each scene, the dialog differed according to type of interaction involved. In the control condition, the second man apologized, took another seat, and the scene ended.

In the offensive threat scenario the second man in order of appearance instigated an argument over the seat that was being saved by the first man by saying, "I always sit there. Are you looking for a rap in the mouth or something?" In the defensive threat scene the first man makes a counterthreat.

The individuals who acted the scenarios were graduate students enrolled in a course in Direction at the State University of New York at Albany, February, 1972. Three actors and one actress were used. Each scene lasted approximately 1 minute and 45 seconds. The complete dialog and action are described in Appendix A.

The videotaped scenes were played on a Sony videotape recorder and were viewed on a Sony videotape playback unit.

Materials also included a set of drawings which were used to help subjects to differentiate between the two major male actors, and to illustrate impression perspectives that could occur during the interaction. The basic drawing, printed on a sheet of 5½" x 8½" white paper is shown in Figure 2. The figure of Man No. 2 and sentences labeled (2) and (3) were printed in green. The figure of Man No. 1 and sentences (1) and (4) were printed in pink.

In addition, on each of the drawings were printed sentences that differed according to which actor the subject was instructed to identify with. On drawings given to subjects identifying with Man No. 1 in the control and offensive threat scenes, the additional sentences were: "You are the first man. He was the older man and was called Actor B." On drawings given to subjects identifying with Man No. 2 in the offensive threat and control conditions, the extra sentences read: "You are the second man. He was the younger man and was called Actor A." On drawings

given to subjects identifying with Man No. 1 in the defensive threat scene, the sentences read: "You are the first man. He was the younger man and was called Actor A." On drawings given to subjects identifying with Man No. 2 in the defensive threat scene, the sentences read: "You are the second man. He was the older man and was called Actor B."

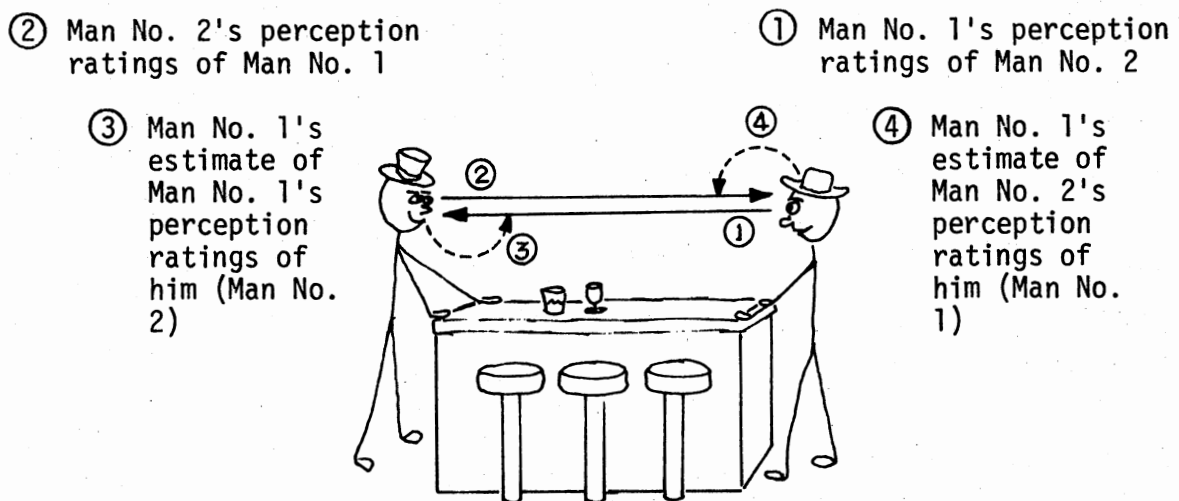


Figure 2. Illustration of Impression Perspectives

Also, part of the materials were rating scales used by the subjects to report their perceptions of the interaction. These rating scales were presented in a booklet-type questionnaire. Each subject was given two booklets, one for reporting view of other and the other for reporting anticipated other's view of self. Subjects who identified with Man No. 1 in the scene they observed were given rating scales printed on pink paper. Subjects who identified with Man No. 2 in the scene they observed were given rating scales printed on green paper. Examples of these rating scales are included in Appendix B.

- (5) How important were personal characteristics about Man No. 2 in giving you, Man No. 1, this impression?

Very important __:__:__:__:__:__:__:__ Very unimportant

- (6) How important were characteristics of the situation in giving you, Man No. 1, this impression?

Very important __:__:__:__:__:__:__:__ Very unimportant

Question (4) was followed by eleven semantic differential scales similar to those shown below question (4). Each of these scales could have a score as high as seven or as low as one. Four of these scales indicated potency attributed to the target, including strength, hardness, rashness, and severity. Four other scales indicated negative evaluation, including badness, cruelty, harmfulness, and dishonesty. Two scales were checks for the believability of the experimental variables, including offensiveness and potential harmfulness. The higher the score on each of these scales, the greater the intensity of the attributed qualities. The higher the score on responses to questions like (5) and (6), the greater the attributed importance to the particular source of causation.

Next, the rating booklet for anticipated other's view of self will be described. On the six pages of this booklet there were questions concerning anticipated other's view of self, dispositional influences, and situational constraints. These questions were similar in form to questions (7), (8), and (9).

- (7) To what extent would Man No. 2 consider that you, Man No. 1, acted in a hostile manner?

Hostile __:__:__:__:__:__:__ Amicable

- (8) How important would Man No. 2 think characteristics of the situation were in causing you, Man No. 1, to act in that way?

Very important __:__:__:__:__:__:__:__ Very unimportant

- (9) To what extent would Man No. 2 think personal characteristics about yourself, Man No. 1, were in causing you to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

The scale following questions like (7) could have a score as high as seven or as low as one. The higher the score, the greater the intensity of expected attribution. Responses to questions like (8) and (9) could each have a score as high as nine or as low as one. The higher the score, the greater the expected attribution of a particular source of behavioral cause.

On the last page there were three questions referring to overall impressions of behavior. The three questions were similar to questions (10), (11), and (12).

- (10) What would be Man No. 2's frank overall impression of you, Man No. 1, in the interaction? Please indicate your reaction by placing a checkmark closest to the adjective or phrase which best describes your reaction. Do this for each scale. Please do not leave any row blank.

Hard ___ : ___ : ___ : ___ : ___ : ___ : ___ Soft

Kind ___ : ___ : ___ : ___ : ___ : ___ : ___ Cruel

Offensive ___ : ___ : ___ : ___ : ___ : ___ : ___ Defensive

Free ___ : ___ : ___ : ___ : ___ : ___ : ___ Constrained

- (11) How important were personal characteristics about yourself, Man No. 1, in giving Man No. 2 this impression?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

- (12) How important were characteristics of the situation in giving Man No. 2 this impression of you, Man No. 1?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

Question (10) was followed by eleven semantic differential scales similar to those shown below question (10). Each of these scales could have a score as high as seven or as low as one. Four scales indicated expected attribution of traits showing potency, such as strength. Four

other scales measured expected attribution of traits showing negative evaluation, such as cruelty. Two scales were checks for the believability of experimental variables, including expected attribution of offensiveness and potential harmfulness. The higher the score on each of these scales, the greater the intensity of the expected attributions. The higher the score on responses to questions like (11) and (12), the greater the expected attribution of importance to a particular source of behavior cause.

Included in the overall impression scale-sets for both view of other and anticipated other's view of self, were two 7-point scales measuring attribution of offensiveness and potential for harming, respectively. These scales were not dependent variables as such, but were checks on the manipulation of coercive behavior. The offensive-defensive scale is self-explanatory concerning the manipulation it was designed to check. The scale, potentially harmful-actually harmful, was designed to check the salience of threat or force, respectively.

Experimental Design

To clarify how these materials were used to obtain the experimental data, the experimental design will be presented, including a general description of the independent and dependent variables. The independent variables are diagrammed in Table I. In Table I, as in all tables and figures, the independent and dependent variables are identified in terms of symbols, such as CB or IP. For example, CB refers to coercive behavior and IP refers to impression perspective. A list of each symbol and the variable it refers to is given on page xiv.

TABLE I
INDEPENDENT VARIABLES IN THE PRESENT STUDY

	C	OT	DT
M1	VO	VO	VO
	AOVS	AOVS	AOVS
M2	VO	VO	VO
	AOVS	AOVS	AOVS

Independent Variables

The first factor, type of behavior, was a between-subjects variable and had three levels: (a) offensive threat, (b) defensive threat, and (c) control or no coercive behavior. The three levels of this factor were presented using three videotaped scenarios illustrating the relevant behaviors. Twenty subjects were observed in each of these three levels.

The second factor, also a between-subjects factor, had two levels: first man and second man. The roles of first man and second man were those of customers in the three videotaped scenes that portrayed the different kinds of coercive behavior. Thirty subjects were observed in each of these two levels.

The third factor was impression perspective, a within-subjects variable which had two levels: (a) view of other, and (b) anticipated other's view of self. All subjects were observed in both levels of this factor.

A fourth factor, not labeled in the diagram, was order of making view-of-other and anticipated other's-view-of-self ratings, a between-

subject's variable with two levels: (a) view of other rated first, and (b) anticipated other's view of self rated first. This variable was included because no systematic attempt has been made to determine whether order alone affects differences in these interaction perceptions. This variable was considered to be a nuisance variable and was not expected to contribute significantly to variability in interaction perception ratings.

Dependent Variables

There were three dependent variables in the present study: (a) attributed aggression, (b) attributed influence of dispositional characteristics, and (c) attributed influence of situational constraints on behavior. The attributed aggression dependent variable was based on a group of bi-polar adjectives similar in meaning to aggression, including: (a) aggressive-nonaggressive, (b) hostile-amicable, and (c) antagonistic-friendly. The measure of attributed influence to dispositional influence was based on ratings taken from bi-polar rating scales labeled at their extremes, very important and very unimportant. The measure of attributed influence of situational characteristics was also based on ratings from bi-polar scales whose extremes were labeled very important and very unimportant.

Procedure

To demonstrate how the materials were presented to subjects and the data were collected, the general flow of the experiment and the subjects' tasks will be described.

The experiment was conducted in a vacant classroom with the subjects participating in groups of five. After being seated in front of the videotape playback unit, subjects were given instructions in which they were asked to imagine themselves to be one of the actors in the film they were to see. The interaction perceptions which the subjects were to emphasize were described using a drawing (see Figure 2).

Just before subjects watched the film for the first time, they were given the first set of instructions. These instructions described what happened in the film. Part of the instructions differed for certain groups of subjects depending on whether the scene the subjects watched showed noncoercive behavior, offensive threat, or both offensive and defensive threat. These instructions specified which actor the subjects were to identify with. The subjects were also asked to be aware of how they would feel and what their reactions would be if they were interacting with the other major actor in the film. The instructions pointed out the different kinds of perceptions and impressions possible during an interaction. The drawing (see Figure 2) was used to illustrate these perceptions and impressions. The film was then shown for the first time.

After watching the film a second set of instructions was given, telling the subjects they would see the film a second time and asking them to be especially aware of two kinds of impressions while watching the scene again. These impressions were: (a) their impression of the other actor, and (b) their estimate of the other man's impression of them in the interaction. The subjects were reminded they were to identify with one particular actor and give impressions from his point of view. The film was then shown for the second time. After the film was shown again the action

was stopped and the playback unit was left on. The actors remained on the screen in the positions shown in the drawing (Figure 2).

After watching the film for the second time the subjects were asked to give their impressions by filling out two rating booklets, one for each impression perspective examined by the study. Instructions were given on how to fill out each booklet. Verbatim instructions are presented in Appendix C.

Each subject completed a booklet of ratings from the view of other perspective and the anticipated other's view of self perspective. The order in which subjects completed the booklets was randomized within each cell of the design. That is, five subjects who watched the same scene and identified with the same actor rated view of other first and anticipated other's view of self second. The other five subjects who watched the same scene and identified with the same actor completed the two booklets in reverse order. After completing the rating booklets, subjects were thanked for their participation, asked not to discuss the experimental task with any other student until the end of the semester, and dismissed.

Each of the ratings shown in Table II, labeled 1 (view of other) through 28 (view of other) inclusive, was made by each subject concerning view of other. These ratings were included in one book of ratings completed by the subjects. Twenty-eight ratings on the same scales were made by each subject concerning anticipated other's view of self. The ratings, labeled 1 (anticipated other's view of self) through 28 (anticipated other's view of self) inclusive, in Table II were included in a second booklet. From the ratings listed in Table II, dependent variables were derived for use in testing the experimental hypotheses.

TABLE II
 NUMERICAL DATA DERIVED FROM SUBJECTS' RATINGS

Scale (Content)	Numerical Value Range	Identification No.	
		VO	AOVS
Attributed Aggression			
Hostility	1-7	1-VO	1-AOVS
Aggression	1-7	2-VO	2-AOVS
Antagonism	1-7	3-VO	3-AOVS
Intentionality	1-7	4-VO	4-AOVS
Purposefulness	1-7	5-VO	5-AOVS
Hard-Soft	1-7	6-VO	6-AOVS
Cautious-Rash	1-7	7-VO	7-AOVS
Weak-Strong	1-7	8-VO	8-AOVS
Severe-Lenient	1-7	9-VO	9-AOVS
Evaluation			
Bad-Good	1-7	10-VO	10-AOVS
Kind-Cruel	1-7	11-VO	11-AOVS
Harmful-Beneficial	1-7	12-VO	12-AOVS
Dishonest-Honest	1-7	13-VO	13-AOVS
Freedom of Action			
Constrained-Free	1-7	14-VO	14-AOVS
Importance of Dispositional Characteristics			
Hostility--D	1-9	15-VO	15-AOVS
Aggression--D	1-9	16-VO	16-AOVS
Antagonism--D	1-9	17-VO	17-AOVS
Intentionality--D	1-9	18-VO	18-AOVS
Purposefulness--D	1-9	19-VO	19-AOVS
Overall Impression--D	1-9	20-VO	20-AOVS
Importance of Situational Characteristics			
Hostility--S	1-9	21-VO	21-AOVS
Aggression--S	1-9	22-VO	22-AOVS
Antagonism--S	1-9	23-VO	23-AOVS
Intentionality--S	1-9	24-VO	24-AOVS
Purposefulness--S	1-9	25-VO	25-AOVS
Overall impression--S	1-9	26-VO	26-AOVS
Manipulation Checks			
Offensive-Defensive	1-7	27-VO	27-AOVS
Potentially Harmful- Actually Harmful	1-7	28-VO	28-AOVS

Derivation of Dependent Measures to be Used
in Data Analysis

The above numerical data were then combined to derive three major dependent measures: attributed aggression, influence attributed to dispositional characteristics, and influence attributed to situational characteristics. The latter two measures were interpreted in terms of perceived influence in causing behavior. The attributed aggression variable for view of other and anticipated other's view of self was composed of ratings 1 (view of other) through 9 (view of other) inclusive, and 1 (anticipated other's view of self) through 9 (anticipated other's view of self), inclusive, respectively (see Table II). Each of these measures ranged from 9 through 63 with a high score indicating greater attributed aggression than a low score. The measure of influence attributed to dispositional characteristics for view of other and anticipated other's view of self was composed of ratings 15 (view of other) through 19 (view of other), inclusive, and 15 (anticipated other's view of self) through 19 (anticipated other's view of self), inclusive, respectively (see Table II). Each of these measures ranged in numerical value from 5 to 45 with a high score indicating greater influence to dispositional characteristics than a low score.

The variable measuring influence attributed to situational characteristics for view of other and anticipated other's view of self was composed of ratings 21 (view of other) through 25 (view of other), inclusive, and 21 (view of other) through 25 (view of other), inclusive, respectively (see Table II). The variables measuring influence attributed to situational characteristics ranged in value from 5 to 45 with a high score indicating greater influence attributed to situational characteristics than a low score.

Ratings 10 (view of other) through 14 (view of other), inclusive, and 10 (anticipated other's view of self) through 14 (anticipated other's view of self), inclusive (see Table II) were items related in a speculative way to the present study and were not included in the present analysis. Also not included were ratings 20 (view of other), 20 (anticipated other's view of self), 26 (view of other), and 26 (anticipated other's view of self (see Table II).

Now that the dependent variable measures have been made more explicit, the hypotheses to be tested (hypotheses I and II stated at the end of the literature review) can be restated as six hypotheses, each of which can be assessed using relevant dependent measure ratings.

Restatement of the Hypotheses

Hypothesis I: Variation in the dependent measures will vary as a result of the interaction of coercive behavior and impression perspective.

IA: Ratings of attributed aggression will vary as a result of the above interaction.

IB: Ratings of influence attributed to dispositional characteristics will vary as a result of the above interaction.

IC: Ratings of influence attributed to situational constraints will vary as a result of the above interaction.

Hypotheses II: Variation in the dependent measures will vary as a result of the interaction of action orientation and impression perspective.

IIA: Ratings of attributed aggression will vary as a result of the above interaction.

IIB: Ratings of influence attributed to dispositional characteristics will vary as a result of the above interaction.

IIC: Ratings of influence attributed to situational constraints will vary as a result of the above interaction.

Tests of each hypothesis were based on the derived dependent variables described in Table II. These tests were as follows: IA and IIA were tested using dependent measures of attributed aggression (1--view of other--through 9--view of other, and 1--anticipated other's view of self--through 9--anticipated other's view of self, inclusive). IB and IIB were tested using dependent variables measuring influence attributed to dispositional characteristics (15--view of other--through 19--view of other, and 15--anticipated other's view of self--through 19--anticipated other's view of self, inclusive). IC and IIC were tested using dependent variables measuring influence attributed to situational characteristics (21--view of other--through 25--view of other, and 21--anticipated other's view of self--through 25--anticipated other's view of self, inclusive).

CHAPTER III

RESULTS

There are six main sections of data analysis in the present study. Three analyses were done to test hypotheses concerning each of the major dependent variables: attributed aggression, attributed dispositional influence, and attributed situational influence.

These two main hypotheses related to the major dependent variables. The first was that the three dependent measures (rating scores for attributed aggression, dispositional influence, and situational influence) would vary as a result of the interaction of coercive behavior and impression perspective. The second general hypothesis was that the same three dependent measures would vary as a result of the interaction of action orientation and impression perspective. From the two general hypotheses six specific hypotheses were derived. The following section includes the testing outcomes for these six hypotheses.

Summary of Major Hypothesis-Testing Results

Three hypotheses concerned the coercive behavior x impression perspective interaction. The first hypothesis, that attributed aggression would vary as a result of the coercive behavior x impression perspective was not supported, $F(2, 48) = 1.67, NS$. This result indicates that attributed aggression was not any better explained by knowing both the type of

coercive behavior involved and the kind of impression perspective used to interpret the behavior than by knowing either alone.

The second hypothesis, that attributed dispositional influence would vary as a result of the coercive behavior x impression perspective interaction was supported, $F(2, 48) = 3.89$, $p < .03$. This support indicates knowledge of both type of coercive behavior and impression perspective involved gives more information about attributed dispositional influence than knowing either by itself.

The third hypothesis, that attributed situational influence would vary as a result of the coercive behavior x impression perspective interaction, was not supported $F(2, 48) = .99$, NS. This finding suggests that situational influence attribution was not any more effectively explained knowing both the type of coercive behavior and type of impression perspective than knowing either alone.

The other three hypotheses concerned the action orientation x impression perspective interaction. The fourth hypothesis, that attributed aggression would vary as a result of the action orientation x impression perspective interaction was supported $F(1, 48) = 36.72$, $p < .0001$. This means knowing both the particular action orientation and impression perspective involved gives more information about attributed aggression than either by itself.

The fifth hypothesis that attributed dispositional influence would vary as a result of the action orientation x impression perspective interaction was not supported, $F(1, 48) = 1.62$, NS. This finding indicates that knowing the particular action orientation and impression perspective gives little more information about attribution of dispositional influence than knowing either alone.

The sixth hypothesis, that attributed situational influence would vary as a result of the action orientation x impression perspective interaction, was supported $F(1, 48) = 7.43, p < .01$. This finding means knowing the particular action orientation and impression perspective involved gives more information about attributed situational influence than knowing either alone.

In addition to the analyses of major dependent variables, three other analyses were done. Two of these analyses formed the basis for checks on experimental manipulations of offensiveness and potential harm portrayed in the scenarios, respectively. These variables were the same manipulation checks used by Brown and Tedeschi (1974). The sixth analysis involved a dependent variable called "evaluation" which corresponds to Osgood, Suci, and Tannenbaum's (1957) semantic differential dimension evaluation. In the present study this variable was called negative evaluation. Negative evaluation was speculatively related to the outcome of the present research and no hypotheses were made concerning its analysis.

A correlational analysis was also done to examine relationships among dependent variables within specific types of coercive behavior and action orientation. The purpose of this analysis was to determine if there were differences in interrelationships among dependent variables associated with differences in coercive behavior and action orientation.

The experimental findings were considered significant if they exceeded the five percent level of significance.

Attributed Aggression

The hypothesis that attributed aggression would vary as a result of the coercive behavior x impression perspective interaction was tested

using a four-factor, split-plot analysis of variance. The results of this analysis are summarized in Table III. The first factor, type of coercive behavior, was a between-subjects variable with three levels: control, offensive threat, and defensive threat. The second factor, also a between-subjects variable, was action orientation and had two levels: source and target. The third factor, a between-subjects factor, was order of making impression perspective ratings, with two levels: view of other rated first and anticipated other's view of self rated first. The fourth factor was type of impression perspective, a within-subjects variable with two levels: view of other and anticipated other's view of self.

TABLE III
ANALYSIS OF VARIANCE OF RATINGS OF ATTRIBUTED AGGRESSION

Source	df	MS	F	p
<u>Between Subjects</u>	59			
CB	2	2643.33	36.63	.0001
AO	1	24.30	.34	NS
O	1	61.63	.85	NS
CB x AO	2	63.70	.88	NS
CB x O	2	26.43	.37	NS
AO x O	1	307.20	4.26	.04
CB x AO x O	2	11.20	.16	NS
Subjects Within Groups	48	72.15		
<u>Within Subjects</u>	60			
IP	1	96.63	2.38	NS
CB x IP	2	65.43	1.67	NS
AO x IP	1	1442.13	36.72	.0001
IP x O	1	3.33	.08	NS
CB x AO x IP	2	961.23	24.48	.0001
CB x IP x O	2	25.03	.64	NS
AO x IP x O	1	20.83	.53	NS
CB x AO x IP x O	2	166.83	4.22	.02
IP x Subjects Within Groups	48	39.27		

The coercive behavior x impression perspective interaction did not yield a significant F ratio, $F(2, 48) = 1.67$, NS. The means involved are listed in Table IV.

TABLE IV
MEANS INDICATING CB X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

	C	OT	DT
VO	33.2	42.8	48.4
AOVS	33.2	47.5	49.0

The results of the coercive behavior x impression perspective interaction are also presented in Figure 3. Even though the overall F ratio was insignificant, the possibility remained that any of the offensive threat or defensive threat means could differ from the control means. Dunnett's t test (Winer, 1971, p. 201) was used to determine post hoc whether any of these differences were significant.

The rationale underlying Dunnett's t test is that a group of means may not be significantly different among themselves as indicated by an overall analysis of variance, but the possibility would exist that any given mean could differ from a control mean. The latter difference is indicated by Dunnett's test.

If one of K experimental conditions represents a control condition, the comparison of each treatment with the control is usually of interest,

regardless of the overall F . There are $K-1$ comparisons. The level of significance is set for the collection of $K-1$ tests, considered as a single decision summarizing the outcomes. Dunnett (1955) derived a sampling distribution for a t statistic appropriate for use when the level of significance is desired for the set of decisions. Parameters for Dunnett's distribution for his t statistic are: (a) K , or the number of treatments, including the control; (b) df , or degrees of freedom for mean square error. Dunnett's approach was to construct a joint confidence interval on the set of all relevant comparisons.

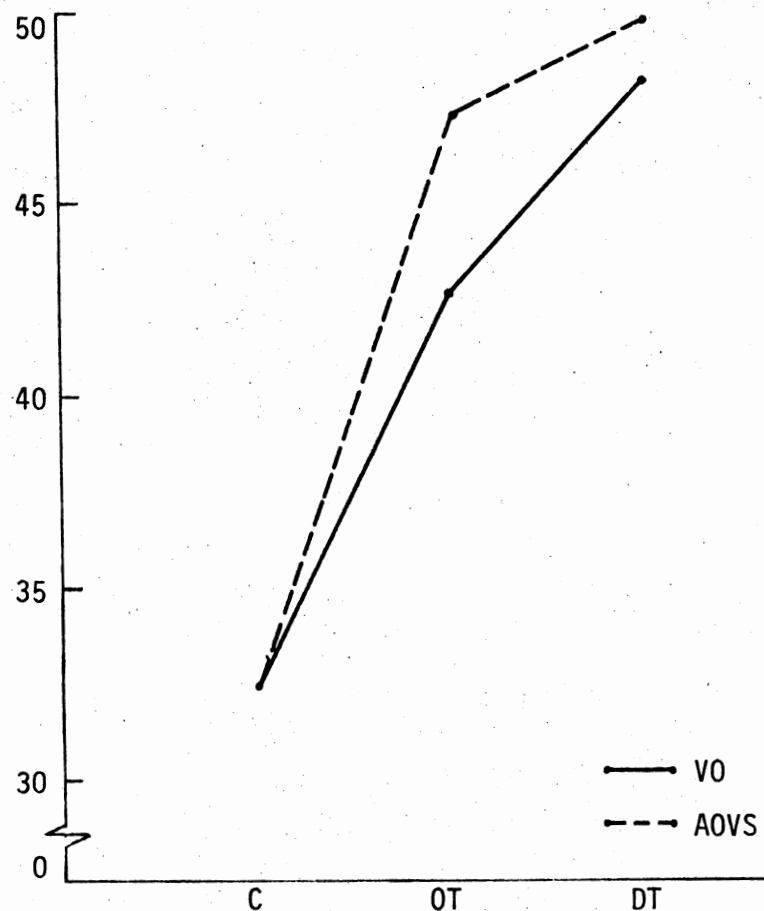


Figure 3. Means Indicating CB x IP Interaction Effects on Attributed Aggression

The procedure to determine whether the difference between a particular experimental mean and a control mean is statistically significant is as follows: (a) find the difference between each experimental mean and the control mean; (b) divide this difference by $\sqrt{2 \text{ Mean Square Error}/n}$, where n is the number of observations contributing to each mean, to get observed t values; (c) enter a table of Dunnett's t distribution with K treatments and X df for the mean square error to find the critical t at a particular level of significance; (d) if observed t exceeds the critical t at the given level of significance, then the experimental mean and the control mean may be said to be significantly different.

The t values for the comparison of control (view of other) with offensive threat (view of other), offensive threat (anticipated other's view of self), defensive threat (view of other), and defensive threat (anticipated other's view of self), respectively, were significant. The comparison values for these differences are presented in Table V.

TABLE V
DUNNETT'S t COMPARISONS FOR TESTING CB X IP INTERACTION
EFFECTS ON ATTRIBUTED AGGRESSION

Offensive Coercion Versus Control	Defensive Coercion Versus Control
OTVO - CVO = 4.83	DTVO - CVO = 6.75
OTAOVS - CVO = 6.37	DTAOVS - CVO = 7.00
OTVO - CAOVS = 4.83	DTVO - CAOVS = 6.75
OTAOVS - CAOVS = 6.37	DTAOVS - CAOVS = 7.00

The t values for the comparison of control (anticipated other's view of self) with offensive threat (view of other), offensive threat (anticipated other's view of self), defensive threat (view of other), and defensive threat (anticipated other's view of self), respectively, were significant. The comparison values for these differences are also presented in Table V. Since all comparison values were greater than the critical t value of 3.36, these comparisons were significant at the .01 level.

In summary, the coercive behavior x impression perspective interaction suggested that both unprovoked coercive behavior and defensive coercive behavior are interpreted by the target as being more aggressive than noncoercive behavior. Also, the source of such behavior expects this interpretation. This result was supported by the significant main effect for type of coercive behavior, $F(2, 48) = 36.63, p < .0001$. The coercive behavior means are listed in Table VI. The coercive behavior means are presented graphically in Figure 4.

TABLE VI
MEANS INDICATING MAIN TREATMENT EFFECTS OF CB
ON ATTRIBUTED AGGRESSION

C	OT	DT
32.20	45.21	58.70

Simple effects tests were done on means showing that treatment effect of coercive behavior using the Newman-Keuls W statistic. Both the

offensive threat and defensive threat means were significantly ($p < .01$) different from the control mean. The critical difference for the comparison of offensive threat with control was 7.64; the observed difference was 12.0. The critical difference for the comparison of defensive threat with control was 8.82; the observed difference was 15.5. These results indicate that both offensive coercive behavior and defensive coercive behavior were interpreted as more aggressive than noncoercive behavior.

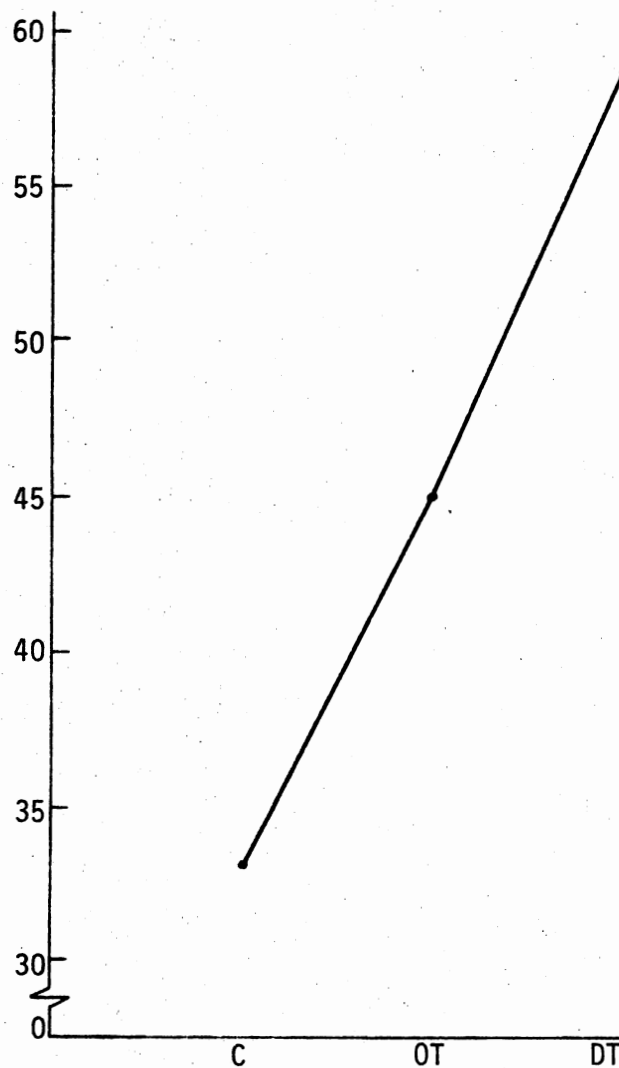


Figure 4. Means Indicating Main Treatment Effects of CB on Attributed Aggression

The lack of a significant F ratio for the coercive behavior x impression perspective interaction is probably related to the significant higher order interaction: coercive behavior x action orientation x impression perspective, $F(2, 48) = 24.48$, $p < .0001$. The means for this interaction are presented in Table VII. The means in Table VII are presented graphically in Figure 5.

TABLE VII
MEANS INDICATING CB X AO X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

	C		OT		DT	
	M1	M2	M1	M2	M1	M2
VO	32.5	33.9	50.4	35.3	53.3	43.5
AOVS	35.2	31.2	38.2	56.9	47.3	50.7

Simple effects tests were done on the means in Table VII using the Newman-Keuls W statistic (Kirk, 1968). Differences among ratings of attributed aggression included differences between control and offensive threat means, and between control and defensive threat means that were indicated by Table VI.

The similarity between the coercive behavior x impression perspective interaction and the coercive behavior x action orientation x impression perspective interaction can be seen in comparisons between the control means and the offensive threat, and defensive threat means, respectively, associated with each of these interactions.

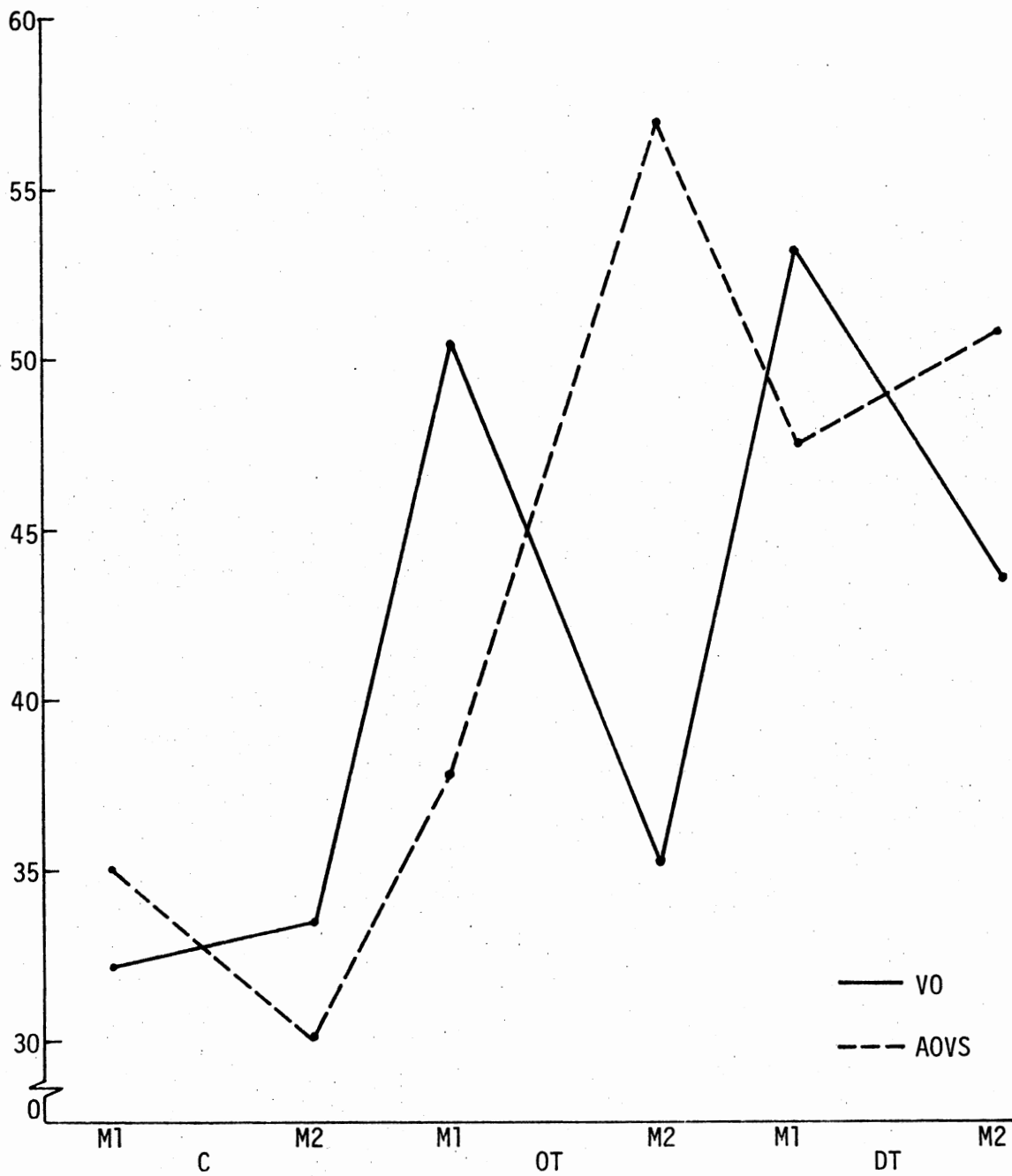


Figure 5. Means Indicating CB x AO x IP Interaction Effects on Attributed Aggression

Differences Between Coercive Behavior
and Noncoercive Behavior

The source of an offensive threat expected significantly more aggression to be attributed to himself than either man in the control scene expected or attributed. Also, the target of offensive threat attributed significantly more aggression to the source of offensive threat than either man in the control scene attributed or expected.

Summarizing the differences in attributed aggression between the offensive threat scene and the control scene, the person who is threatened in the offensive threat scene attributed the most aggression in the offensive threat (view of other) condition, since his attribution of aggression was greater than that of persons not involved in coercive behavior. Attributed aggression by the person making the threats did not differ significantly from attributions made by persons not involved in coercive behavior. The person who initiated the unprovoked threat expected more attributed aggression than persons not involved in coercive behavior, while the person he threatened did not expect any more attributed aggression than those in the control scene.

Both the person making unprovoked threats and his target who defended himself with a counterthreat attributed more aggression to each other than either man in the control scene. Both of these men expected more aggression to be attributed to himself than either man in the control scene.

Summarizing the comparisons of attributed aggression in the defensive threat scene, high aggressiveness was attributed and expected by both the initiator of the offensive coercion and his target who offered defensive coercion in response. That is, both a person who was threatened and

Disturbance Ecology: Community Structure

and Successional Behavior

The course of an individual's life is determined by its genetic makeup and the environment in which it lives. The environment is a complex of physical and biological factors that influence the organism's growth, development, and survival. The physical environment includes factors such as temperature, light, and water availability, while the biological environment includes interactions with other organisms, such as competition, predation, and mutualism.

In the context of disturbance ecology, the environment is further defined by the frequency and intensity of disturbances. Disturbances are events that disrupt the structure and function of a community, such as fires, storms, and human activities. The frequency and intensity of disturbances can vary significantly, leading to different successional trajectories and community structures.

Succession is the process by which a community changes over time following a disturbance. It is a dynamic process that involves the gradual replacement of species and the development of a stable community structure. The course of succession is influenced by the nature of the disturbance, the characteristics of the species involved, and the interactions between them.

Community structure refers to the spatial and temporal arrangement of individuals within a community. It is a complex of factors that influence the community's function and stability. Community structure is determined by the interactions between individuals and the environment, and it can vary significantly between different communities and over time.

Successional behavior refers to the changes in community structure and function that occur over time following a disturbance. It is a dynamic process that involves the gradual replacement of species and the development of a stable community structure. The course of succession is influenced by the nature of the disturbance, the characteristics of the species involved, and the interactions between them.

The study of disturbance ecology is essential for understanding the dynamics of natural systems and the impact of human activities. It provides a framework for understanding the processes that shape community structure and function, and it has important implications for conservation and resource management.

defended himself and the person who threatened him attributed more aggression than someone not involved in coercive behavior. Both the threatened target who defends himself and the person making the unprovoked threats expect more attributed aggression than a person not involved in coercive behavior.

The hypothesis that attributed aggression would vary as a result of the action orientation x impression perspective interaction was tested by the same analysis used to test the coercive behavior x impression perspective interaction. The F ratio for the action orientation x impression perspective interaction was significant, $F(1, 48) = 36.72, p < .0001$. This result indicates attributed aggression is better explained knowing both the type of action orientation and the kind of impression perspective involved than knowing either alone. The means involved in the action orientation x impression perspective interaction are presented in Table VIII. The action orientation x impression perspective means are presented graphically in Figure 6.

TABLE VIII
MEANS INDICATING AO X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

	M1	M2
VO	45.4	37.6
AOVS	40.2	46.3

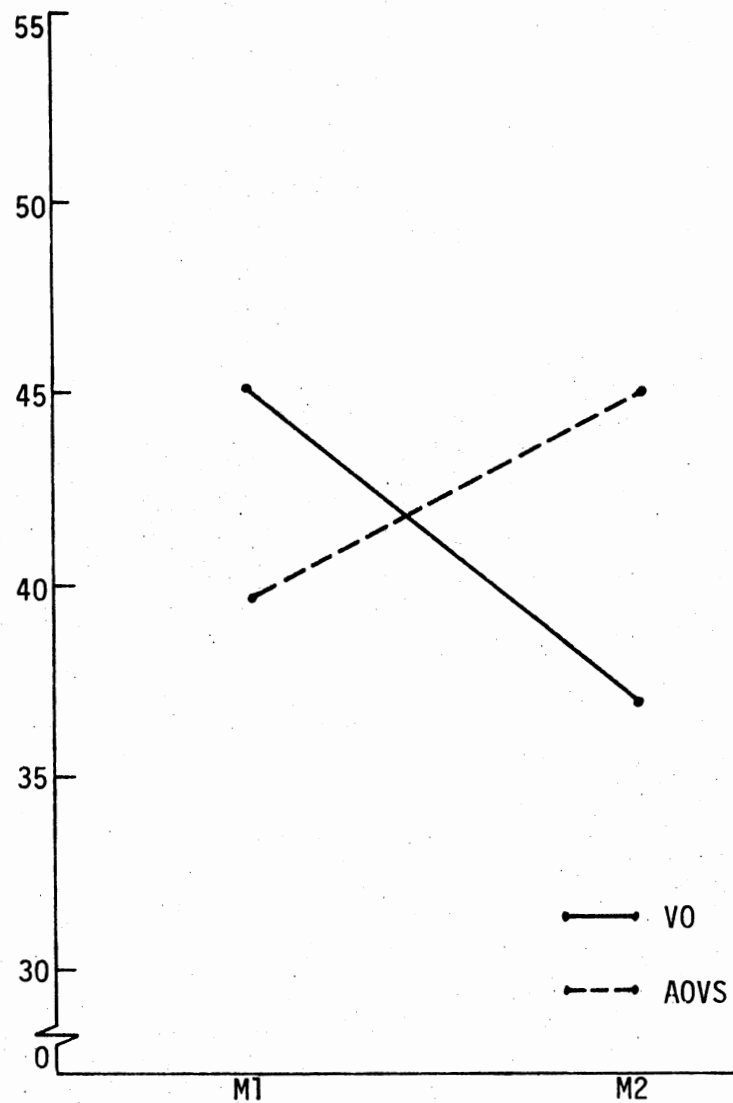


Figure 6. Means Indicating A0 x IP Interaction Effects on Attributed Aggression

Simple effects tests were done on these means using the Newman-Keuls W statistic (Kirk, 1968). Figure 6 indicates that Man No. 1 attributed more aggression to Man No. 2 than Man No. 2 attributed to Man No. 1 (critical difference, 5.94; actual difference, 7.83; $p < .01$). This finding was supported by comparisons among means in Table VII. That is, attributed aggression in the view of other by Man No. 1 in the offensive

threat scene (critical difference, 12.46; actual difference, 15.1; $p < .01$). Also, attributed aggression in the view of other by Man No. 1 in the defensive threat scene was significantly greater than attributed aggression in the view of other by Man No. 2 in the same scene (critical difference, 9.53; actual difference, 9.80; $p < .05$). In addition, the attributed aggression in the view of other by Man No. 1 in the defensive threat scene was significantly greater than attributed aggression in the view of other by Man No. 2 in the offensive threat scene (critical difference, 13.24; actual difference, 18.00, $p < .01$).

The action orientation x impression perspective results with the support from the coercive behavior x action orientation x impression perspective comparisons indicate that a person who is threatened attributed more aggression to the threat maker than the threat maker attributes to the person he threatens. The simple effects tests from the coercive behavior x action orientation x impression perspective results indicated this finding is true whether or not the person who is threatened defends himself.

Figure 6 also indicates Man No. 1 attributed more aggression to Man No. 2 than Man No. 1 expected to be attributed to himself (critical difference, 5.20; actual difference, 5.47, $p < .01$). This result means that a person who is threatened attributes more aggression to the threat maker than he expects the threat maker to attribute to him. The means in Table VII supported this finding. Attributed aggression in the view of other by Man No. 1 in the offensive threat scene was greater than expected attributed aggression in the anticipated other's view of self by Man No. 1 in the same scene (critical difference, 11.92; actual difference, 12.2, $p < .01$). The attributed aggression in the view of other by Man No. 1 in the defensive threat scene was greater than expected aggression in anticipated

other's view of self by Man No. 1 in the defensive threat scene, but this difference was not significant (critical difference, 8.94; actual difference, 6.0; NS).

Also indicated in Figure 6 is that Man No. 2 expected more aggression to be attributed to himself than Man No. 2 attributed to Man No. 1 (critical difference, 6.39; actual difference, 8.70; $p < .01$). This result was supported among the means in Table VII. Attributed aggression expected by the source of offensive threat in the offensive threat scene was significantly greater than the attributed aggression in the view of other by the same man (critical difference, 13.55; actual difference, 21.60; $p < .01$). Also, attributed aggression expected by the source of offensive threat in the defensive threat scene was greater than attributed aggression by the same man, but the difference was not significant (critical difference, 8.94; actual difference, 7.20; NS).

Figure 6 indicates that Man No. 2 expected more aggression to be attributed to himself than Man No. 1 expected to be attributed to himself (critical difference, 5.94; actual difference, 6.04; $p < .01$). This finding was supported among Table VII means. Attributed aggression in the anticipated other's view of self by the source of offensive threat in the offensive threat scene was significantly greater than expected attributed aggression in the anticipated other's view of self by a target of offensive threat in the same scene (critical difference, 13.24; actual difference, 18.70; $p < .01$). Also, attributed aggression expected by the source of offensive threat in the defensive threat scene was greater than attributed aggression by the target of offensive threat in the same scene, but this difference was not significant (critical difference, 8.12; actual difference, 3.40; NS).

In summary, the results of the simple effects tests for means in Table VIII were supported by comparisons among means in Table VII. Generally, a person who receives an offensive threat attributed more aggression to the threat maker than the threat maker attributed to the target of his threat. Also, the person threatened attributed more aggression to the threat maker than the target expected to be attributed to himself. This finding was true of the offensive threat and defensive threat scenes. The threat maker expected more aggression to be attributed to himself than he attributed to his target and the threat maker expected more aggression to be attributed to himself than his target expected from him. These results were true of the offensive threat and defensive threat scenes, but not in the control scene in which there was no coercive behavior.

Three findings of the action orientation x impression perspective interaction simple effects tests were less clearly supported in the Table VII comparisons. That is, the higher aggression attributed in the view of other by the target of offensive threat compared to aggression attributed by the source of the offensive threat was supported in both offensive threat and defensive threat scenes. Higher aggression attributed by a target of offensive threat compared to the expectations of a target, the expectations by a source of offensive threat compared to attributions by a target, and expectations by a source of offensive threat compared to expectations by a target, respectively, was supported at the .01 level of significance in the offensive threat scene. In the defensive threat scene, however, these comparisons were nonsignificant (see Table IX).

TABLE IX
 NEWMAN-KEULS COMPARISONS AMONG CB X AO X IP INTERACTION
 EFFECTS ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTVO > TOTAQVS	11.92	12.20*
TOTSQTVQ > TOTSQDTAQVS	8.94	6.00
SOTAQVS > SOTVQ	13.55	21.60*
SOTTDTAQVS > SOTTDTVQ	8.94	7.20
SOTAQVS > TOTAQVS	13.24	18.70*
SOTTDTAQVS > TOTSQDTAQVS	8.12	3.40

* $p < .01$.

Effect of Order on Attributed Aggression

Order of impression perspectives was considered a nuisance variable in this study and was not expected to have a significant effect on attributed aggression. Order did not have a significant effect, by itself, on attributed aggression. However, two interactions involving order were significant. The action orientation x impression perspective interaction was significant, $F(1, 48) = 4.26$, $p < .04$. The means involved in this interaction are listed in Table X. These means are also presented graphically in Figure 7. Simple effects tests were done on the means in Table X using the Newman-Keuls W statistic (Kirk, 1968). None of the pairwise comparisons was significant.

The coercive behavior x action orientation x impression perspective x order interaction was also significant, $F(2, 48) = 4.22$, $p < .02$. The

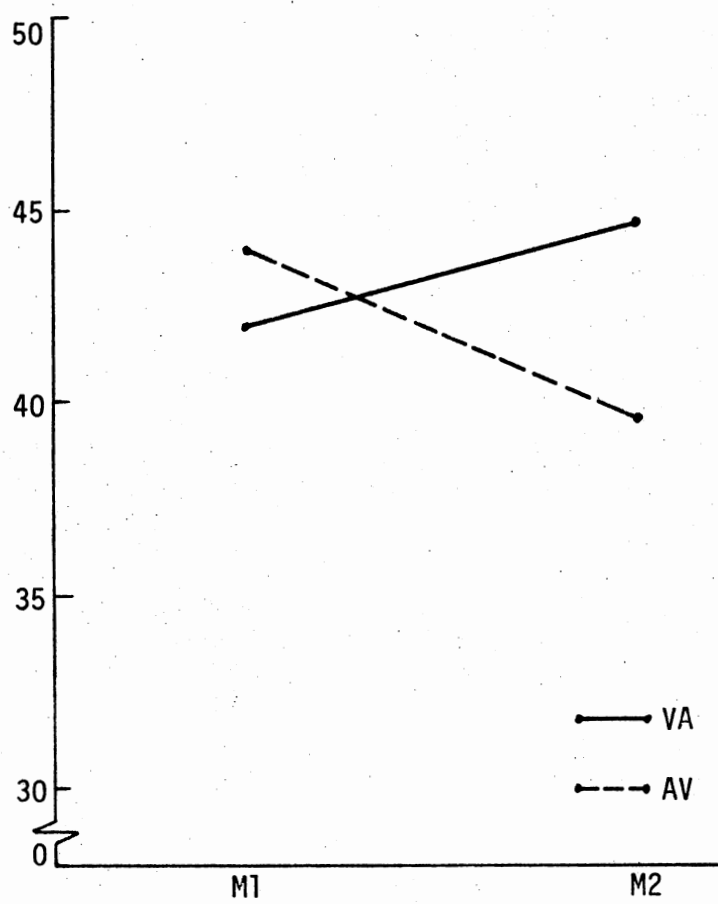


Figure 7. Means Indicating A0 X 0 Interaction Effects on Attributed Aggression

means involved in this interaction are listed in Table XI. The means involved in Table XI are also presented in graph form in Figure 8. Simple effects tests were done on the means in Table XI using the Newman-Keuls W statistic (Kirk, 1968).

TABLE X
MEANS INDICATING AO X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

	M1	M2
VA	43.7	39.6
AV	41.9	44.2

A comparison of pairs of conditions differing only in terms of order (e.g., target of offensive threat's view of other with view of other rated first and target of offensive threat's view of other with anticipated other's view of self rated first made it possible to examine the patterns of significant differences for each order. In some cases order made a difference. For example, attributed aggression in target of offensive threat's view of other with view of other rated first was significantly greater than all control conditions (see Table XII), while attributed aggression in target of offensive threat's view of other with anticipated other's view of self rated first was not significantly greater than any control condition (see Table XIII). In other cases, order made no difference. An example of no difference involved target of offensive threat's

TABLE XI
 MEANS INDICATING CB X AO X IP X O INTERACTION EFFECTS
 ON ATTRIBUTED AGGRESSION

	C		OT		DT	
	VA	AV	VA	AV	VA	AV
<u>Man No. 1</u>						
VO	32.0	33.0	56.2	44.6	52.4	54.2
AOVS	35.0	35.4	36.8	39.6	49.8	44.8
<u>Man No. 2</u>						
VO	32.4	35.4	31.6	39.0	41.0	46.0
AOVS	28.0	34.4	57.0	56.8	47.6	53.8

TABLE XII
 NEWMAN-KEULS COMPARISONS BETWEEN TOTVOVA AND C MEANS
 AMONG CB X AO X IP X O INTERACTION EFFECTS
 ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTVOVA > CM2AOVSVA	22.41	28.20*
CM1VOVA	22.14	24.20*
CM2VOVA	22.00	23.80*
CM1VOAV	21.83	23.20*
CM2AOVSAV	21.67	21.80*
CM1AOVSVA	20.35	21.20*
CM2VOAV	21.29	20.80*
CM1AOVSAV	19.94	20.80*

*p < .01.

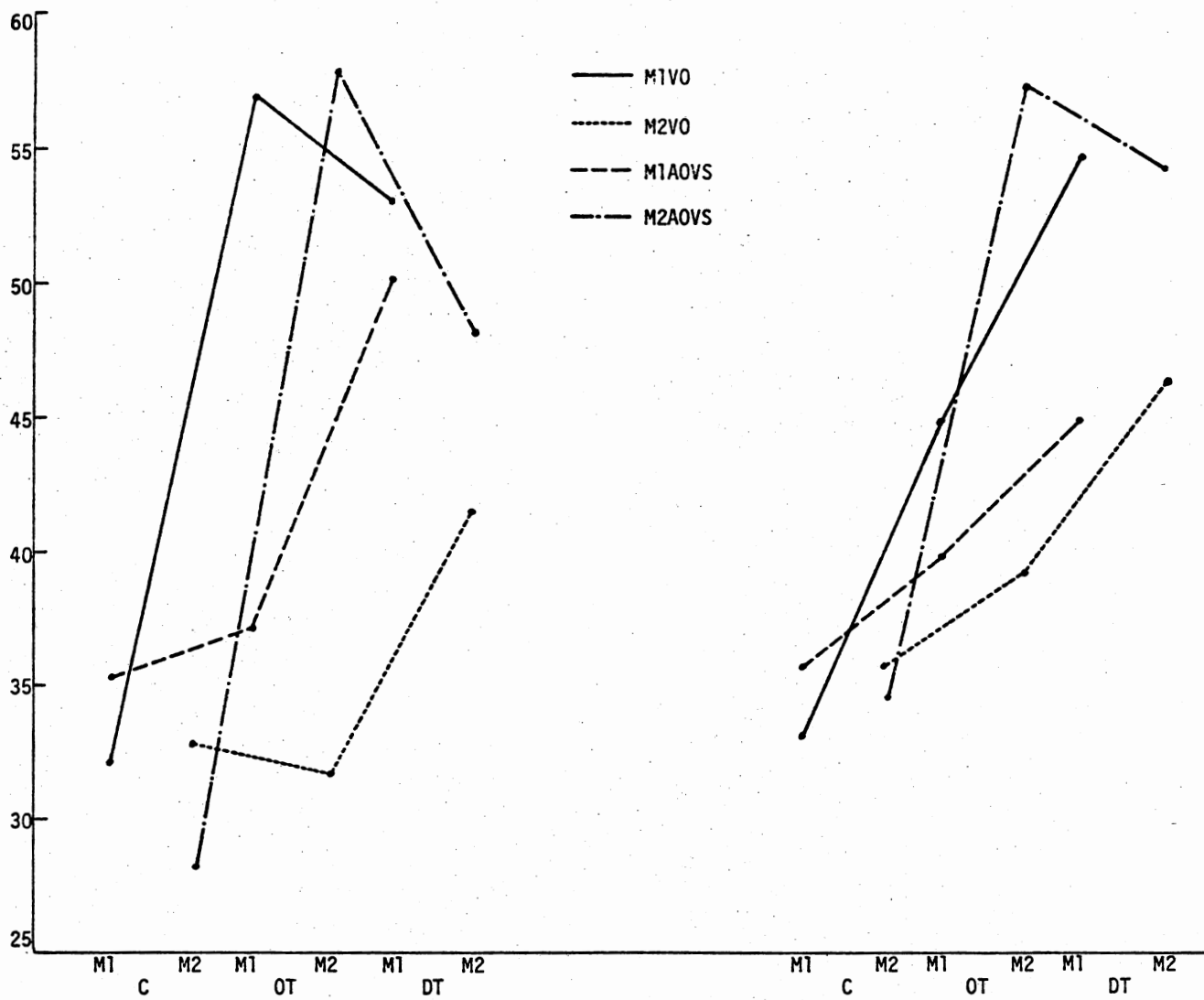


Figure 8. Means Indicating CB x A0 x IP x O Interaction Effects on Attributed Aggression

view of other with view of other rated first (see Table XIV), and target of offensive threat's view of other with anticipated other's view of self rated first (see Table XV). Attributed aggression in both of these conditions was significantly greater than in all control conditions.

Order alone did not have a straightforward effect. Instead, the results generally were parallel to the results of simple effects tests on means involved in the coercive behavior x action orientation x impression perspective interaction.

All parallel results from coercive behavior x action orientation x impression perspective and coercive behavior x action orientation x impression perspective x order simple effects tests were from comparisons between control and offensive threat conditions or between control and defensive threat conditions. Attributed aggression in both target of offensive threat's view of other (see Table XVI) and source of offensive threat's view of other (see Table XVII) was not significantly greater than any control condition.

Similarly, attributed aggression in the target of offensive threat's anticipated other's view of self with view of other rated first (see Table XVIII), the target of offensive threat's anticipated other's view of self with anticipated other's view of self rated first (see Table XIX), the source of offensive threat's view of other with view of other rated first (see Table XX), and the source of offensive threat's view of other with anticipated other's view of self rated first (see Table XXI) was not significantly greater than any control condition. Attributed aggression in both the source of offensive threat's anticipated other's view of self (see Table XXII) and in the target of offensive threat and source of defensive threat's view of other (see Table XXIII) was significantly greater

TABLE XIII

NEWMAN-KEULS COMPARISONS BETWEEN TOTVOAV AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTVOAV = CM2AOVSVA	17.04	16.60
CM1VOVA	16.56	12.60
CM2VOVA	16.29	12.20
CM1VOAV	15.99	11.60
CM2AOVSAV	15.65	10.20
CM1AOVSVA	15.28	9.60
CM2VOAV	14.84	9.20
CM1AOVSAV	14.30	9.20

TABLE XIV

NEWMAN-KEULS COMPARISONS BETWEEN TOTSTDVOAV AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTSDTVOVA > CM2AOVSVA	22.00	24.40**
CM1VOVA	20.28	20.40**
CM2VOVA	18.73	20.00*
CM1VOAV	18.56	19.40**
CM2AOVSAV	17.04	18.00**
CM1AOVSVA	16.83	17.40*
CM2VOAV	16.56	17.00*
CM1AOVSAV	16.29	17.00*

* $p < .05$; ** $p < .01$.

TABLE XV

NEWMAN-KEULS COMPARISONS BETWEEN TOTS DTVOAV AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTS DTVOAV > CM2AOVSVA	*	26.20
CM1VOVA	22.00	22.20 [†]
CM2VOVA	20.69	21.80 [†]
CM1VOAV	20.28	21.20 [†]
CM2AOVSAV	18.73	19.80**
CM1AOVSVA	18.56	19.20**
CM2VOAV	18.35	18.80**
CM1AOVSAV	18.12	18.80**

*Critical difference is unavailable; actual difference is greater than largest critical difference in table (Harter, 1960).

[†]p < .01.

**p < .05.

TABLE XVI

NEWMAN-KEULS COMPARISONS BETWEEN TOTA OVS AND C MEANS
AMONG CB X AO X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTA OVS = CM2AOVS	9.98	7.00
CM1VO	9.53	5.70
CM2VO	8.94	4.30
CM1AOVS	8.12	3.00

TABLE XVII

NEWMAN-KEULS COMPARISONS BETWEEN SOTVO AND C MEANS
AMONG CB X AO X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTVO = CM2AOVS	9.53	4.10
CM1VO	8.94	2.80
CM2VO	8.12	1.40
CM1AOVS	6.75	0.10

TABLE XVIII

NEWMAN-KEULS COMPARISONS BETWEEN TOTAOVSPA AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTAOVSPA = CM2AOVSPA	15.99	8.80
CM1VOVA	15.28	4.80
CM2VOVA	14.84	4.40
CM1VOAV	14.30	3.80
CM2AOVSAV	13.66	2.40
CM1AOVSPA	12.81	1.80
CM2VOAV	11.35	1.40
CM1AOVSAV	9.67	1.40

TABLE XIX

NEWMAN-KEULS COMPARISONS BETWEEN TOTAOVSAV AND C MEANS
 AMONG CB X AO X IP X O INTERACTION EFFECTS
 ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTAOVSAV = CM2AOVSVA	15.56	11.60
CM1VOVA	15.99	7.60
CM2VOVA	15.65	7.20
CM1VOAV	15.28	6.60
CM2AOVSAV	14.84	5.20
CM1AOVSVA	14.30	4.60
CM2VOAV	13.66	4.20
CM1AOVSAV	12.81	4.20

TABLE XX

NEWMAN-KEULS COMPARISONS BETWEEN SOTVOVA AND C MEANS
 AMONG CB X AO X IP X O INTERACTION EFFECTS
 ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTVOVA = CM2AOVSVA	9.67	3.60
CM1VOVA	9.67	0.40
CM2VOVA	11.35	0.80
CM1VOAV	12.81	1.40
CM2AOVSAV	13.66	2.80
CM1AOVSVA	14.30	3.40
CM2VOAV	14.84	3.80
CM1AOVSAV	15.28	3.80

TABLE XXI

NEWMAN-KEULS COMPARISONS BETWEEN SOTVOAV AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTVOAV = CM2AOVSVA	16.29	11.00
CM1VOVA	15.65	7.00
CM2VOVA	15.28	6.60
CM1VOAV	14.84	6.00
CM2AOVSAV	14.30	4.60
CM1AOVSVA	13.66	4.00
CM2VOAV	12.81	3.60
CM1AOVSAV	11.35	3.60

TABLE XXII

NEWMAN-KEULS COMPARISONS BETWEEN SOTAQVS AND C MEANS
AMONG CB X AO X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTAQVS > CM2AQVS	14.42	25.70*
CM1VO	14.28	24.40*
CM2VO	14.02	23.00*
CM1AQVS	13.81	21.70*

* $p < .01$.

than all control conditions. Attributed aggression in the source of offensive threat's anticipated other's view of self with view of other rated first (see Table XXIV), the source of offensive threat's anticipated other's view of self with anticipated other's view of self rated first (see Table XXV), the target of offensive threat and source of defensive threat's view of other with view of other rated first (see Table XXVI), and the target of offensive threat and source of defensive threat's view of other with anticipated other's view of self rated first (see Table XXVII) was significantly greater than in all control conditions.

Nearly parallel results from coercive behavior x action orientation x impression perspective and coercive behavior x action orientation x impression perspective x order simple effects tests were mostly from comparisons between the control and offensive threat conditions and between control and defensive threat conditions with some comparisons between offensive threat and defensive threat conditions. Attributed aggression in target of offensive threat's view of other (see Table XXVIII) and target of offensive threat's view of other with view of other rated first (see Table XXIX) was significantly greater than all control conditions, while attributed aggression in target of offensive threat's view of other with anticipated other's view of self rated first (see Table XXX) was not significantly different from any control condition. Attributed aggression in source of offensive threat and target of defensive threat's anticipated other's view of self (see Table XXXI) and source of offensive threat and target of defensive threat's anticipated other's view of self with anticipated other's view of self rated first (see Table XXXII) was significantly greater than all control conditions, while attributed aggression in source of offensive threat and target of defensive threat's

TABLE XXIII

NEWMAN-KEULS COMPARISONS BETWEEN TOTS DTVO AND C MEANS
AMONG CB X AO X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTS DTVO > CM2AOVS	14.23	22.10*
CM1VO	14.02	20.80*
CM2VO	13.81	19.40*
CM1AOVS	13.55	18.10*

* $p < .01$.

TABLE XXIV

NEWMAN-KEULS COMPARISONS BETWEEN SOTAOV SVA AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTAOV SVA > CM2AOV SVA	22.65	29.00*
CM1VOVA	22.41	25.00*
CM2VOVA	†	24.60*
CM1VOAV	22.14	24.00*
CM2AOV SAV	22.00	22.60*
CM1AOV SAV	21.83	22.00*
CM2VOAV	18.93	21.60**
CM1AOV SAV	21.50	21.60*

† Critical difference unavailable from Harter's (1960) tables of range and studentized range.

* $p < .01$; ** $p < .05$.

TABLE XXV

NEWMAN-KEULS COMPARISONS BETWEEN SOTAOVSAV AND C MEANS
 AMONG CB X AO X IP X O INTERACTION EFFECTS
 ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTAOVSAV > CM2AOVSVA	†	28.10
CM1VOVA	†	24.80
CM2VOVA	22.14	24.40*
CM1VOAV	22.00	23.80*
CM2AOVSAV	21.83	22.40*
CM1AOVSVA	21.67	21.80*
CM2VOAV	18.73	21.40**
CM1AOVSAV	21.29	21.40*

†Critical difference missing from Harter's (1960) table
of range and studentized range.

* $p < .01$.

** $p < .05$.

TABLE XXVI

NEWMAN-KEULS COMPARISONS BETWEEN TOTSDTV0VA AND C MEANS
 AMONG CB X AP X IP X O INTERACTION EFFECTS
 ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTSDTV0VA > CM2A0VSVA	22.00	24.40*
CM1V0VA	18.93	20.40**
CM2V0VA	18.73	20.00**
CM1V0AV	18.56	19.40**
CM2A0VSAV	17.04	18.00**
CM1A0VSVA	16.83	17.40**
CM2V0AV	16.56	17.00**
CM1A0VSAV	16.29	17.00**

* $\underline{p} < .01.$

** $\underline{p} < .05.$

TABLE XXVII

NEWMAN-KEULS COMPARISONS BETWEEN TOTS DTVOAV AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTS DTVOAV > CM2AOVSVA	†	26.20
CM1VOVA	22.00	22.20*
CM2VOVA	20.69	21.80*
CM1VOAV	20.28	21.20*
CM2AOVSAV	18.73	19.80**
CM1AOVSVA	18.56	19.20**
CM2VOAV	18.35	18.80**
CM1AOVSAV	18.12	18.80**

†Critical difference missing from Harter's (1960) tables of range and studentized range.

* $p < .01$; ** $p < .05$.

TABLE XXVIII

NEWMAN-KEULS COMPARISONS BETWEEN TOTVO AND C MEANS
AMONG CB X AO X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTVO > CM2AOVS	13.81	19.20*
CM1VO	13.55	17.90*
CM2VO	13.24	16.50*
CM1AOVS	12.91	15.20*

* $p < .01$.

TABLE XXIX

NEWMAN-KEULS COMPARISONS BETWEEN TOTVOVA AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTVOVA > CM2AOVSVA	22.41	28.20*
CM1VOVA	22.14	24.20*
CM2VOVA	22.00	23.80*
CM1VOAV	21.83	23.20*
CM2AOVSAV	21.67	21.80*
CM1AOVSVA	21.20	21.20*
CM2VOAV	20.14	20.80*
CM1AOVSAV	19.94	20.80*

* $p < .01$.

TABLE XXX

NEWMAN-KEULS COMPARISONS BETWEEN TOTVOAV AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
TOTVOAV = CM2AOVSVA	17.04	16.60
CM1VOVA	16.56	12.60
CM2VOVA	16.29	12.20
CM1VOAV	15.99	11.60
CM2AOVSAV	15.65	10.20
CM1AOVSVA	15.28	9.60
CM2VOAV	14.84	9.20
CM1AOVSAV	14.30	9.20

TABLE XXXI

NEWMAN-KEULS COMPARISONS BETWEEN SOTTDTAOVS AND C MEANS
AMONG CB X AO X IP INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTTDTAOVS > CM2AOVS	14.02	19.50*
CM1VO	13.81	18.20*
CM2VO	13.55	18.80*
CM1AOVS	13.24	15.50*

* $p < .01$.

TABLE XXXII

NEWMAN-KEULS COMPARISONS BETWEEN SOTTDTVOAV AND C MEANS
AMONG CB X AO X IP X O INTERACTION EFFECTS
ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTTDTVOAV > CM2AOVSVA	22.14	25.80*
CM1VOVA	20.69	21.80*
CM2VOVA	20.28	21.40*
CM1VOAV	20.35	20.80*
CM2AOVSAV	18.56	19.40**
CM1AOVSVA	18.35	18.80**
CM2VOAV	18.12	18.40**
CM1AOVSAV	17.88	18.40**

* $p < .01$.

** $p < .05$.

anticipated other's view of self with anticipated other's view of self rated first (see Table XXXIII) was greater than control Man No. 2's anticipated other's view of self with view of other rated first and not significantly different from any other control condition.

Expected attributed aggression in the anticipated other's view of self by a source of offensive threat in the offensive threat scene was significantly greater than the aggression he attributed to his target (critical difference, 13.55; actual difference, 21.60; $p < .01$), greater than the attributed aggression his target expected (critical difference, 13.24; actual difference, 18.70; $p < .01$), and greater than the attributed aggression expected by the target of offensive threat in the defensive threat scene (critical difference, 9.53; actual difference, 9.60; $p < .05$). These results were supported by some comparisons in the coercive behavior x action orientation x impression perspective x order interaction effects. Expected attributed aggression by a source of offensive threat in the offensive threat scene who gave view of other first was significantly greater than aggression attributed by a source of offensive threat who gave anticipated other's view of self first (critical difference, 17.04; actual difference, 18.00; $p < .05$) and probably greater than aggression attributed the same man who gave view of other first (critical difference, ?; actual difference, 25.4; $p < ?$). Confirming the latter comparison is uncertain because of a missing comparison value in the tables of range and studentized range compiled by Harter (1960). These tables were used to obtain Newman-Keuls critical difference values missing from similar tables in Winer (1971).

Expected attributed aggression by a source of offensive threat in the offensive threat scene was also significantly greater than expected

TABLE XXXIII

NEWMAN-KEULS COMPARISONS BETWEEN SOTTDTAOV SVA AND C MEANS
 AMONG CB X AO X IP X O INTERACTION EFFECTS
 ON ATTRIBUTED AGGRESSION

Comparison	Critical Difference	Actual Difference
SOTTDTAOV SVA > CM2AOVAVA	18.93	19.60*
CM1VOVA	17.27	15.60
CM2VOVA	17.04	15.20
CM1VOAV	16.83	14.60
CM2AOVSAV	16.56	13.20
CM1AOVSVA	16.29	12.60
CM2VOAV	15.99	12.20
CM1AOVSAV	15.65	12.20

*p < .05.

attributed aggression by a target of offensive threat in the same scene whether the target gave view of other first (critical difference, 20.14; actual difference, 20.20; $p < .01$), or anticipated other's view of self first (critical difference, 16.83; actual difference, 17.40; $p < .05$). Similarly, attributed aggression expected by a source of offensive threat in the offensive threat scene who gave anticipated other's view of self first was significantly greater than aggression attributed by the source in the same scene, regardless of whether he gave view of other first (critical difference, 22.41; actual difference, 25.20; $p < .01$), or anticipated other's view of self first (critical difference, 16.83; actual difference, 17.80; $p < .05$). The attributed aggression expected by the source who gave anticipated other's view of self first was also significantly greater than attributed aggression expected by his target in the same scene regardless of whether the target gave view of other first (critical difference, 19.94; actual difference, 20.00; $p < .01$) or anticipated other's view of self first (critical difference, 16.56; actual difference, 17.20; $p < .05$).

In summary, both the coercive behavior x action orientation x impression perspective interaction and the coercive behavior x action orientation x impression perspective x order interaction supported the idea that a target of offensive threat who does not defend himself expects to be seen as no more aggressive than someone who is not involved in coercive behavior and he is, in fact, not perceived as being any more aggressive. Also, a source of offensive threat expects to be seen as more aggressive than persons not engaged in coercive behavior and he is perceived as being more aggressive. Further, a source of offensive threat expects to be seen

as more aggressive than his target expects to be seen, even when the target attempts to defend himself.

The results of testing order effects on attribution of aggression indicate that while order affects attributed aggression, it does so in a subtle manner in conjunction with the effects of coercive behavior, action orientation, and impression perspective. One of order's clearest effects indicated that when anticipated other's view of self is rated first by a nondefensive target, the aggressiveness attributed by the target is modified. Another fairly clear effect in the expectation of attributed aggression by the source of offensive threat in the defensive threat scene suggested this source's expectations of attributed aggression were greater when he considered his own behavior from his target's point of view, compared to his attribution of aggression to his target. Both of these findings indicated a reversal of usual attributions or expectations when the other person's point of view is made salient.

Attributed Influence of Dispositional Characteristics

The hypothesis that ratings of influence attributed to dispositional characteristics would vary as a result of the interaction of coercive behavior and impression perspective was tested using a four-factor, split-plot analysis of variance with repeated measures on one factor. The factors in this analysis were identical to those in the analysis summarized in Table III: coercive behavior, action orientation, impression perspective, and order. Repeated measures were taken on the impression perspective factor, as in the attributed aggression analysis of variance. Table XXXIV summarizes the overall analysis of variance of ratings attributing influence to dispositional characteristics. The CB x IP

TABLE XXXIV
ANALYSIS OF VARIANCE OF RATINGS OF INFLUENCE ATTRIBUTED
TO DISPOSITIONAL CHARACTERISTICS

	df	MS	F	p
<u>Between Subjects</u>	59			
CB	2	59.56	.69	NS
AO	1	25.21	.29	NS
O	1	88.41	1.02	NS
CB x AO	2	43.31	.50	NS
CB x O	2	56.36	.65	NS
AO x O	1	.21	.002	NS
CB x AO x O	2	30.01	.35	NS
Subjects Within Groups	48	86.73		
<u>Within Subjects</u>	60			
IP	1	.41	.01	NS
CB x IP	2	172.71	3.89	.03
AO x IP	1	72.07	1.62	NS
IP x O	1	5.21	.12	NS
CB x AO x IP	2	246.02	5.54	.007
CB x IP x O	2	63.91	1.44	NS
AO x IP x O	1	57.41	1.29	NS
CB x AO x IP x O	2	21.86	.49	NS
IP x Subjects Within Groups	48	44.42		

TABLE XXXV
MEANS INDICATING CB X IP INTERACTION EFFECTS ON ATTRIBUTED
INFLUENCE OF DISPOSITIONAL CHARACTERISTICS

	C	OT	DT
VO	30.65	28.60	30.30
AOVS	26.35	32.55	31.00

interaction yielded a significant F ratio, $F(2, 48) = 3.89, p < .03$. Simple effects tests were done using the Newman-Keuls W statistic (Kirk, 1968). The means involved in this interaction are listed in Table XXXV. The means are graphically presented in Figure 9. None of the pairwise comparisons was significant at the .05 level or less. Dunnett's t statistic (Winer, 1971, p. 201) for comparisons involving a control mean was also used to evaluate comparisons among the means. Results of the Dunnett's test indicated that the influence of dispositional characteristics expected to be attributed to one's own behavior was significantly greater in the offensive threat condition than in the control condition (see Table XXXVI). None of the other comparisons was significant.

The hypothesis that the action orientation x impression perspective interaction would be significant was tested based on the analysis of variance used to test the coercive behavior x impression perspective interaction. The resulting F ratio was not significant, $F(1, 48) = 1.62, NS$. The means involved in the action orientation x impression perspective interaction are listed in Table XXXVII and are presented in graph form in Figure 10.

There was a significant F ratio for the coercive behavior x action orientation impression perspective interaction, $F(2, 48) = 5.54, p < .007$. Simple effects tests were done using the Newman-Keuls W statistic (Kirk, 1968). The means involved in this interaction are listed in Table XXXVIII. The means are presented graphically in Figure 11. None of the pairwise comparisons was significant.

The main finding from the analysis of variance of ratings of dispositional influence was that a person expects greater dispositional influence

TABLE XXXVI

DUNNETT'S t COMPARISONS* FOR CB X IP INTERACTION
EFFECTS ON ATTRIBUTED INFLUENCE OF
DISPOSITIONAL CHARACTERISTICS

Comparison	Observed t
OTVO - CVO	.80
DTVO - CVO	.14
OTAQVS - CAQVS	2.42**
DTAQVS - CAQVS	1.82
OTVO - CAQVS	.92
DTVO - CAQVS	1.54
OTAQVS - CVO	.74
DTAQVS - CVO	.14

*Critical value for all comparisons: 2.31.

** $p < .05$.

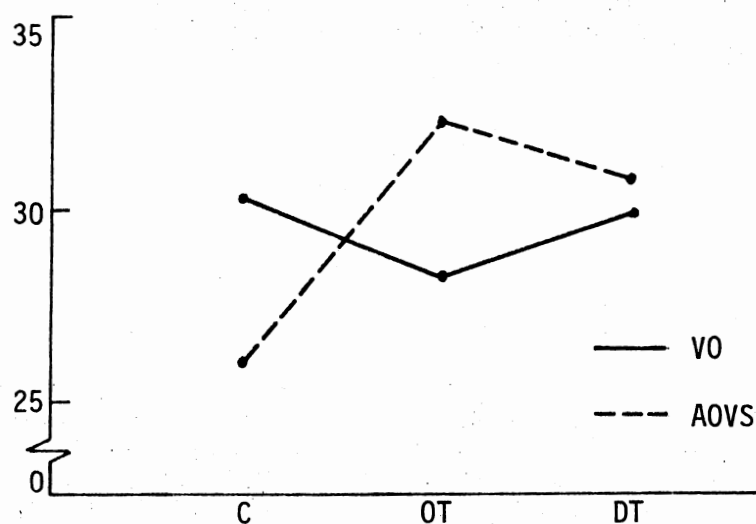


Figure 9. Means Indicating CB x IP Interaction
Effects on Attributed Influence of
Dispositional Characteristics

TABLE XXXVII
MEANS INDICATING AO X IP INTERACTION
EFFECTS ON ATTRIBUTED INFLUENCE OF
DISPOSITIONAL CHARACTERISTICS

	M1	M2
VO	30.1	29.5
AOVS	28.7	31.2

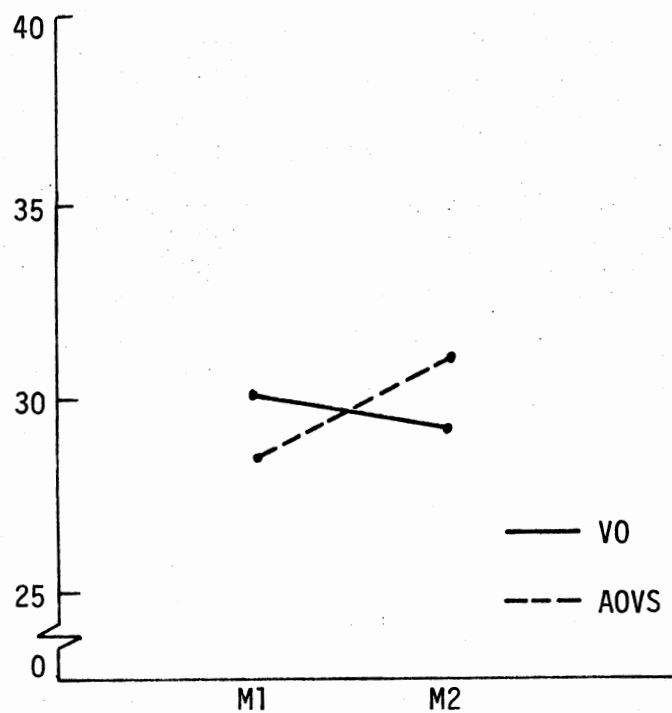


Figure 10. Means Indicating AO x IP Interaction Effects on Attributed Influence of Dispositional Characteristics

TABLE XXXVIII
 MEANS INDICATING CB X AO X IP INTERACTION
 EFFECTS ON ATTRIBUTED INFLUENCE OF
 DISPOSITIONAL CHARACTERISTICS

	C		OT		DT	
	M1	M2	M1	M2	M1	M2
VO	27.2	34.1	32.0	25.2	31.3	29.3
AOVS	29.9	25.8	30.4	34.7	28.9	33.1

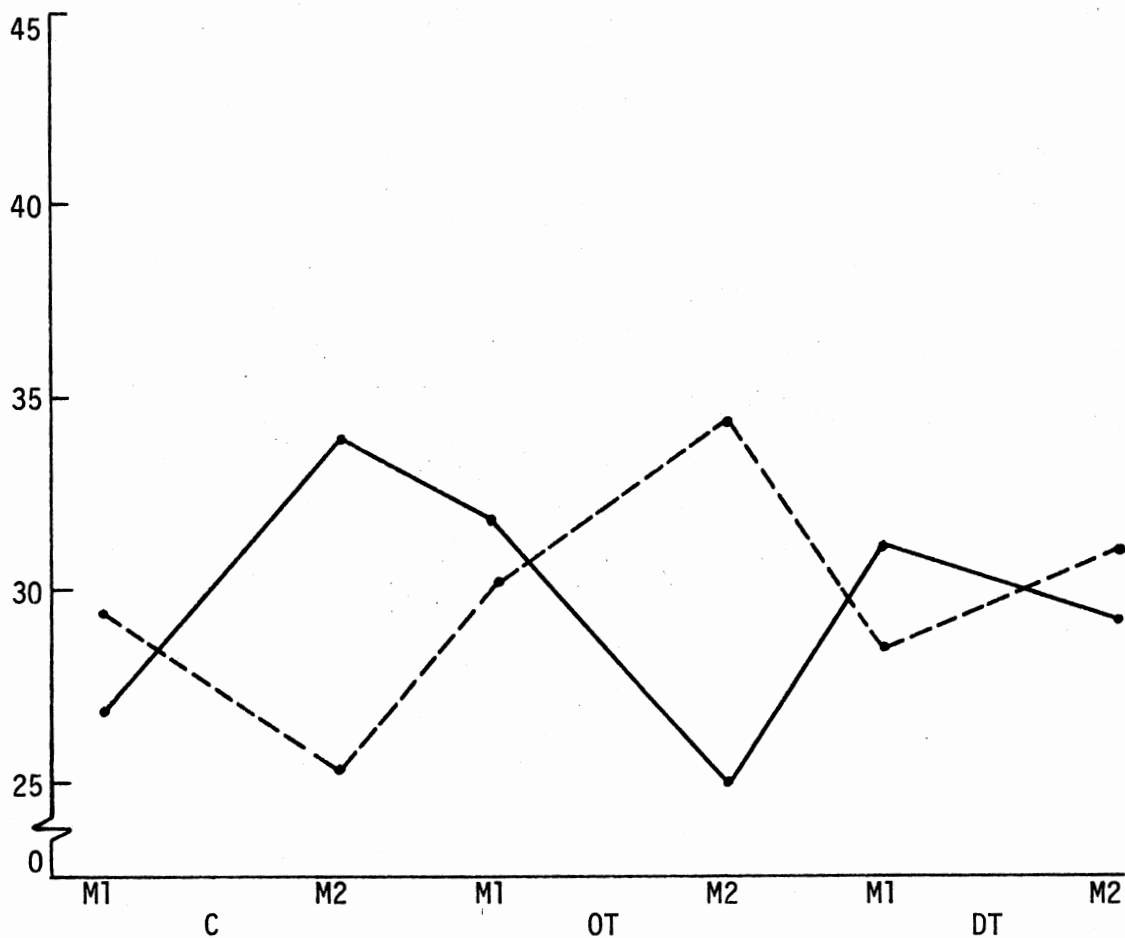


Figure 11. Means Indicating CB x AO x IP Interaction Effects on Attributed Influence of Dispositional Characteristics

to be attributed to his behavior when offensive threat is involved than when there is no coercive behavior.

Attributed Influence of Situational Characteristics

The hypothesis that ratings of situational influence would vary as a result of the coercive behavior x impression perspective interaction was tested using a four-factor, split-plot analysis of variance with repeated measures on one factor. Four factors were used as in the analysis of variance of attributed aggression ratings: coercive behavior, action orientation, impression perspective, and order. Repeated measures were taken on the impression perspective factor. Table XXXIX summarizes the overall analysis of variance of the ratings of influence attributed to situational characteristics. The coercive behavior x impression perspective interaction was nonsignificant, $F(2, 48) = 0.19$, NS. The means involved in this interaction are listed in Table XL. The means are graphically presented in Figure 12. Dunnett t tests indicated, however, that for both offensive and defensive threat, attributed influence of situational constraints was significantly greater in the view of other compared to noncoercive behavior, and significantly less in anticipated other's view of self compared to noncoercive behavior (see Appendix D).

The hypothesis that ratings of situational influence would vary as a result of the action orientation x impression perspective interaction was tested using the same analysis used to test the coercive behavior x impression perspective interaction. The resulting F ratio was significant, $F(1, 48) = 7.43$, $p < .01$.

Pairwise comparisons among the means involved in the action orientation x impression perspective interaction were made using the Newman-Keuls

TABLE XXXIX
ANALYSIS OF VARIANCE OF RATINGS OF INFLUENCE ATTRIBUTED
TO SITUATIONAL CHARACTERISTICS

Source	df	MS	F	p
<u>Between Subjects</u>	59			
CB	2	6.82	.08	NS
AO	1	24.03	1.51	NS
O	1	80.03	.97	NS
CB x AO	2	49.31	.60	NS
CB x O	2	12.51	.15	NS
AO x O	1	32.03	.39	NS
CB x AO x O	2	45.76	.56	NS
Subjects Within Groups	48	82.10		
<u>Within Subjects</u>	60			
IP	1	374.53	6.42	.01
CB x IP	2	58.06	.99	NS
AO x IP	1	433.20	7.43	.01
IP x O	1	8.53	.15	NS
CB x AO x IP	2	99.17	1.70	NS
CB x IP x O	2	22.12	.38	NS
AO x IP x O	1	.53	.01	NS
CB x AO x IP x O	2	127.06	2.18	NS
IP x Subjects Within Groups	48	58.30		

TABLE XL
MEANS INDICATING CB X IP INTERACTION
EFFECTS ON ATTRIBUTED INFLUENCE OF
SITUATIONAL CHARACTERISTICS

	C	OT	DT
VO	27.3	28.8	28.8
AOVS	26.5	24.3	23.4

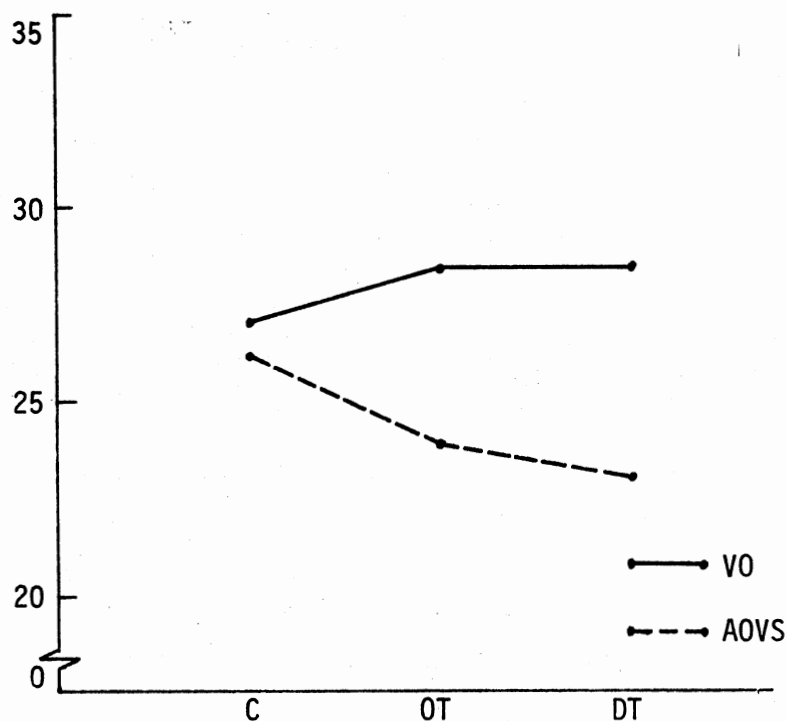


Figure 12. Means Indicating CB x IP Interaction Effects on Attributed Influence of Situational Characteristics

W statistic (Kirk, 1968). The means are listed in Table XLI. The means are presented graphically in Figure 13, which indicates that Man No. 2 attributed more situational influence to Man No. 1's behavior than Man No. 1 attributed to Man No. 2's behavior (critical difference, 5.26; actual difference, 5.83, $p < .05$). Also indicated is that Man No. 2 attributed more situational influence to Man No. 1's behavior than Man No. 1 expected to be attributed to his behavior (critical difference, 4.38; actual difference, 5.56; $p < .05$). Man No. 2 also attributed more situational influence to Man No. 1's behavior than Man No. 2 expected to be attributed to his own behavior (critical difference, 7.19; actual difference, 7.33; $p < .01$).

TABLE XLI
MEANS INDICATING AO X IP INTERACTION
EFFECTS ON ATTRIBUTED INFLUENCE OF
SITUATIONAL CHARACTERISTICS

	M1	M2
VO	25.4	31.2
AOVS	25.6	23.9

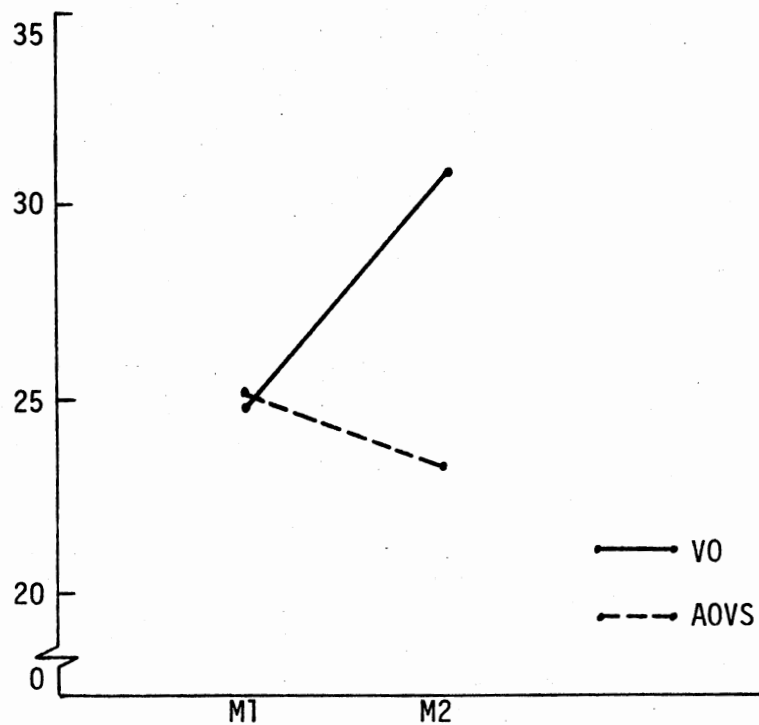


Figure 13. Means Indicating AO x IP Interaction
Effects on Attributed Influence of
Situational Characteristics

In summary, a source of offensive threat attributed more situational influence to a target's behavior than the source expected the target to attribute to his behavior. Also, the source of offensive threat attributed more situational influence to the target's behavior than the target expected the source to attribute to his behavior. Finally, the source of offensive threat attributed more situational influence to the target's behavior than the target attributed to the source's behavior.

The main effect for the interaction perception factor was also significant, $F(1, 48) = 6.42, p < .01$. The means involved in this interaction are listed in Table XLII. The means are also presented graphically in Figure 14. Since there were only two means involved in the IP main effect, no simple effects tests were done.

There were four main findings from the analysis of variance of rated influence of situational constraints on behavior. These findings were: (a) attributed influence to situational characteristics is greater when interpreting another person's behavior compared to estimating how the other person is going to interpret one's own behavior; (b) a person who offers offensive threat attributes more situational influence to his target's behavior than the target attributes to the threat maker; (c) the person who makes an unprovoked threat attributes more situational influence to his target's behavior than the target expects and more than the threat maker expects to be attributed to his own behavior; and (d) greater attribution of situational influence in view of other compared to non-coercive behavior, as well as less attribution of situational influence compared to noncoercive behavior, in anticipated other's view of self.

TABLE XLII
MEANS INDICATING IP MAIN EFFECTS ON
ATTRIBUTED INFLUENCE OF SITU-
ATIONAL CHARACTERISTICS

V0	AOVS
28.31	24.80

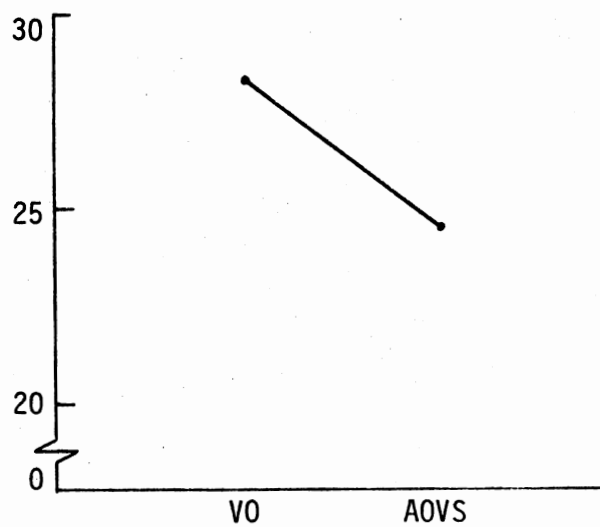


Figure 14. Means Indicating IP Main
Effects on Attributed
Influence of Situation-
al Characteristics

Manipulation Checks

Offensiveness Ratings

As a check on the defensive-offensive manipulation, a four-factor, split-plot analysis of variance of offensiveness ratings was done. The four factors were the same as those used in the analysis of variance of attributed aggression ratings. Repeated measures were taken on the impression perspective factor. The overall analysis of variance of offensiveness ratings is presented in Table XLIII.

TABLE XLIII
ANALYSIS OF VARIANCE OF OFFENSIVENESS RATINGS

	df	MS	F	p
<u>Between Subjects</u>	59			
CB	2	7.30	2.17	NS
AO	1	.01	.002	NS
O	1	.21	.06	NS
CB x AO	2	6.03	1.79	NS
CB x O	2	.03	.01	NS
AO x O	1	5.21	1.55	NS
CB x AO x O	2	4.23	1.26	NS
Subjects Within Groups	48	3.36		
<u>Within Subjects</u>	60			
IP	1	5.21	1.24	NS
CB x IP	2	.23	.05	NS
AO x IP	1	21.67	5.17	.03
IP x O	1	2.41	.57	NS
CB x AO x IP	2	11.70	2.79	.07
CB x IP x O	2	2.43	.58	NS
AO x IP x O	1	10.21	2.44	NS
CB x AO x IP x O	2	2.03	.49	NS
IP x Subjects Within Groups	48	4.19		

It was expected that there would be a difference in offensiveness ratings across types of coercive behavior. The main effect for the coercive behavior variable, however, was not significant, $F(2, 48) = 2.17, NS$. The CB x AO x IP interaction did approach significance, $F(2, 48) = 2.79, p < .07$. Means involved in the coercive behavior main effect are listed in Table XLIV, and means from the coercive behavior x action orientation x impression perspective interaction are listed in Table XLV. None of the pairwise comparisons among coercive behavior x action orientation x impression perspective interaction means was significant (see Appendix E). The means are presented graphically in Figures 15 and 16.

The action orientation x impression perspective interaction was significant, $F(1, 48) = 5.17, p < .03$. Means for this interaction are listed in Table XLVI. These means are presented graphically in Figure 17. Simple effects tests were done using the Newman-Keuls W statistic (Kirk, 1968). None of the pairwise comparisons was significant. A finding that approached significance was that a source of offensive threat attributed more offensiveness to his target than he expected to have attributed to himself (critical difference, 1.17; actual difference, 1.27; $p < .10$).

Potential Harmfulness Ratings

To evaluate the manipulation of perceived potential harmfulness in the three scenes, a four-factor, split-plot analysis of variance was done on the ratings of potential harm portrayed. The four factors were the same as those used in the analysis of variance of attributed aggression: coercive behavior, action orientation, impression perspective, and order. The results of this analysis are summarized in Table XLVII. Repeated measures were taken on the impression perspective factor. None of the F

TABLE XLIV
MEANS INDICATING CB MAIN EFFECTS
ON OFFENSIVENESS RATINGS

C	OT	DT
4.22	3.87	3.37

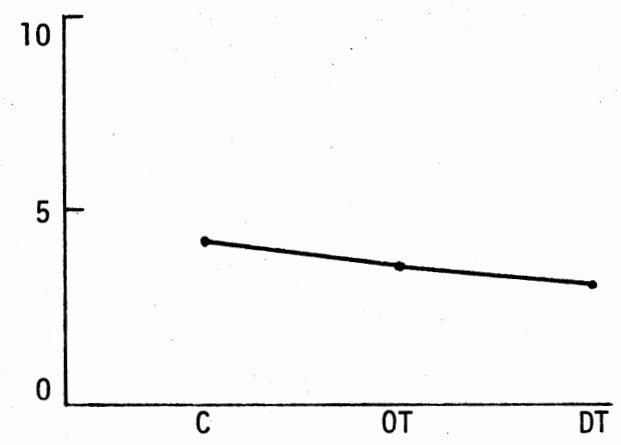


Figure 15. Means Indicating CB Main Effects on Offensiveness Ratings

TABLE XLV
 MEANS INDICATING CB X AO X IP INTERACTION EFFECTS
 ON OFFENSIVENESS RATINGS

	C		OT		DT	
	VO	AOVS	VO	AOVS	VO	AOVS
M1	4.4	3.8	3.7	4.6	2.7	3.4
M2	4.3	4.4	4.9	2.3	4.5	2.9

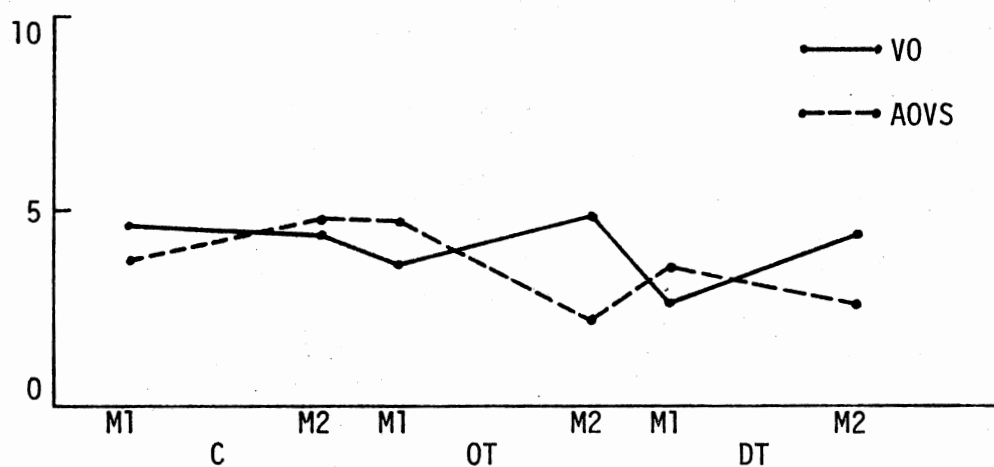


Figure 16. Means Indicating CB x AO x IP Interaction Effects on Offensiveness Ratings

TABLE XLVI
MEANS INDICATING AO X IP INTERACTION EFFECTS
ON OFFENSIVENESS RATINGS

	V0	AOVS
M1	3.60	4.03
M2	4.47	3.20

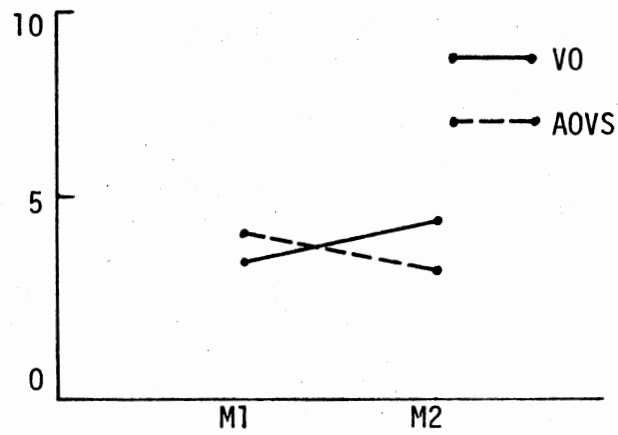


Figure 17. Means Indicating AO x IP
Interaction Effects on
Offensiveness Ratings

ratios resulting from this analysis was significant. Three interactions approached significance: (a) action orientation x order, $F(1, 48) = 2.86$, $p = .09$; (b) impression perspective x order, $F(1, 48) = 3.46$, $p = .07$; (c) coercive behavior x action orientation x impression perspective x order, $F(2, 48) = 2.50$, $p = .09$. Simple effects tests indicated none of the pairwise comparisons were significant (see Appendix F).

TABLE XLVII
ANALYSIS OF VARIANCE OF RATINGS OF POTENTIAL HARMFULNESS

Source	df	MS	F	p
<u>Between Subjects</u>	59			
CB	2	.41	.21	NS
AO	1	1.63	.83	NS
O	1	.03	.02	NS
CB x AO	2	.84	.84	NS
CB x O	2	.86	.44	NS
AO x O	1	5.63	2.86	.09
CB x AO x O	2	.41	.21	NS
Subjects Within Groups	48	1.97		
<u>Within Subjects</u>	60			
IP	1	.53	.22	NS
CB x IP	2	.86	.35	NS
AO x IP	1	.53	.22	NS
IP x O	1	8.53	3.46	.07
CB x AO x IP	2	.41	.17	NS
CB x IP x O	2	2.91	1.18	NS
AO x IP x O	1	3.33	1.35	NS
CB x AO x IP x O	2	6.15	2.50	.09
IP x Subjects Within Groups	48	2.47		

In summary, the manipulation checks were not effective in discriminating the experimental conditions used in the study.

Attributed Negative Evaluation

A four-factor, split-plot analysis of variance was done on negative evaluation ratings obtained from subjects as part of their impressions of the interaction behavior they observed. The ratings were composed of four bi-polar adjective scales that correspond to a good-bad judgmental dimension. The four factors in the analysis were the same as those used in the analysis of variance of attributed aggression ratings: coercive behavior, action orientation, impression perspective, and order. Repeated measures were taken on the impression perspective factor. Because the negative evaluation variable was related in a speculative way to the present study, no hypotheses were made prior to data analysis. The results of this analysis are presented in Table XLVIII.

There was a significant main effect for the coercive behavior variable, $F(2, 48) = 27.68$, $p < .0001$. Simple effects tests were done on the means which are listed in Table XLIX. These means are presented graphically in Figure 18. Negative evaluation was significantly greater in the offensive threat scene than in the control scene (critical difference, 2.18; actual difference, 6.23, $p < .01$), and was also significantly greater in the defensive threat scene compared to the control scene (critical difference, 2.44; actual difference, 6.90, $p < .01$). Negative evaluation in the offensive threat scene and the defensive threat scene did not differ significantly (critical difference, 1.72; actual difference, .67, NS).

TABLE XLVIII
ANALYSIS OF VARIANCE OF NEGATIVE EVALUATION RATINGS

Source	df	MS	F	p
<u>Between Subjects</u>	59			
CB	2	578.78	27.68	.0001
AO	1	.53	.03	NS
O	1	30.00	1.43	NS
CB x AO	2	19.26	.92	NS
CB x O	2	3.17	.15	NS
AO x O	1	70.53	3.37	.07
CB x AO x O	2	2.86	.17	NS
Subjects Within Groups	48	20.91		
<u>Within Subjects</u>	60			
IP	1	22.53	2.03	NS
CB x IP	2	18.26	1.64	NS
AO x IP	1	448.53	40.38	.0001
IP x O	1	2.13	.19	NS
CB x AO x IP	2	95.31	8.58	.001
CB x IP x O	2	5.66	.51	NS
AO x IP x O	1	30.00	2.71	.10
CB x AO x IP x O	2	29.57	2.66	.08
IP x Subjects Within Groups	48	11.11		

TABLE XLIX

MEANS INDICATING CB MAIN EFFECTS ON
NEGATIVE EVALUATION RATINGS

C	OT	DT
12.02	18.25	18.92

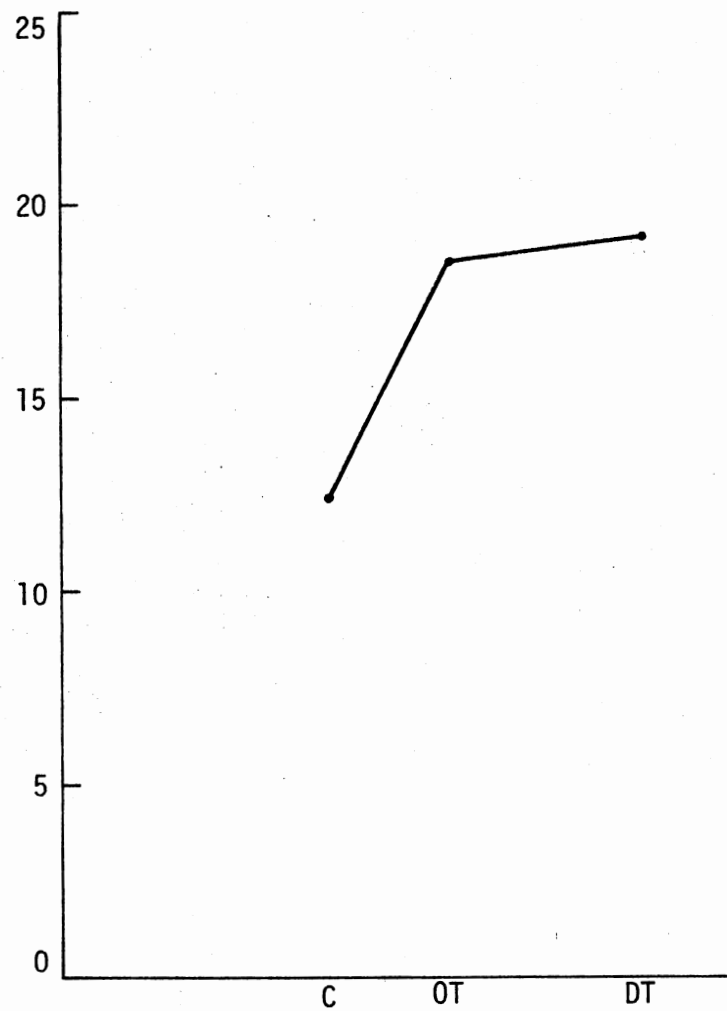


Figure 18. Means Indicating CB Main Effects
on Negative Evaluation Ratings

The results of the coercive behavior simple effects tests were supported by comparisons among means in the coercive behavior x action orientation x impression perspective interaction. The latter interaction was significant, $F(2, 48) = 8.58, p < .001$. Simple effects tests were done using the Newman-Keuls W statistic (Kirk, 1968). The means tested are listed in Table L and are presented in graph form in Figure 19.

The generally greater negative evaluation in the offensive threat scene compared to the control conditions was supported by significantly greater negative evaluation in the view of other by a target of offensive threat in the offensive threat scene and in the anticipated other's view of self by a source of offensive threat in the same scene, compared to all control conditions, respectively (see Table LI). Negative evaluation in anticipated other's view of self by a target of offensive threat in the offensive threat scene and in view of other by the source of offensive threat in the same scene did not differ significantly from any of the control conditions (see Table LII).

The overall greater negative evaluation in the defensive threat scene compared to the control scene was supported by greater negative evaluation in view of other and anticipated other's view of self by the target of offensive threat in the defensive threat scene and in the anticipated other's view of self by the source of offensive threat in the same scene compared to all control conditions (see Table LIII). Negative evaluation in the view of other by the source of offensive threat in the defensive threat scene did not differ significantly from any of the control conditions (see Table LIII).

There was also a significant F ratio for the action orientation x impression perspective interaction, $F(1, 48) = 40.38, p < .0001$. Simple

TABLE L
 MEANS INDICATING CB X AO X IP INTERACTION EFFECTS
 ON NEGATIVE EVALUATION RATINGS

	C		OT		DT	
	VO	AOVS	VO	AOVS	VO	AOVS
M1	12.4	11.3	19.9	15.2	21.2	18.0
M2	11.8	12.6	14.2	23.7	16.3	20.2

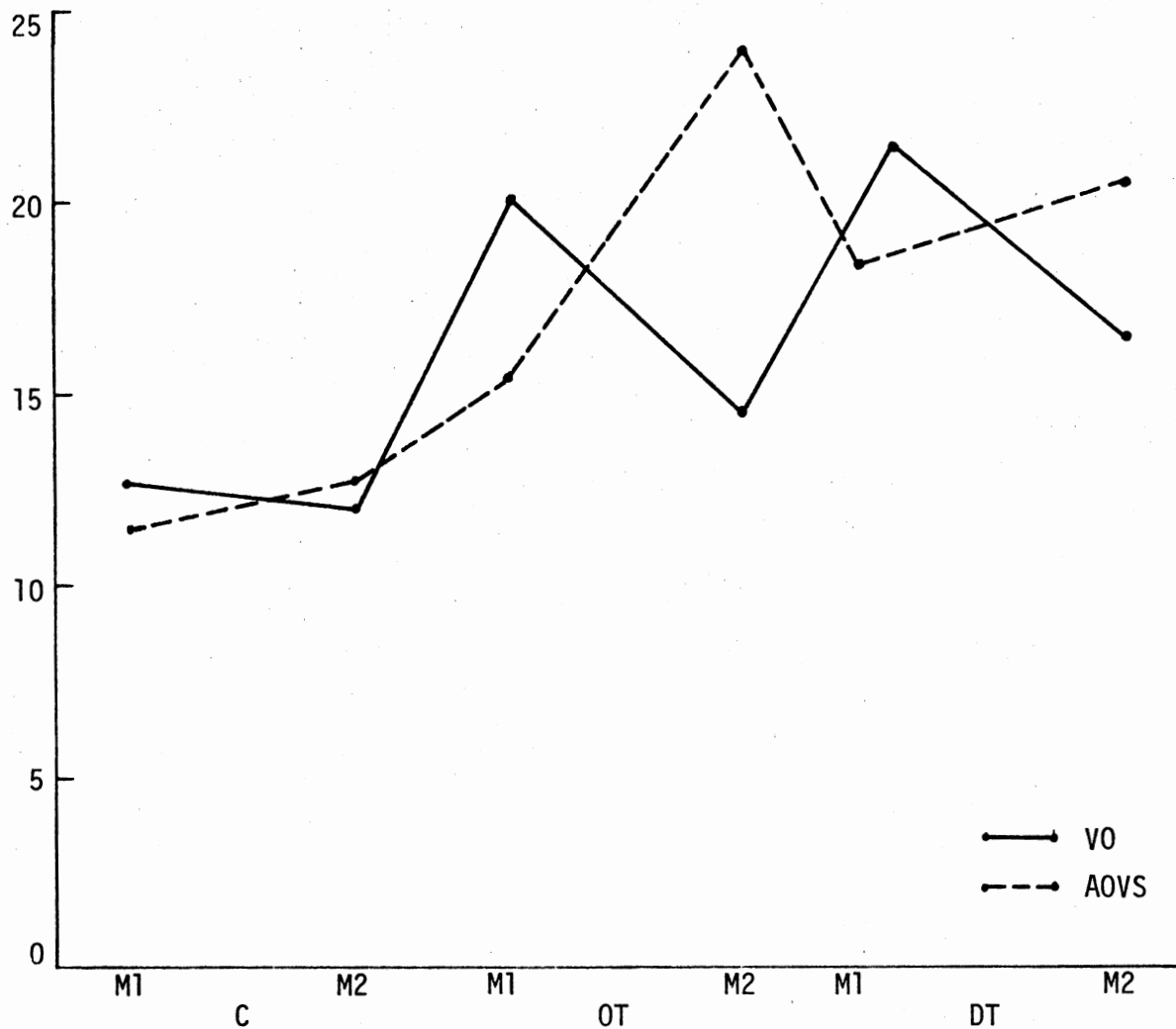


Figure 19. Means Indicating CB x AO x IP Interaction Effects on Negative Evaluation Ratings

TABLE LI

RESPECTIVE NEWMAN-KEULS COMPARISONS OF TOTVO AND SOTAOV
 WITH C MEANS INVOLVED IN CB X AO X IP INTERACTION
 EFFECTS ON NEGATIVE EVALUATION RATINGS

Comparison	Critical Difference	Actual Difference
TOTVO > CM1AOVS	7.43	8.60*
CM2VO	7.29	8.10*
CM1VO	7.12	7.50*
CM2AOVS	6.95	7.30*
SOTAOV > CM1AOVS	7.76	12.40*
CM2VO	7.66	12.90*
CM1VO	7.54	11.30*
CM2AOVS	7.43	11.10*

* $p < .01$.

TABLE LII

RESPECTIVE NEWMAN-KEULS COMPARISONS OF TOTAOV AND SOTVO
 WITH C MEANS INVOLVED IN CB X AO X IP INTERACTION
 EFFECTS ON NEGATIVE EVALUATION RATINGS

Comparison	Critical Difference	Actual Difference
TOTAOV - CM1AOVS	5.37	3.90
CM2VO	5.13	3.40
CM1VO	4.81	2.80
CM2AOVS	4.37	2.60
SOTVO - CM1AOVS	5.13	2.90
CM2VO	4.81	2.40
CM1VO	4.37	1.80
CM2AOVS	3.36	1.60

TABLE LIII

RESPECTIVE NEWMAN-KEULS COMPARISONS OF TOTS DTVO,
TOTS DTAOVS, SOTTDTAOVS, AND SOTTDTVO WITH
C MEANS IN THE CB X AO X IP INTERAC-
TION EFFECTS ON NEGATIVE
EVALUATION RATINGS

Comparison	Critical Difference	Actual Difference
TOTS DTVO > CM1AOVS	7.66	9.90*
CM2VO	7.54	9.40*
CM1VO	7.43	8.80*
CM2AOVS	7.29	8.60*
TOTS DTAOVS > CM1AOVS	6.24	6.70**
CM2VO	6.07	6.20**
CM1VO	5.37	5.60**
CM2AOVS	5.13	5.40**
SOTTDTAOVS > CM1AOVS	7.54	8.90*
CM2VO	7.43	8.40*
CM1VO	7.29	7.80*
CM2AOVS	7.12	7.60*
SOTTDTVO = CM1AOVS	5.58	5.00
CM2VO	5.37	4.50
CM1VO	5.58	3.90
CM2AOVS	5.37	3.70

*p < .01.

**p < .05.

effects tests were done using the Newman-Keuls W statistic on the means listed in Table LIV. These means are presented in graph form in Figure 20. Negative evaluation was significantly greater in the view of other by Man No. 1 than in the view of other by Man No. 2 (see Table LV). Negative evaluation was significantly greater in the anticipated other's view of self by Man No. 2 compared to the view of other by Man No. 2 and the anticipated other's view of self by Man No. 1 (see Table LV).

The results of the action orientation x impression perspective interaction simple effects tests were similar to results of the coercive behavior x action orientation x impression perspective interaction means. The generally greater negative evaluation in the view of other by Man No. 1 compared to the view of other by Man No. 2 corresponds to (a) greater negative evaluation in the view of other by the target of offensive threat in the offensive threat scene compared to the view of other by the source of offensive threat in the same scene; (b) the view of other by the target of offensive threat in the offensive threat scene compared to the view of other by the source of offensive threat in the defensive threat scene; (c) view of other by the target of offensive threat in the defensive threat scene compared to the view of other by the source of offensive threat in the same scene; and (d) view of other by the target of offensive threat in the defensive threat scene compared to the view of other by the source of offensive threat in the offensive threat scene (see Table LVI).

The generally greater negative evaluation in the anticipated other's view of self by Man No. 2 compared to the view of other by the same man corresponds to the following comparisons: (a) greater negative evaluation in the anticipated other's view of self by a source of offensive threat in the offensive threat scene compared to the view of other by the same

TABLE LIV
MEANS INDICATING AO X IP INTERACTION EFFECTS
ON NEGATIVE EVALUATION RATINGS

	V0	AOVS
M1	17.83	14.83
M2	14.10	18.83

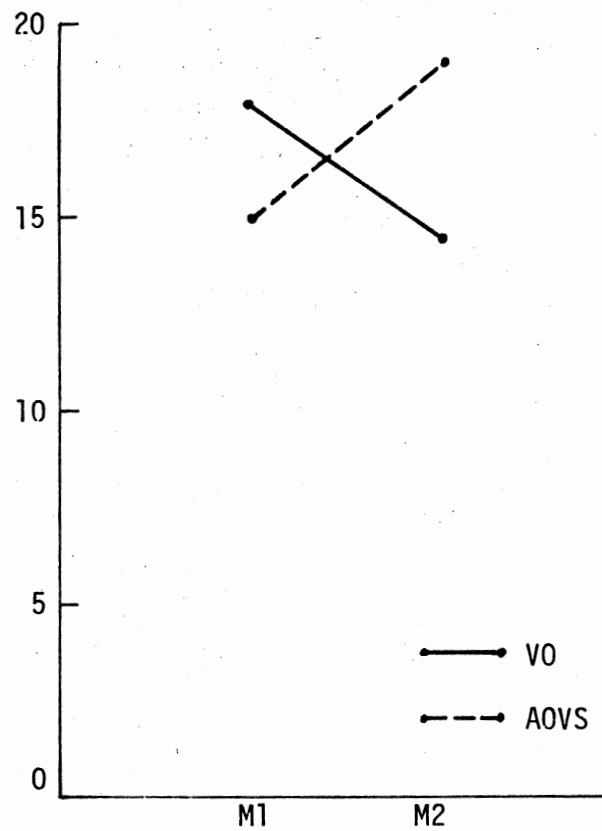


Figure 20. Means Indicating AO x IP
Interaction Effects on
Negative Evaluation
Ratings

TABLE LV

NEWMAN-KEULS COMPARISONS AMONG MEANS INDICATING AO X IP
INTERACTION EFFECTS ON NEGATIVE EVALUATION RATINGS

Comparison	Critical Difference	Actual Difference
M1VO > M2VO	3.43	3.73*
M2AOVS > M2VO	3.72	4.73*
M2AOVS > M1AOVS	3.43	4.00*

* $p < .01$.

TABLE LVI

NEWMAN-KEULS COMPARISONS AMONG MEANS INDICATING CB X AO X IP
INTERACTION EFFECTS ON NEGATIVE EVALUATION RATINGS

Comparison	Critical Difference	Actual Difference
TOTVO > SOTVO	5.64	5.70*
TOTVO = SOTTDTVO	4.37	3.60
TOTSDTV0 = SOTTDTV0	5.13	4.90
TOTSDTV0 > SOTVO	6.69	7.00**
SOTA0VS > SOTVO	7.29	9.50**
SOTA0VS > SOTTDTV0	6.95	7.40**
SOTTDTA0VS = SOTTDTV0	4.81	3.90
SOTTDTA0VS > SOTVO	5.88	6.00*
SOTA0VS > TOTA0VS	7.12	8.50**
SOTA0VS > TOTSDTA0VS	5.64	5.70*
SOTTDTA0VS = TOTA0VS	5.13	5.00
SOTTDTA0VS = TOTSDTA0VS	4.37	2.20

* $p < .05$.

** $p < .01$.

man; (b) greater negative evaluation in the anticipated other's view of self by a source of offensive threat in the offensive threat scene compared to the view of other by the source of offensive threat in the defensive threat scene; (c) greater negative evaluation in the anticipated other's view of self in the defensive threat scene compared to the view of other by the same man; and (d) greater negative evaluation in the anticipated other's view of self by a source of offensive threat in the defensive threat scene compared to the view of other by the source of offensive threat in the offensive threat scene (see Table LVI).

The generally greater negative evaluation in the anticipated other's view of self by Man No. 2 compared to the anticipated other's view of self by Man No. 1 corresponds to the following comparisons: (a) greater negative evaluation in the anticipated other's view of self by a source in the offensive threat scene compared to the target's anticipated other's view of self in the same scene; (b) greater negative evaluation in the anticipated other's view of self by a source in the offensive threat scene compared to the target in the defensive threat scene; (c) greater negative evaluation in the anticipated other's view of self by the source in the defensive threat scene compared to the expectations of the target in the offensive threat scene; and (d) greater negative evaluation in the expectations of the source in the defensive threat scene compared to the expectations by the target in the same scene. Among these four comparisons, the first two were significant and the others were not (see Table LVI).

A nearly significant action orientation x impression perspective x order interaction supported the action orientation x impression perspective interaction results, $F(1, 48) = 2.71, p < .10$. Means involved in the action orientation x impression perspective x order interaction are

listed in Table LVII. These means are presented in graph form in Figure 21. Simple effects tests indicated the source of offensive threat expected significantly more negative evaluation, regardless of order, compared to the attributions of a source of unprovoked coercion who gave view of other first (see Appendix G, Tables LXXII and LXXIII). Also, a target of offensive threat attributed more negative evaluation, regardless of order, than attributed by the source of offensive threat who gave view of other first (see Appendix G, Tables LXXII and LXXIII). However, neither expectations by the source nor attributions by the target were significantly different from attributions by a source who gave anticipated other's view of self first.

The action orientation x order interaction also approached significance, $F(1, 48) = 3.37, p < .07$. Means involved in this interaction are listed in Appendix G, Table LXXIV. Simple effects tests were done using the Newman-Keuls W statistic (Kirk, 1968). None of the pairwise comparisons was significant (see Appendix G, Tables LXXIV and LXXV).

The coercive behavior x action orientation x impression perspective x order interaction was nearly significant, $F(2, 48) = 2.50, p < .09$. Means for this interaction are listed in Table LVIII. These means are presented in graph form in Figure 22. Simple effects tests among the means of this interaction indicated that the highest negative evaluation was expected by a source of offensive threat who gave anticipated other's view of self first, followed by a negative evaluation expected by a source who gave view of other first, attribution of negative evaluation by a non-defensive target of offensive threat giving view of other first, and a defensive target's attributions of negative evaluation giving view of other first (see Appendix G, Tables LXXVI and LXXVII). These results

TABLE LVII

MEANS INDICATING AO X IP X O INTERACTION EFFECTS
ON NEGATIVE EVALUATION RATINGS

	VOVA	VOAV	AOVSVA	AOVSAV
M1	18.47	17.20	14.73	14.93
M2	12.20	16.00	18.20	19.47

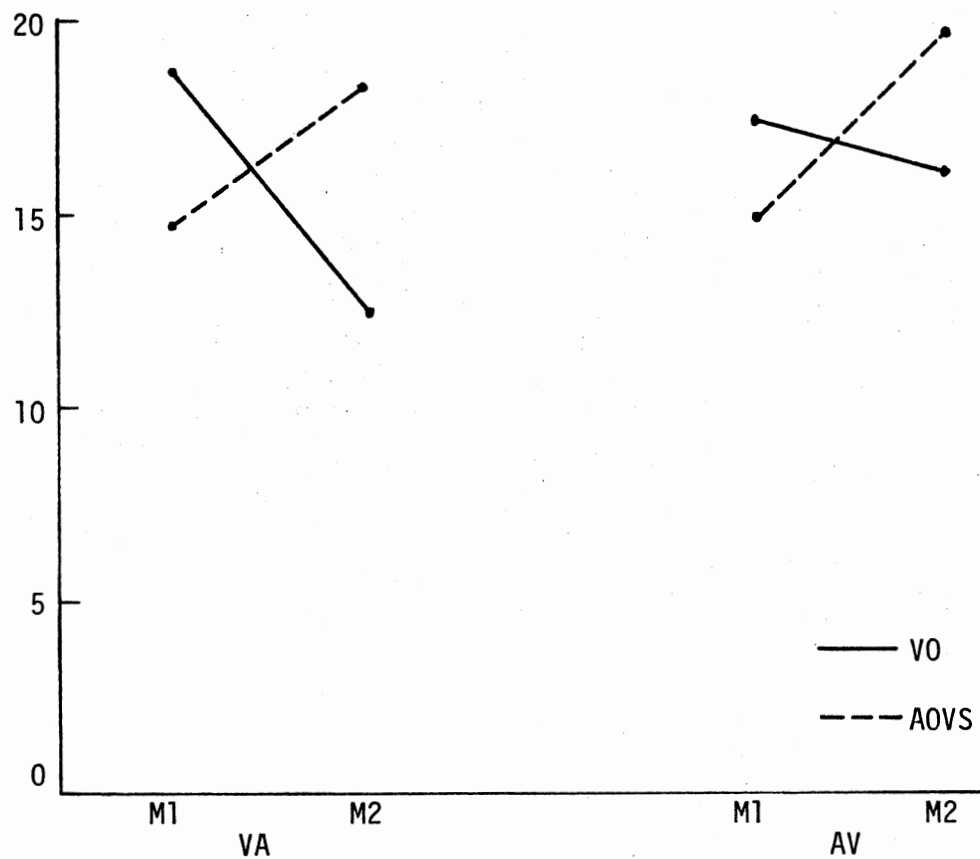


Figure 21. Means Indicating AO x IP x O Interaction Effects
on Negative Evaluation Ratings

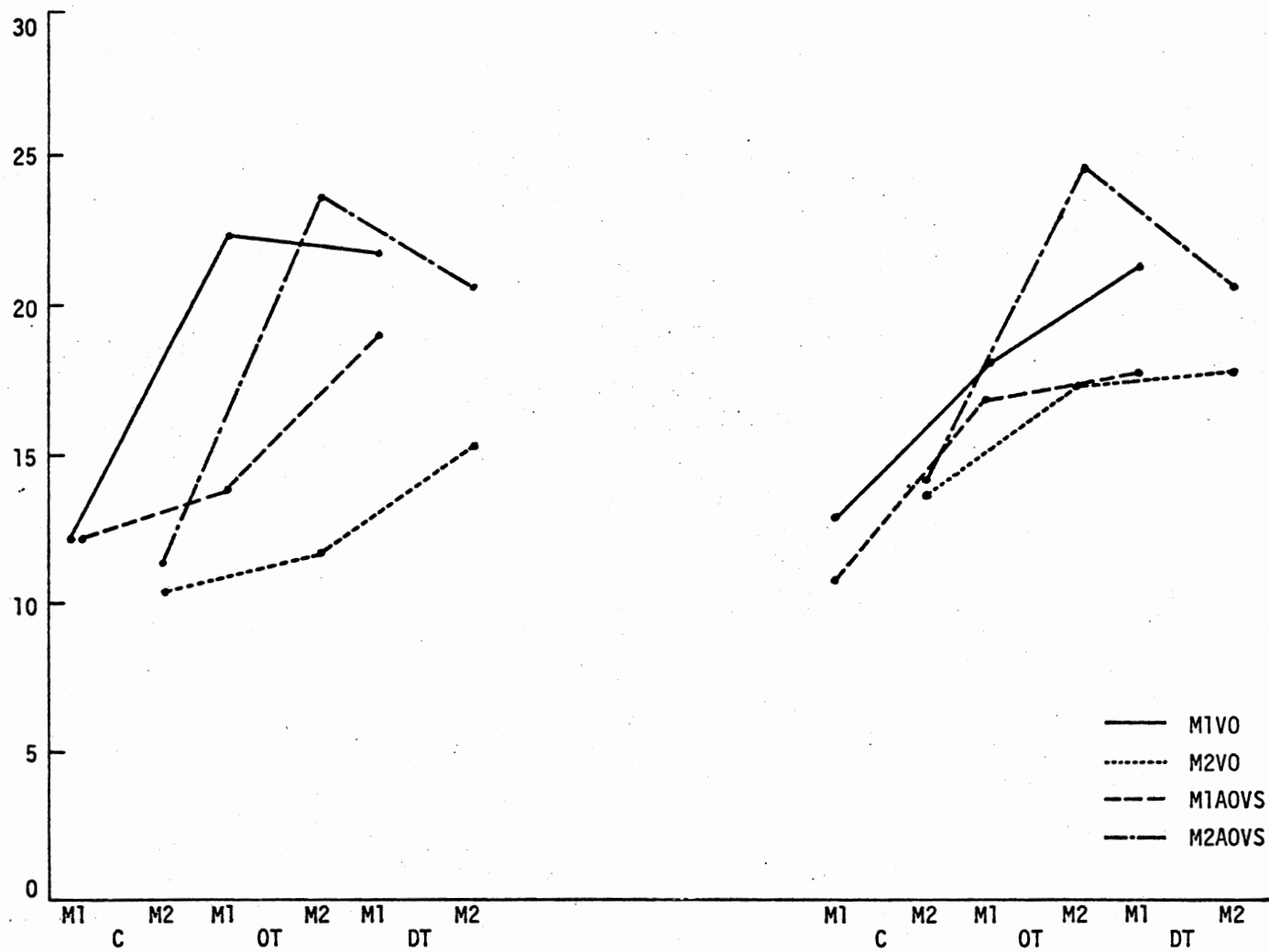


Figure 22. Means Indicating CB x AO x IP x O Interaction Effects on Negative Evaluation Ratings

showed no particular pattern regarding the effect of order by itself, but they did support the coercive behavior x action orientation x interaction perception interaction results.

TABLE LVIII
MEANS INDICATING CB X AO X IP X O INTERACTION EFFECTS
ON NEGATIVE EVALUATION RATINGS

	C				OT				DT			
	M1		M2		M1		M2		M1		M2	
	VO	AOVS	VO	AOVS	VO	AOVS	VO	AOVS	VO	AOVS	VO	AOVS
VA	12.0	12.0	10.2	11.2	22.0	13.8	11.4	23.2	21.4	18.4	15.0	20.2
AV	12.8	10.6	13.4	14.0	17.8	16.6	17.0	24.2	21.0	17.6	17.6	20.2

In summary, results indicated by the coercive behavior main effect and the action orientation x impression perspective interaction effects were both supported and modified by the coercive behavior x action orientation x impression perspective interaction effects on negative evaluation ratings. Greater negative evaluation shown in the offensive threat scene compared to the control scene was supported by greater negative evaluation in the view of other by the target of offensive threat in the offensive threat scene and in the expected other's view of self by the source of offensive threat in the same scene. However, this same target did not expect much negative evaluation nor did the source attribute much to him. These results imply reciprocal attributions and expectations of negative evaluation by a source and target.

Greater negative evaluation in the defensive threat scene compared to the control scene was supported by: (a) greater negative evaluation in the view of other by a target who defended himself; (b) the expected negative evaluation by a source of offensive threat whose target defended himself; and (c) the expected negative evaluation by a target of offensive threat who gave a counterthreat. There was no support in the attributed negative evaluation by the source of offensive threat whose target defended himself. These findings indicate that defensive threat is perceived to be bad but not as bad as the source of defensive threat expects.

Greater negative evaluation shown in the view of other by Man No. 1 compared to the view of other by Man No. 2 was supported by greater negative evaluation in the view of other by a target of offensive threat in the offensive threat scene compared to negative evaluation in the view of other by a source of offensive threat in the same scene. Also, the target of offensive threat in the defensive threat scene attributed more negative evaluation than the source of offensive threat in the offensive threat scene. In contrast, the target of offensive threat who defended himself did not attribute more negative evaluation to the source of offensive threat in the same scene compared to the negative evaluation attributed by that source. The target who defended himself also did not attribute any more negative evaluation to the source in the same scene than the source attributed to the target.

These results indicate greater negative evaluation is attributed by a target who does not defend himself compared to one who does. Also, the behavior of a target who defends himself is evaluated more negatively than the behavior of one who does not.

Greater negative evaluation in the anticipated other's view of self by Man No. 2 compared to the view of other by Man No. 2 was supported by greater negative evaluation in the anticipated other's view of self by a source of offensive threat in the offensive threat scene compared to the attributions of that source. Also, there was greater negative evaluation in the anticipated other's view of self by a source of offensive threat in the offensive threat scene compared to attributions by a source in the defensive threat scene. There was, in addition, greater expected negative evaluation by the source of offensive threat in the defensive threat scene compared to attributions by the source in the offensive threat scene. However, the source in the defensive threat scene did not expect any more negative evaluation from the target than was attributed by the source in the offensive threat scene, which was not much. These results support the suggestion made above that the negative perception of offensive threat is modified when a defensive response is involved.

The generally greater negative evaluation expected by Man No. 2 compared to that expected by Man No. 1 was partially supported. Support included findings that a source in the offensive threat scene, Man No. 2, expected more negative evaluation than the target, Man No. 1, did in the same scene. Other support included findings that the source in the offensive threat scene, Man No. 2, expected more negative evaluation than the target in the defensive threat scene, Man No. 1, did. Nonsupport was indicated by the result that the source in the defensive threat scene, Man No. 2, did not expect more negative evaluation than the target in the offensive threat scene, Man No. 1, did, nor did the source in the defensive threat scene expect more negative evaluation than the target in the defensive threat scene, Man No. 1, did.

These results indicate that when a person can observe his own unprovoked coercive behavior, he will expect negative evaluation to be attributed to that behavior. If the target defends himself, however, the source does not expect negative evaluation to be as strong as if there had been no defensive response. The action orientation x impression perspective x order and coercive behavior x action orientation x impression perspective x order interactions, while showing some significant comparisons among means supporting the action orientation x impression perspective and coercive behavior x action orientation x impression perspective results, gave no new and consistent information.

Correlational Analysis

The analyses of variance described above determined the relationships between the experimental treatments and each of the dependent variables: (a) attributed aggression, (b) attributed influence to internal or dispositional causes, (c) attributed influence to external or situational causes, and (d) attributed negative evaluation, respectively. A correlational analysis was done to examine relationships between certain dependent variables within specified levels of experimental treatments. Two types of relationships were examined: (a) those within each type of coercive behavior (control, offensive threat, and defensive threat) reflecting the relationships between attributed aggression and attributed dispositional influence, attributed aggression and attributed situational influence, and between attributed aggression and negative evaluation; and (b) those within each type of action orientation (Man No. 1 or target of offensive threat and Man No. 2 or source of offensive threat) reflecting the same relationships as in (a).

Within each type of coercive behavior and type of action orientation, a correlation coefficient was found to describe each of the relationships specified above (see Table LIX). Comparisons were then made to determine whether these correlation coefficients differed significantly across the types of coercive behavior and action orientation. The comparisons were done by first using Fisher's r to Z transformation (see Table LIX). Then a t -test for independent groups was used (Hays, 1963, p. 532) to determine whether the obtained differences were significant. The results of these tests are summarized in Table LX.

The comparisons indicated that only the relationship between attributed aggression and negative evaluation differed significantly across types of treatment levels examined. The linear relationship between attributed aggression and negative evaluation was significantly stronger when offensive threat occurred in an interaction than when no coercive behavior occurred or when offensive threat was shown but the target made a counterthreat. This relationship was also significantly stronger in the source of offensive threat action orientation compared to the target of offensive threat action orientation (see Table LX).

These results support the similarity between the analyses of attributed aggression and negative evaluation ratings. These variables showed similar patterns of treatment and interaction effects. For example, both analyses showed significant effects of coercive behavior, action orientation x impression perspective interaction, and coercive behavior x action orientation x impression perspective interaction.

TABLE LIX

CORRELATION COEFFICIENTS INDICATING RELATIONSHIPS AMONG
DEPENDENT VARIABLES ACROSS TYPES OF EXPERIMENTAL
TREATMENTS AND CORRESPONDING Z VALUES OBTAINED
USING FISHER'S r TO Z TRANSFORMATION

	C		OT		DT		M1		M2	
	r	Z	r	Z	r	Z	r	Z	r	Z
AA/DISP	.29	.2986	.33	.3428	.23	.2342	.27	.2769	.30	.3095
AA/SITU	.44	.4722	-.03	-.0300	.05	.0500	.03	.0300	.01	.0100
AA/EVAL	.45	.4847	.89	1.4200	.69	.8480	.20	.2027	.99	2.6400

TABLE LX

OBSERVED t VALUES FOR COMPARISONS AMONG CORRELATION
COEFFICIENTS LISTED IN TABLE LIX

	C/OT	C/DT	OT/DT	M1/M2
AA/DISP	.17	.28	.47	.17
AA/SITU	1.92	1.83	.09	.11
AA/EVAL	4.07*	1.58	2.49*	12.83*

* $p < .01$ (critical value for all comparisons: 1.96).

CHAPTER IV

DISCUSSION

Discussion of the results will include outcomes of testing the experimental hypotheses regarding the effects of coercive behavior, action orientation, impression perspective, and order on attributed aggression, attributed dispositional influence, and attributed situational influence. Also included will be an examination of the manipulation checks used in the study and an analysis of the negative evaluation variable which was related in a speculative way to attributed aggression. The correlational analysis describing the relationships between selected dependent variables across certain types of experimental treatments will also be discussed. Finally, some of the problems and limitations associated with the present study will be examined and suggestions for further research will be presented.

Attributed Aggression

The findings of the present study included evidence that attributed aggression was affected by type of coercive behavior, action orientation, and impression perspective. The evidence indicated support of some experimental hypotheses and nonsupport of others. The results also indicated nonhypothesized, significant findings which clarified and extended the hypothesized findings.

The first two hypotheses concerned attributed aggression. One, that the interaction of coercive behavior and impression perspective would affect attributed aggression was not supported. The other, that the action orientation x impression perspective interaction would affect attributed aggression, was supported. These results indicate that the relationship between coercive behavior and interaction perception is not strong enough to affect attributed aggression clearly when only coercive behavior and impression perspective are considered together. Also indicated was that the relationship of action orientation and impression perspective is important when explaining attributed aggression, emphasizing the usefulness of these social judgment variables in describing the instances in which aggression is attributed to coercive behavior.

Coercive Behavior x Action Orientation
x Impression Perspective Interaction

Other findings, nonhypothesized and significant, affected both the coercive behavior x impression perspective interaction and the action orientation x impression perspective interaction findings. One such finding was that the coercive behavior x action orientation x impression perspective interaction was significant. Consideration of action orientation together with coercive behavior and impression perspective gave some explanation why the coercive behavior x impression perspective relationship appeared weak. The coercive behavior x action orientation x impression perspective relationship allowed differentiation of source and target which, especially in the offensive threat scene, resulted in highly divergent expectations and attributions of aggression. That is, attributed aggression by the source of offensive threat was not distinguishable from

aggression attributed to noncoercive behavior, while this source's expectations of attributed aggression were much greater. On the other hand, the attributions of aggression made by the target in the offensive threat scene were much greater than those associated with noncoercive behavior, while his expectations of attributed aggression were not much different from those attributed to noncoercive behavior. In the coercive behavior x impression perspective interaction these differences were masked because action orientation was not taken into account.

The coercive behavior x action orientation x impression perspective relationship findings also affected the interpretation of the action orientation x impression perspective interaction findings. In the action orientation x impression perspective results there were four major findings: (a) Man No. 1 or the target of offensive threat attributed more aggression to the source, Man No. 2, than the source attributed to the target; (b) the target attributed more aggression to the source than the target expected to be attributed to himself; (c) the source expected more attributed aggression than he attributed to the target; and (d) the source expected more attributed aggression than the target expected. These results indicated reciprocal expectations and attributions of aggression by source and target of coercive behavior.

The coercive behavior x action orientation x impression perspective results gave partial support to the action orientation x impression perspective results. The finding that the target attributed more aggression to the source than the source attributed to the target was supported in both the offensive and defensive threat scenes. The greater attribution of aggression by the target compared to expectation by the target was supported in the offensive threat scene but not the defensive threat

scene. Greater expectation of attributed aggression by the source compared to expectations by the target was supported in the offensive threat scene but not the defensive threat scene. This pattern of support and nonsupport indicates that expectations regarding defensive coercive behavior may not be so nonaggressive as implied in the results of Brown and Tedeschi (1974). Retaliation, regardless of justification, can be perceived as aggressive. One difference between the present study and the Brown and Tedeschi study that may have contributed to the discrepancy between the offensive threat and defensive threat scenes is that Brown and Tedeschi considered only attribution of aggression or view of other, while the present study utilized both view of other and anticipated other's view of self. This finding suggests the usefulness of differentiating impression perspective when explaining perceived aggression.

Coercive Behavior Main Effect

Another nonhypothesized, significant finding was the main effect of coercive behavior. This result indicated both offensive threat and defensive threat were perceived as more aggressive than noncoercive behavior but did not differ significantly in attributed aggression from each other. This finding supports the idea that defensive coercive behavior can be seen as aggressive relative to noncoercive behavior. This finding was also partially supported by the coercive behavior x action orientation x impression perspective results.

Supporting the greater attributed aggression in the offensive threat scene compared to interaction in which no coercive behavior is shown, was the finding that source of offensive threat whose target does not defend himself, expected more attributed aggression than was attributed or

or expected with noncoercive behavior. Also, the target of the offensive threat who did not defend himself attributed more aggression than was attributed or expected with noncoercive behavior. Nonsupport of the coercive behavior results was indicated by the fact that the expectations of attributed aggression by the target who did not defend himself and the attributions of aggression by the source, were both not significantly different from expectations and attributions of aggression associated with noncoercive behavior.

Supporting the greater attributions of aggression in the defensive threat scene compared to those with noncoercive behavior were findings that attributions as well as expectations by a source of offensive threat whose target defends himself were greater than attributions and expectations associated with noncoercive behavior.

Also supporting the greater attribution of aggression in the defensive threat scene were the findings that expectations as well as attributions of aggression by a target who defended himself verbally were greater than the attributions and expectations of attributed aggression associated with noncoercive behavior. The pattern of support and nonsupport from the coercive behavior x action orientation x impression perspective results for the coercive behavior main effect confirmed the idea that defensive coercion is perceived as more aggressive than noncoercive behavior, both in terms of the target's expectations and the source's attributions.

The findings of the present study achieved the experimental objectives regarding attributed aggression by confirming that coercive behavior, action orientation, and impression perspective do affect attributed aggression and providing information concerning specific ways in which these effects occur. The experimental hypotheses were not entirely

supported and the present results disagreed with past, related research findings. This nonsupport is likely due to the introduction of social judgment variables not considered by past investigators, namely action orientation and impression perspective. The present results indicate the contribution of these variables and support their importance when explaining attributed aggression.

Action orientation is a reinterpretation of the actor-observer concepts used in previous studies investigating perceived cause of behavior. Action orientation was used in the present study for interpreting social judgments made of ongoing interaction by both participants. Impression perspective differentiates points of view or social perspectives taken by each participant within each action orientation. Thus, a source and target can each take the perspective of view of other and anticipated other's view of self.

Order

In addition to the experimental hypotheses, there was interest in order effects on attributed aggression. Order referred to which interaction perception was made first, view of other or anticipated other's view of self. There were instances in which order did make a difference. For example, when a target of offensive threat who made no counterthreat attributed aggression to the behavior of the source of the threat and gave view of other first, his attributions were greater than those associated with noncoercive behavior. When this target gave anticipated other's view of self first, his attributions did not differ from those associated with noncoercive behavior. In this instance, giving anticipated other's view of self first may have resulted in giving the source the benefit of the

doubt. Also, when a source of offensive threat whose target made a counterthreat, rated expected attributed aggression and gave anticipated other's view of self first, his expectations were all greater than those associated with noncoercive behavior. When he gave view of other first, his expectations of attributed aggression were greater than expectations of attributed aggression made by Man No. 2 in the control scene and no different from any other attributions or expectations of attributed aggression associated with noncoercive behavior.

The instances in which order made a difference showed no consistent pattern. These instances were not restricted to a particular type of coercive behavior, action orientation, or impression perspective. There was no combination of independent variables which could be used systematically to predict when order would make a difference.

There were also instances in which order made no difference in the pattern of attributed aggression. These instances generally followed the pattern of the coercive behavior x action orientation x impression perspective findings. When a target of offensive threat who gave no counterthreat rated expected attributed aggression, his expectations were statistically indistinguishable from those associated with noncoercive behavior, regardless of order. Ratings of attributed aggression made by a source of offensive threat whose target made no counterthreat were no different statistically from ratings of attributed aggression associated with noncoercive behavior, regardless of order. When the same source rated expected attributed aggression, his expectations were all greater than those associated with noncoercive behavior, regardless of order. His expectations were also greater than his target's expectations, regardless of order, and were greater than his attributions of aggression. All

of these results were confirmed by the coercive behavior x action orientation x impression perspective findings.

The results concerning how order affected ratings of attributed aggression suggested that the findings in which order made a difference may have no practical significance even though these differences were statistically significant. This implication is supported by the fact that a large number of comparisons were made and the lack of a consistent pattern existing in the findings in which order made a difference and for which order alone could account.

Attributed Influence of Dispositional Characteristics

The second two hypotheses concerned dispositional characteristics as a perceived cause of coercive behavior. One, that the coercive behavior x impression perspective interaction would affect attributed dispositional influence was supported. Post hoc testing revealed a greater expectation of dispositional influence in the offensive threat scene compared to the scene in which no coercive behavior was seen. The other hypothesis concerning the action orientation x impression perspective interaction and attributed dispositional influence was not supported. Further investigation of the action orientation x impression perspective results indicated that the source of unprovoked coercion expected the most dispositional influence to be attributed to his behavior compared to expectations associated with noncoercive behavior. Also suggested was that expectations of attributed dispositional influence are more strongly affected by the relationship of coercive behavior and interaction perception than attributions of such influence.

Failure to support the hypothesis of action orientation x impression perspective interaction effects indicates the relationship of action orientation and impression perspective is not strong enough to affect attributed dispositional influence significantly. Also indicated is that knowing the relationship of coercive behavior and impression perspective is more important than knowing the action orientation x impression perspective relationship when explaining attributed dispositional influence on coercive behavior.

Attributed Influence of Situational Characteristics

The last two hypotheses concerned attributed influence of situational characteristics on coercive behavior. One, that the coercive behavior x impression perspective interaction would affect attributed situational influence, was not supported. Post hoc tests did indicate that in both offensive and defensive threats, view-of-other results in less situational attribution and anticipated other's view of self results in more situational attribution, compared to noncoercive behavior, respectively. The other hypothesis, that the action orientation x impression perspective interaction would affect attributed situational influence was supported. These results indicate knowing the relationship of action orientation x impression perspective as well as knowing the relationship and impression perspective is important when explaining the attribution of situational influence on coercive behavior.

Post hoc tests indicated that a source of offensive threat attributed more situational influence to the target than the target expected. Further, the source attributed more situational influence to the target than

the source expected to be attributed to his own behavior. These results indicate the strongest attributions of situational influence are made by the source of coercive behavior.

A general result of the action orientation x impression perspective post hoc tests was that attributions of situational influence were greater than expected attributions of situational influence. These stronger attributions were made by the source of coercive behavior, when viewing the behavior of the target of the coercive behavior. These results show partial support of Wegner and Finstuen's (1977) general statement that empathy instructions result in actor-like, situational attributions. In the present study all subjects received empathy instructions, but only those empathizing with a source of offensive threat gave situational attributions, referring to the perceived cause of the target's behavior. Therefore, empathy instructions alone were not responsible for the situational attributions in the present study.

The situational and dispositional results in the present study have implications for the explanation of perceived cause of behavior when coercive behavior is involved. For example, it has been implicitly assumed in past research that attributions of situational and dispositional influence are mutually exclusive and negatively correlated. That is, if a situational cause is not perceived, a dispositional influence will be attributed. For example, Storms' (1973) measure of attributed influence to situational and dispositional characteristics had a dual meaning. Attributions which were relatively more dispositional were at the same time relatively less situational. Subjects could not indicate that a behavior was affected by relatively high amounts of situational influence and dispositional influence at the same time.

The present results indicate that attributions of situational and dispositional influences are more complex than previously assumed, when these attributions are made concerning coercive behavior. Also indicated was that both action orientation and impression perspective affect perception of causal influences.

Manipulation Checks

Offensiveness

The two manipulation checks used in the present study were (a) offensiveness versus defensiveness, and (b) potential harmfulness versus actual harmfulness. The first check defined offensiveness as unprovoked coercive behavior while defensiveness referred to a response to such behavior. An expected significant main effect of coercive behavior did not occur, although the results approached significance. This result may have occurred because the underlying action orientation x impression perspective interaction interfered. Another reason could be the vagueness of the terms, offensive and defensive. The significant action orientation x impression perspective interaction yielded no significant pairwise comparisons except that a source of offensive threat attributed more offensiveness to a target than he attributed to himself.

Potential Harmfulness

The second manipulation check examined ratings of how potentially harmful the two main actors perceived each other's behavior to be. The analysis of potential harmfulness ratings indicated no significant variation. Two findings approached significance: (a) the impression perspective x order interaction, and (b) the coercive behavior x action

orientation x impression perspective x order interaction. These nonsignificant results are understandable considering that in the present study, threat or potential harm was presented as a type of coercive behavior while portrayal of actually harmful behavior, as used in the Brown and Tedeschi (1974) study, was not used. Brown and Tedeschi found significant variation in the ratings of potential harm when they used this variable as a manipulation check. The findings in the present research indicated that the manipulation checks used were inappropriate and yielded little useful information.

Attributed Negative Evaluation

The effect of coercive behavior, action orientation, impression perspective, and order on negative evaluation ratings was also considered. No hypotheses were made concerning this variable. Analysis of negative evaluation ratings generally showed a parallel with the attributed aggression results. For example, there was greater negative evaluation in interaction in which offensive threat was shown compared to that in which no coercive behavior occurred. There was also more negative evaluation associated with interaction in which a defensive response was made to offensive threat compared to that in which no coercive behavior was shown. This finding supports Tedeschi's (1974) theoretical statement regarding perceived aggression that perceived aggression is seen as intentionally harmful. That is, these results indicate that both offensive and defensive coercion are negatively evaluated.

Negative Evaluation and Offensive Threat

The greater negative evaluation attributed and expected with

offensive threat compared to noncoercive behavior held true only in certain cases. A source of offensive threat whose target did not defend himself expected more negative evaluation and his target attributed more negative evaluation to the source than if no coercive behavior had been used. However, the source's attributions and the target's expectations of negative evaluation were no different than if noncoercive behavior had been involved.

Negative Evaluation and Defensive Threat

In a similar way, greater negative evaluation attributed and expected with defensive threat compared to noncoercive behavior was not uniform. Expectations by a source of offensive threat whose target himself as well as his target's expectations and attributions were greater than if noncoercive behavior had been shown. The source's attributions were no different than if no coercive behavior had occurred. These findings indicate that not only does a target of offensive threat regard that behavior as bad, the source expects the negative evaluation. The expectations of a target who defends himself show unrealistic expectations of negative evaluation. That is, the target expects more negative evaluation than he receives.

The results described above indicate reciprocity of attributed negative evaluation and of expected attribution of negative evaluation, especially when a defensive response was not made to an unprovoked threat. This reciprocity was repeated in interaction in which a defensive response was made but not as completely. The exception was that defensive coercion was seen as aggressive but not bad, even though the target expected his behavior to be seen as bad. This result is similar to Brown and

Tedeschi's (1974) results in which it was shown that defensive coercion was seen as less aggressive than offensive coercion.

Action Orientation x Impression Perspective

Interaction

Analysis of how action orientation and impression perspective affected negative evaluation ratings showed further parallels with the attributed aggression results. These parallels were indicated by general statements involving negative evaluation and attributed aggression in the form of attributions and expectations by sources and targets of offensive threat: (a) a target of offensive threat attributed more negative evaluation and aggressiveness to a source than the source attributed to the target; (b) a source expected more negative evaluation and attributed aggression than the source attributed; (c) the source expected more negative evaluation and attributed aggression than the target expected. These parallels indicated a reciprocity of attributions and expectations concerning both attributed aggression and negative evaluation. The parallels also showed the importance of the social judgment variables, action orientation and impression perspective, in explaining perceived aggression and negative evaluation. Also demonstrated was that offensive threat is perceived as aggressive and is negatively sanctioned.

An exception to the parallels between negative evaluation and attributed aggression showed that while a target attributed more aggression to a source than he expected to receive himself, the target did not attribute more negative evaluation than he expected to receive himself. This exception shows that while attributed aggression and negative evaluation are related, they are not identical. Also indicated is that negative

perception of offensive threat can be modified in some instances. Discussion of coercive behavior effects together with the effects of action orientation and interaction perception below helps to pinpoint examples of when this modification occurred.

Coercive Behavior x Action Orientation x

Impression Perspective Interaction

Analyzing simultaneous effects of action orientation, coercive behavior, and interaction perception indicated parallels between negative evaluation and attributed aggression results which were more specific than was possible with only action orientation and impression perspective. The addition of coercive behavior allowed differentiation between instances in which defensive threat was present and those in which it was not. The first general statement, that a target attributed more negative evaluation and attributed aggression to the source than the source attributed to the target was supported by attributions concerning behavior in which no defensive response was made to offensive threat. The generalization was not totally supported by attributions concerning behavior in which a defensive response was made. That is, when defensive coercion was used, the target attributed more aggression than the source but not more negative evaluation. This finding indicates that the presence of defensive coercion can modify the negative perception of offensive coercion. Also, this lack of support for parallel attributions shows that attributed aggression and negative evaluation are not identical and can each provide separate kinds of information when explaining how coercive behavior is perceived.

Action orientation, coercive behavior, and impression perspective effects indicated the second general statement, that a source expects more negative evaluation and attributed aggression than a source attributes was not uniformly supported either. The generalization was supported when comparing expectations and attributions of a source whose target does not defend himself. For behavior in which a defensive response was made, however, the source did not expect more negative evaluation than he attributed, but he did expect more attributed aggression than he attributed. This finding indicates that when defensive coercion was used, the source of offensive threat did not expect his behavior to be seen as particularly bad. At the same time, he did expect that his behavior would be seen as aggressive.

Another constant between negative evaluation and attributed aggression indicated that while a source of offensive threat whose target defends himself expected more negative evaluation than attributed by a source whose target gave no defensive response, the former source did not expect more attributed aggression. This result shows the source whose target defends himself expects his behavior to be perceived negatively. However, he does not expect any more attributed aggression than is associated with noncoercive behavior.

The third general statement, that a source of offensive threat expects more negative evaluation and attributed aggression than the target expects, also received partial support. In interaction in which the target makes no defensive response, the source did expect more attributed aggression and negative evaluation than the target expected. In attributions concerning interaction in which the target did defend himself, the statement received no support at all. When comparing the expectations

of a source whose target did not defend himself with the expectations of a target who defended himself, the source expected more attributed aggression and negative evaluation than the target did. When comparing the expected attributed aggression of a source whose target defended himself, with attributed aggression of a target who did not defend himself, the source's expectations of attributed aggression were greater. However, the expectations of negative evaluation by that source were no greater than the target's expectations of negative evaluation. This contrast indicates that the source expects his behavior to be seen as unprovoked but not necessarily bad. This finding also suggests that negative evaluation of coercion may be nullified if defensive behavior is shown in response.

Analyzing ratings of negative evaluation indicated a reciprocity of attributions and expectations between the source and target of coercive behavior. These findings support the importance of both social judgment variables included in this study: action orientation and interaction perception. These results also indicate the importance of separating the concepts of perceived aggression and negative evaluation.

The parallels between attributed aggression and negative evaluation indicate that these variables are related and reinforce the idea that negative evaluation is related to attributed aggression as suggested by Tedeschi's (1974) theory of perceived aggression. These parallels are most clearly supported in instances in which offensive coercion is not complicated with a defensive response. The exceptions to the parallels demonstrate that these variables are not identical. That is, in some cases perceived aggression can be justifiable, as found by Brown and Tedeschi (1974).

Correlational Relationships Among the Dependent Variables

The correlational analysis done to examine relationships between dependent variables within certain types of experimental treatments indicated that only the relationship of attributed aggression and negative evaluation varied significantly across types of coercive behavior (noncoercive, offensive threat, and defensive threat) and between types of action orientation (source and target). Results of the analysis showed the relationship between attributed aggression and negative evaluation was stronger when offensive threat occurs in an interaction than when noncoercive behavior occurs or when both offensive and defensive coercion are shown. Also indicated was that the relationship between attributed aggression and negative evaluation was stronger in the source of offensive threat action orientation compared with the target action orientation.

These results suggest that the tendency to label behavior in an interaction as both aggressive and bad or nonaggressive and good is not constant for all types of coercive behavior, but is stronger when offensive threat occurs and the target makes no defense compared with when no coercive behavior is seen or when the target gives a counterthreat. Also, the linear relationship is stronger when one takes the action orientation of a source of unprovoked coercion compared with when one is the target.

The present data indicate that for behavior to be perceived as both aggressive and bad the situation must be fairly unambiguous. The retaliation behavior of the target was seen as aggressive but was not necessarily evaluated negatively. When such defensive behavior occurs, the linear relationship of attributed aggression and negative evaluation breaks down.

A stronger linear relationship between attributed aggression and negative evaluation for a source of offensive threat compared with the target of offensive threat supports the idea that unambiguous behavior leads to a strong relationship between attributed aggression and negative evaluation. The source's behavior was not different in the interaction portraying only offensive threat compared with the one portraying both offensive and defensive threat. The target's behavior was different in the two scenes. In the defensive threat scene the target made a counter-threat, while in the offensive threat interaction he complied without argument to the source's demand. The target's expectations and attributions of attributed aggression and negative evaluation might be expected to vary depending on whether he defended himself.

Data from the analyses of variance of attributed aggression and negative evaluation ratings indicated the target attributed more aggression than he expected but did not attribute more negative evaluation than he expected. Also, the target who did not retaliate attributed more aggression than he expected as did the target who did defend himself, but the latter difference was not significant. The target who defended himself attributed more aggression and negative evaluation than the source attributed to him. However, for the negative evaluation results, the difference was not significant. These examples indicate that for the target orientation there were variations in attributions and expected attributions of aggression and negative evaluation which would contribute to a low linear relationship between attributed aggression and negative evaluation ratings.

Problems and Limitations

There were a number of problems and limitations encountered when doing this research which should be considered when interpreting these data. These problems refer to difficulties within the study itself as well as to interpretive relationships with related research. One problem within the study was the large number of component variables in each major dependent variable with no a priori way of reducing the number. One effect such a large number of variables may have had on the present research is spuriously significant results. For example, in the coercive behavior x action orientation x impression perspective x order interaction effects on attributed aggression ratings in which no apparent pattern appeared based on order alone. The number of variables could be reduced in the future by determining which of the component variables contribute most to the variance in each of the major dependent variables and eliminate those components which contribute the least.

The complexity of the experimental topic, which is related to the large number of variables, was a second problem. The effect of this problem was that clear interpretation of experimental results was difficult. One way to avoid this problem in replicating this research is to restrict the experimental topic to a more manageable size and phrase experimental questions more narrowly.

The inability to determine whether nonsignificant results were due to lack of an actual relationship among variables or whether statistical methods were insensitive to existing relationships created a third problem. This problem could mean that important information is lost concerning how the independent variables affect attributed aggression and

perceived cause of behavior. One way to determine whether this problem affects present results is replication of the research to demonstrate whether the results can be repeated.

A fourth problem in the study was the inefficient and ineffective manipulation checks for ratings of offensiveness versus defensiveness and potential harm versus actual harm. In the offensiveness rating analysis there was significant variation but the expected main effect for coercive behavior was not found. There was no significant variation in the potential harmfulness ratings. The failure of the manipulation checks resulted in unclear and equivocal conclusions as to whether subjects found the experimental manipulations believable. In replications of this research it is recommended that a post-experimental questionnaire or interview be used to determine whether subjects found the experimental conditions realistic. For example, it could be asked directly whether the defensive coercion was seen as defensive and the offensive threat as unprovoked.

A fifth limitation associated with the present study is that the interaction perceptions examined did not include view of self. This lack may have resulted in incomplete or erroneous conclusions concerning attributed aggression or perceived cause of behavior. With the large number of responses already required of the subjects, however, requiring more would have pushed them to the point of diminishing returns. If the number of responses within each variable could be decreased, there would be more confidence that another category of responses could add useful information.

A sixth problem concerning interpretation of results was the lack of relevant previous research. The scarcity of research, especially that involving interaction perceptions resulted in experimental hypotheses that were vague. A source of realistic expectation for experimental outcomes

was unavailable. This vagueness has led in the present research to experimental conclusions which are correspondingly vague. The interpretation of present results in terms of other research is limited. This problem can be alleviated as more research in this area accumulates and experimental questions can become more precise.

Future Research Possibilities

One possibility for further research would compare attributed aggression and perceived cause of coercive threat with similar attributions toward coercive force. There are available videotaped scenes similar to the ones used in the present study, with the same actors and basically the same scenario. It would be possible to use the same methodology as in the present study to determine the effects of a broader range of coercive behaviors, as well as action orientation and impression perspective. Results of this extension would indicate whether action orientation and impression perspective would affect perceptions of force as well as threat.

Another possible study would be to investigate the perceptions of the other people in the scenario concerning attributed aggression and perceived cause of behavior; for example, the target of offensive threats, female friend, or the bartender. The method to investigate these social perceptions could use the scenes from the present study. Results of this extension would give information concerning effects of personal involvement (the girl or the two actors) with outcome of coercion on attributed aggression and perceived cause of behavior compared with relatively little personal involvement (the perceptions of the bartender).

A third possible extension of the present research is to investigate further the relationship of Tedeschi's (1974) theory of perceived aggression and the effects of coercive behavior, action orientation, and impression perspective on attributed aggression and perceived cause of behavior. In the present study the part of Tedeschi's theory concerning the relationship of attributed aggression and negative evaluation was partially supported. A more systematic attempt to test Tedeschi's theoretical propositions could be made. Results of this research extension would demonstrate the generality of Tedeschi's formulations.

A fourth extension of the present study would investigate the relationship of attributed aggression and the attribution of responsibility as well as the effects of coercive behavior, action orientation, and impression perspective on attribution of responsibility. The methodology of this extension could include scenarios used in the present study. Results of such an extension would give information as to whether labeling behavior as aggressive is important in assigning responsibility as suggested by Tedeschi et al. (1974). For example, significant variation of the relationship between attributed aggression and attributed personal responsibility across types of coercive behavior would give direct support to Tedeschi et al.'s suggestion.

A fifth extension would examine how the impression perspective, view of self, affects attributed aggression, perceived cause of behavior, and attributed negative evaluation. This extension would increase practical applicability of the present results. For example, willingness to attribute aggressiveness and negative evaluation to oneself as a source of unprovoked threat is an important step in changing unprovoked coercion. Before one changes a behavior, it helps to admit it exists. Admitting

that others would make similar attributions shows insight into the effects of one's behavior change toward more effective behavior. (This admission is a contribution of the anticipated other's view of self impression perspective.) Knowing what conditions are conducive to such self-attributions and insight eases the process of substituting more effective behaviors for maladaptive ones. Congruence of how one views oneself, how one expects others to view oneself, and how others actually do view one forms a powerful basis for validating self-perceptions and justifying behavior. This agreement could be equally important in justifying and reinforcing change toward more effective behavior.

CHAPTER V

SUMMARY AND CONCLUSIONS

This study investigated the effects of coercive behavior, action orientation, impression perspective, and order of impression perspectives on attributing aggression and attributing the cause of behavior to internal or external causes. Subjects viewed videotaped scenarios in which they imagined themselves to be one of the actors portraying different types of coercive behavior. The scenarios demonstrated two different types of coercive behavior: offensive or unprovoked threat and defensive threat as well as interaction involving no coercion. Action orientation referred to whether one was source or target of the offensive threat. Impression perspectives differed as to whether one interpreted someone else's behavior or anticipated another person's interpretation of one's own behavior.

Past research has shown that type of coercive behavior affects attributed aggression and that actor-observer differences (a variant of action orientation) affect the attribution of cause to internal and external influences. The present study examined six hypotheses concerning the interrelationships of these variables. Two hypotheses predicted that attributed aggression would be affected both by the coercive behavior x impression perspective interaction and the action orientation x impression perspective interaction. Two hypotheses predicted that attributed influence of dispositional characteristics would be affected by both the

coercive behavior x impression perspective interaction and the action orientation x impression perspective interaction. The final two hypotheses predicted that attributed influence of situational characteristics would be affected both by the coercive behavior x impression perspective interaction and the action orientation x impression perspective interaction.

Results indicated that aggression attributed to both offensive and defensive coercion was affected not only by the hypothesized interactions, but also by the coercive behavior main effect, the coercive behavior x action orientation x impression perspective interaction, and the coercive behavior x action orientation x impression perspective x order interaction. The coercive behavior x action orientation x impression perspective interaction led to the most specific and consistent patterns of attributed aggression and clarified the more general effects. For example, coercive behavior effects in both the offensive threat scene and the defensive threat scene led to more attributed aggression for both offensive and defensive coercion, respectively, than the scene using no coercive behavior. Within the offensive threat and defensive threat scenes, however, differences based on action orientation and impression perspective also occurred. In the offensive threat interaction, target of offensive threat's view of other and source of offensive threat's anticipated other's view of self led to more attributed aggression than did noncoercive behavior, while target of offensive threat's anticipated other's view of self and source of offensive threat's view of other led to attributions not differing significantly from those made of noncoercive behavior. Differences between the offensive threat and defensive threat scenes showed that target of offensive threat and source of defensive threat's anticipated other's view of self, and source of offensive threat and target of defensive

threat's view of other both led to more attributed aggression than that associated with noncoercive behavior. These results indicate both a reciprocity between expectations and attributions of perceived aggression and an increase in these attributions and expectations when a defensive response is made to unprovoked coercion compared with when no defensive response is made. Order of impression perspectives had some effect, but this effect was not predictable or very consistent. The coercive behavior x action orientation x impression perspective x order interaction comparisons mainly followed the patterns established in the coercive behavior x action orientation x impression perspective interaction.

Attributed dispositional influence was not so clearly affected by the experimental variables as attributed aggression. The hypothesized coercive behavior x impression perspective interaction effect was supported but only in the general sense that anticipated other's view of self associated with offensive threat led to attribution of more dispositional influence than did anticipated other's view of self associated with noncoercive behavior. Direct attribution of dispositional influence was not strong at all. The hypothesized action orientation x impression perspective interaction effects were not supported. These results suggest that one expects others to believe behavior to be a result of dispositional characteristics if the behavior demonstrates unprovoked coercion rather than noncoercion.

Attributed situational influence was affected by the action orientation x impression perspective relationship as hypothesized. The coercive behavior x impression perspective interaction effect was supported to the extent that expected attributions of situational influence were significantly greater for coercive behavior than for noncoercive behavior and

attributed situational influence was significantly less. Further examination of the action orientation x impression perspective interaction effects indicated the strongest attribution of external cause comes from the source of offensive threat's view of other. That is, the source of unprovoked coercion attributes more impersonal cause to the behavior of his target than the target expects or attributes, and more than he himself expects. Differences in coercive behavior were apparently not very important in determining how impersonal cause was assigned to coercive behavior.

Attributed negative evaluation was related speculatively to this study. The relationship of negative evaluation and attributed aggression had not been investigated directly, prior to this research. Because the concept of aggressive behavior usually has a negative connotation, examining the relationship of perceived aggressiveness and negative evaluation for different types of coercive behavior, action orientation, and impression perspective is appropriate. Results showed a linear relationship between negative evaluation and attributed aggression which was stronger in the offensive threat scene than in the control or defensive threat scene, respectively. The relationship was also stronger in the Man No. 2 or source of offensive threat action orientation, compared to the Man No. 1 or target action orientation. As a result of this strong relationship, patterns of negative evaluation ratings followed those of attributed aggression very closely. For example, the general coercive behavior and action orientation x impression perspective effects were significant for both attributed aggression and negative evaluation.

The coercive behavior x impression perspective interaction effects, however, were significant for attributed aggression but not for negative

evaluation. This discrepancy probably accounts for some of the exceptions to the parallels between the attributed aggression and negative evaluation analyses which occurred in the offensive threat scene but not in the defensive threat scene. For example, a target of unprovoked coercion generally attributed more aggression and negative evaluation than the source did. This parallel held true in the offensive threat scene but broke down in the defensive threat scene. That is, the target who defended himself attributed more aggression than the source did but not more negative evaluation, while the target who did not defend himself (in the offensive threat scene) attributed both more aggression and more negative evaluation than the source did.

The differences in the relationship between attributed aggression and negative evaluation across types of coercive behavior and action orientation support the association of unambiguous behavior and a linear relationship between attributed aggression and negative evaluation. In the offensive threat scene there was less ambiguity as to who was coercive and who was not. In the defensive threat scene both offensive and defensive coercion were shown and the decision as to whose behavior was bad was not so clear cut. The behavior of the source of unprovoked coercion was less ambiguous in that his behavior was the same in the offensive threat scene as it was in the defensive threat scene. The target's behavior, however, varied between the two scenes. Apparently this difference in the target's behavior contributed to the low linear relationship between attributed aggression and negative evaluation for that action orientation.

The manipulation checks used in the present study were inefficient and ineffective for their intended uses. Post hoc explanation of the

failure was based on vagueness of the terms used and the narrow range of coercive behavior examined. It was suggested that a post-experimental questionnaire or interview might be a more effective indicator of how believable the experimental manipulations were to the participants.

These results have some practical implications for situations in which attribution of aggressiveness is possible. For example, a diagnostician may want to describe inappropriate coercive behavior that could be labeled aggressive. A therapist may plan remedial behavior change to establish more acceptable behavior. Both the diagnostician and the therapist have the choice of using implicit theories of perceived aggression or making more systematic judgments. If the choice is made to be more systematic, the clinician should be aware of how his beliefs about aggression affect his judgments. He should also separate denotative labels for the behavior from evaluative labels which imply the behavior's effects. That is, he should differentiate between coercion and aggression.

Results of the present research suggest that a clinician's labeling judgments would probably be affected by type of coercive behavior demonstrated, action orientation, and impression perspective. For example, a clinician's interpretation of a colleague's attempts to persuade that one diagnostic label for a patient is more appropriate than another will depend on: (a) if the coercion or persuasion is unprovoked or a defensive response; (b) whether the clinician is the source or target of the coercion; and (c) whether the clinician is looking at someone else's behavior or anticipating another person's interpretation of his own behavior.

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APPENDIX A

SCENARIO DIALOGUE AND ACTION

The bartender entered from the stage left, walked immediately to his place behind the bar and began wiping off the top of the bar. The following action and dialogue ensued between an actor and an actress. The initial dialogue and action were basic to all scenarios.

Male and Female enter from stage left, through blocks, and move to center stage.

First Male: "Nice place."

Female: "Kind of empty though."

First Male: "Yes. Would you like to sit at a table, or at the bar?"

Female: "The bar is fine."

Male and Female move to center stage rear and take two seats nearest stage left, with the Male on the outside stool. Male assists Female onto her stool.

Bartender: "Good evening. How are you this evening?"

Male and female reply together in returning the greeting with "Fine, how are you?" and "Fine, thank you."

First Male: "Well, Carol, what'll you have?"

Carol: "I'll have a rye and ginger."

First Male: (To bartender) "A rye and ginger ale and a scotch on the rocks for me."

Bartender begins to mix drinks.

Carol: "Wasn't that a great show?"

First Male: "Yes. I don't know when I've enjoyed a show as much."

Carol: "It was really funny."

First Male: "It sure was. You know, I don't get out to shows too often."

Carol: "You really should. There are so many good ones around, you should get out more often."

First Male: "I know."

Carol: "Would you excuse me for a minute? I'll be right back."

Carol gets off her stool as her male companion politely rises, and she exits stage right.

Enter Second Male from stage left (through blocks). He walks slightly down stage center, glances toward "tables" and moves to the bar. Upon reaching the bar, he begins to sit on the stool just vacated by Carol.

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First and last names of the person who provided the information. The information is provided for your information only and should not be used as a substitute for professional advice.

Address: 123 Main Street, New York, NY 10001. The information is provided for your information only and should not be used as a substitute for professional advice.

Phone: (212) 555-1234. The information is provided for your information only and should not be used as a substitute for professional advice.

Email: john.doe@example.com. The information is provided for your information only and should not be used as a substitute for professional advice.

Business: ABC Company, Inc. The information is provided for your information only and should not be used as a substitute for professional advice.

Occupation: Software Engineer. The information is provided for your information only and should not be used as a substitute for professional advice.

Education: Bachelor's Degree in Computer Science. The information is provided for your information only and should not be used as a substitute for professional advice.

Employer: XYZ Corporation. The information is provided for your information only and should not be used as a substitute for professional advice.

Employer Address: 456 Business Blvd, New York, NY 10002. The information is provided for your information only and should not be used as a substitute for professional advice.

Employer Phone: (212) 555-5678. The information is provided for your information only and should not be used as a substitute for professional advice.

Employer Email: hr@xyzcorp.com. The information is provided for your information only and should not be used as a substitute for professional advice.

Employer Website: www.xyzcorp.com. The information is provided for your information only and should not be used as a substitute for professional advice.

Employer Description: XYZ Corporation is a leading provider of software solutions for businesses. The information is provided for your information only and should not be used as a substitute for professional advice.

Employer Industry: Software Development. The information is provided for your information only and should not be used as a substitute for professional advice.

Employer Size: 50-99 employees. The information is provided for your information only and should not be used as a substitute for professional advice.

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Employer Location: New York, NY. The information is provided for your information only and should not be used as a substitute for professional advice.

First Male: "Excuse me, but that seat is taken."

At this point the dialogue and action begin to differ according to the cell of the study under consideration. The remaining action and dialogue will be designated by the appropriate condition.

Control condition:

Second Male: "Oh, I beg your pardon."

Second Male moves to the stool nearest stage right and seats himself.

CUT ACTION

Offensive threat:

Second Male: Pauses, faces First Male, leans on the bar, and pointing at the bar stool says, "That's my seat. I always sit there. Are you looking for a rap in the mouth or something?"

First Male: "But there are plenty of other seats at the bar."

CUT ACTION

Defensive threat:

Second Male: Pauses, faces First Male, leans on the bar, and pointing at the bar stool says, "That's my seat. I always sit there. Are you looking for a rap in the mouth or something?"

First Male: "But there are plenty of other seats at the bar and if you hit me, I'll knock the shit out of you."

CUT ACTION

APPENDIX B

RATING SCALES

The ratings you will be making on the next three pages will be like those labeled (1) and written in pink in the drawing:

Your, Man No. 1, impression of Man No. 2.

Each page will have three questions; for example:

To what extent did Man No. 2 act in a sincere manner?

Sincere ___:___:___:___:___:___:___:___ Not sincere

How important were characteristics of the situation (being in a bar, being in a public place, how you, Man No. 2, acted, etc.) in causing Man No. 2 to act that way?

Very important ___:___:___:___:___:___:___:___ Very unimportant

How important were personal characteristics (personality traits, mood, attitudes, personal style, etc.) in causing Man No. 2 to act that way?

Very important ___:___:___:___:___:___:___:___ Very unimportant

For each scale, place a checkmark on the short line closest to the word or phrase which best describes your, Man No. 1, impressions of Man No. 2. Please do not leave any scale blank.

To what extent do you, Man No. 1, think that Man No. 2 acted in a purposeful manner?

Accidental ___:___:___:___:___:___:___:___ Purposeful

How important were characteristics of the situation in causing Man No. 2 to act that way?

Very important ___:___:___:___:___:___:___:___ Very unimportant

How important were personal characteristics about Man No. 2 in causing him to act that way?

Very important ___:___:___:___:___:___:___:___ Very unimportant

To what extent do you, Man No. 1, think that Man No. 2 acted in an antagonistic manner?

Antagonistic ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Friendly

How important were characteristics of the situation in causing Man No. 2 to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important were personal characteristics about Man No. 2 in causing him to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

To what extent do you, Man No. 1, think that Man No. 2 acted in an intentional manner?

Intentional ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Unintentional

How important were characteristics of the situation in causing Man No. 2 to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important were personal characteristics about Man No. 2 in causing him to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

To what extent do you, Man No. 1, think Man No. 2 acted in an aggressive manner?

Nonaggressive ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Aggressive

How important were characteristics of the situation in causing Man No. 2 to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important were personal characteristics about Man No. 2 in causing him to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

To what extent do you, Man No. 1, think Man No. 2 acted in a hostile manner?

Hostile__ : __ : __ : __ : __ : __ : __ Amicable

How important were personal characteristics about Man No. 1 in causing him to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ Very unimportant

How important were characteristics of the situation in causing Man No. 2 to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ Very unimportant

What is your, Man No. 1, frank overall impression of Man No. 2 in this interaction? Please indicate your reactions by placing a checkmark closest to the adjective or phrase in each of the scales below which best describes your, Man No. 1, reaction. Do this for each scale. Please do not leave any scale blank.

Weak ___ : ___ : ___ : ___ : ___ : ___ : ___ Strong

Kind ___ : ___ : ___ : ___ : ___ : ___ : ___ Cruel

Cautious ___ : ___ : ___ : ___ : ___ : ___ : ___ Rash

Hard ___ : ___ : ___ : ___ : ___ : ___ : ___ Soft

Harmful ___ : ___ : ___ : ___ : ___ : ___ : ___ Beneficial

Constrained ___ : ___ : ___ : ___ : ___ : ___ : ___ Free

Potentially harmful ___ : ___ : ___ : ___ : ___ : ___ : ___ Actually harmful

Defensive ___ : ___ : ___ : ___ : ___ : ___ : ___ Offensive

Dishonest ___ : ___ : ___ : ___ : ___ : ___ : ___ Honest

Severe ___ : ___ : ___ : ___ : ___ : ___ : ___ Lenient

Bad ___ : ___ : ___ : ___ : ___ : ___ : ___ Good

How important were personal characteristics about Man No. 2 in giving you, Man No. 1, this impression?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important were characteristics of the situation in giving you, Man No. 1, this impression?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

The ratings you will be making on the next three pages will be like those labeled (4) and written in the drawing:

Your estimate of Man No. 2's impression of you, Man No. 1.

Each page will have three questions; for example:

To what extent would Man No. 2 think that you, Man No. 1, acted in a sincere manner?

Sincere ___:___:___:___:___:___:___ Not sincere

How important would Man No. 1 think characteristics of the situation (being in a bar, being in a public place, the way he (Man No. 2) acted, etc.) were in causing you, Man No. 1, to act that way?

Very important ___:___:___:___:___:___:___ Very unimportant

How important would Man No. 2 think personal characteristics (personality traits, mood, attitudes, personal style, etc.) were in causing you, Man No. 1, to act that way?

Very important ___:___:___:___:___:___:___ Very unimportant

To what extent would Man No. 2 think that you, Man No. 1, acted in a hostile manner?

Hostile ___:___:___:___:___:___:___ Amicable

How important would Man No. 2 think characteristics of the situation were in causing you, Man No. 1, to act that way?

Very important ___:___:___:___:___:___:___ Very unimportant

How important would Man No. 2 think personal characteristics about yourself, Man No. 1, were in causing you, Man No. 1, to act that way?

Very important ___:___:___:___:___:___:___ Very unimportant

To what extent would Man No. 2 think that you, Man No. 1, acted in an antagonistic manner?

Antagonistic ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Friendly

How important would Man No. 2 think personal characteristics about yourself, Man No. 1, were in causing you to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important would Man No. 2 think characteristics of the situation were in causing you, Man No. 1, to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

To what extent would Man No. 2 think that you, Man No. 1, acted in an intentional manner?

Intentional ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Unintentional

How important would Man No. 2 think characteristics of the situation were in causing you, Man No. 1, to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important would Man No. 2 think personal characteristics about yourself, Man No. 1, were in causing you, Man No. 1, to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

To what extent would Man No. 2 think that you, Man No. 1, acted in an aggressive manner?

Nonaggressive ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Aggressive

How important would Man No. 2 think characteristics of the situation were in causing you, Man No. 1, to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important would Man No. 2 think personal characteristics about yourself, Man No. 1, were in causing you to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

To what extent would Man No. 2 think that you, Man No. 1, acted in a purposeful manner?

Accidental ___ : ___ : ___ : ___ : ___ : ___ : ___ Purposeful

How important would Man No. 2 think personal characteristics about yourself, Man No. 1, were in causing you to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important would Man No. 2 think characteristics of the situation were in causing you, Man No. 1, to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

What would be Man No. 2's frank overall impression of you, Man No. 1, in this interaction? Please indicate what Man No. 2's reactions would be by placing a checkmark closest to the adjective or phrase in each of the scales below which best describes what Man No. 2's reactions would be. Do this for each scale. Please do not leave any scale blank.

Weak ___:___:___:___:___:___:___ Strong

Kind ___:___:___:___:___:___:___ Cruel

Cautious ___:___:___:___:___:___:___ Rash

Hard ___:___:___:___:___:___:___ Soft

Harmful ___:___:___:___:___:___:___ Beneficial

Constrained ___:___:___:___:___:___:___ Free

Potentially harmful ___:___:___:___:___:___:___ Actually harmful

Defensive ___:___:___:___:___:___:___ Offensive

Dishonest ___:___:___:___:___:___:___ Honest

Severe ___:___:___:___:___:___:___ Lenient

Bad ___:___:___:___:___:___:___ Good

How important would personal characteristics about yourself, Man No. 1, be in giving Man No. 2 this impression?

Very important ___:___:___:___:___:___:___ Very unimportant

How important would characteristics of the situation be in giving Man No. 2 this impression?

Very important ___:___:___:___:___:___:___ Very unimportant

The ratings you will be making on the next three pages will be like those labeled (2) and written in green in the drawing:

Your, Man No. 1, impressions of Man No. 2.

Each page will have three questions; for example:

To what extent do you, Man No. 2, think that Man No. 1 acted in a sincere manner?

Sincere ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Not sincere

How important were characteristics of the situation (being in a bar, being in a public place, how you, Man No. 2, acted, etc.) in causing Man No. 1 to act the way he did?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important were personal characteristics (personality traits, mood, attitude, personal style, etc.) in causing Man No. 1 to act the way he did?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

For each scale, place a checkmark on the short line closest to the word or phrase which best describes your, Man No. 2, impressions of Man No. 1. Please do not leave any scale blank.

To what extent do you, Man No. 2, think that Man No. 1 acted in an antagonistic manner?

Antagonistic ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Friendly

How important were characteristics of the situation in causing Man No. 1 to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important were personal characteristics about Man No. 1 in causing him to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

To what extent do you, Man No. 2, think that Man No. 1 acted in a hostile manner?

Hostile__ : __ : __ : __ : __ : __ : __ : __ : Amicable

How important were personal characteristics about Man No. 1 in causing him to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ : Very unimportant

How important were characteristics of the situation in causing Man No. 1 to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ : Very unimportant

To what extent do you, Man No. 2, think that Man No. 1 acted in an intentional manner?

Intentional__ : __ : __ : __ : __ : __ : __ : __ : Unintentional

How important were characteristics of the situation in causing Man No. 1 to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ : Very unimportant

How important were personal characteristics about Man No. 1 in causing him to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ : Very unimportant

To what extent do you, Man No. 2, think Man No. 1 acted in an aggressive manner?

Nonaggressive__ : __ : __ : __ : __ : __ : __ : __ : Aggressive

How important were characteristics of the situation in causing Man No. 1 to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ : Very unimportant

How important were personal characteristics about Man No. 1 in causing him to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ : Very unimportant

To what extent do you, Man No. 2, think that Man No. 1 acted in a purposeful manner?

Accidental ___ : ___ : ___ : ___ : ___ : ___ : ___ Purposeful

How important were characteristics about the situation in causing Man No. 1 to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important were personal characteristics about Man No. 1 in causing him to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

What is your frank overall impression of Man No. 1 in this interaction? Please indicate your reactions by placing a checkmark closest to the adjective or phrase in each of the scales below which best describes your reaction. Do this for each scale. Please do not leave any scale blank.

Weak ___ : ___ : ___ : ___ : ___ : ___ : ___ Strong

Kind ___ : ___ : ___ : ___ : ___ : ___ : ___ Cruel

Cautious ___ : ___ : ___ : ___ : ___ : ___ : ___ Rash

Hard ___ : ___ : ___ : ___ : ___ : ___ : ___ Soft

Harmful ___ : ___ : ___ : ___ : ___ : ___ : ___ Beneficial

Constrained ___ : ___ : ___ : ___ : ___ : ___ : ___ Free

Potentially harmful ___ : ___ : ___ : ___ : ___ : ___ : ___ Actually harmful

Defensive ___ : ___ : ___ : ___ : ___ : ___ : ___ Offensive

Dishonest ___ : ___ : ___ : ___ : ___ : ___ : ___ Honest

Severe ___ : ___ : ___ : ___ : ___ : ___ : ___ Lenient

Bad ___ : ___ : ___ : ___ : ___ : ___ : ___ Good

How important were personal characteristics about Man No. 1 in giving you, Man No. 2, this impression?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important were characteristics of the situation in giving you, Man No. 2, this impression of Man No. 1?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

The ratings you will be making on the next three pages will be like those labeled (3) and written in green in the drawing:

Your estimate of Man No. 1's impression of you, Man No. 2.

Each page will have three questions; for example:

To what extent would Man No. 1 think that you, Man No. 2, acted in a sincere manner?

Sincere ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Not sincere

How important would Man No. 1 think characteristics of the situation (being in a bar, being in a public place, the way he (Man No. 1) acted, etc.) were in causing you, Man No. 2, to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important would Man No. 1 think personal characteristics (personality traits, mood, attitude, personal style, etc.) about you, Man No. 2, were in causing you to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

For each scale, place a checkmark on the short line closest to the word or phrase which best describes your, Man No. 2, estimate of Man No. 1's reactions. Please do not leave any scale blank.

To what extent would Man No. 1 think that you, Man No. 2, acted in an antagonistic manner?

Antagonistic ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Friendly

How important would Man No. 1 think personal characteristics about yourself, Man No. 2, were in causing you to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important would Man No. 1 think characteristics of the situation were in causing you, Man No. 2, to act that way?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

To what extent would Man No. 1 think that you, Man No. 2, acted in a hostile manner?

Hostile__ : __ : __ : __ : __ : __ : __ : __ Amicable

How important would Man No. 1 think characteristics of the situation were in causing you, Man No. 2, to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ Very unimportant

How important would Man No. 1 think personal characteristics about yourself, Man No. 2, were in causing you, Man No. 2, to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ Very unimportant

To what extent would Man No. 1 think that you, Man No. 2, acted in an unintentional manner?

Intentional__ : __ : __ : __ : __ : __ : __ : __ Unintentional

How important would Man No. 1 think characteristics of the situation were in causing you, Man No. 2, to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ Very unimportant

How important would Man No. 1 think personal characteristics about yourself, Man No. 2, were in causing you to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ Very unimportant

To what extent would Man No. 1 think that you, Man No. 2, acted in an aggression manner?

Nonaggressive__ : __ : __ : __ : __ : __ : __ : __ Aggressive

How important would Man No. 1 think characteristics of the situation were in causing you, Man No. 2, to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ Very unimportant

How important would Man No. 1 think personal characteristics about yourself, Man No. 2, were in causing you to act that way?

Very important__ : __ : __ : __ : __ : __ : __ : __ Very unimportant

To what extent would Man No. 1 think that you, Man No. 2, acted in a purposeful manner?

Accidental ___:___:___:___:___:___:___ Purposeful

How important would Man No. 1 think personal characteristics about yourself were in causing you to act that way?

Very important ___:___:___:___:___:___:___:___ Very unimportant

How important would Man No. 1 think characteristics of the situation were in causing you, Man No. 2, to act that way?

Very important ___:___:___:___:___:___:___:___ Very unimportant

What would be Man No. 1's frank overall impression of you, Man No. 2, in this interaction? Please indicate what Man No. 1's reactions would be by placing a checkmark closest to the adjective or phrase in each of the scales below which best describes what Man No. 1's reactions would be. Do this for each scale. Please do not leave any scale blank.

Weak ___ : ___ : ___ : ___ : ___ : ___ : ___ Strong

Kind ___ : ___ : ___ : ___ : ___ : ___ : ___ Cruel

Cautious ___ : ___ : ___ : ___ : ___ : ___ : ___ Rash

Hard ___ : ___ : ___ : ___ : ___ : ___ : ___ Soft

Harmful ___ : ___ : ___ : ___ : ___ : ___ : ___ Beneficial

Constrained ___ : ___ : ___ : ___ : ___ : ___ : ___ Free

Potentially harmful ___ : ___ : ___ : ___ : ___ : ___ : ___ Actually harmful

Defensive ___ : ___ : ___ : ___ : ___ : ___ : ___ Offensive

Dishonest ___ : ___ : ___ : ___ : ___ : ___ : ___ Honest

Severe ___ : ___ : ___ : ___ : ___ : ___ : ___ Lenient

Bad ___ : ___ : ___ : ___ : ___ : ___ : ___ Good

How important would personal characteristics about yourself, Man No. 2, be in giving Man No. 1 this impression?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

How important would characteristics of the situation be in giving Man No. 1 this impression of you, Man No. 2?

Very important ___ : ___ : ___ : ___ : ___ : ___ : ___ Very unimportant

APPENDIX C

EXPERIMENTAL INSTRUCTIONS

In a few moments, I'll show you a filmed re-enactment of an interaction which takes place between two men who meet in a bar and are strangers. The first man will come in with a woman. They go to the bar, order drinks, and chat for a while. Soon the woman leaves. After she leaves a second man comes in alone and starts to take the seat the woman vacated. The interaction between the men develops from this point. (Up to this point in the instructions all subjects hear the same thing. After this point the instructions differ depending on the particular scene a subject watches. The subjects who took the role of Man No. 2 in the offensive threat and control scenes were given the following instructions.)

While you are watching the interaction, I would like you to imagine how you yourself would feel if you were the second man. He is the one who comes in later, alone, and is the younger man. While you are watching, picture to yourself how you would feel. Keep clearly in mind that you are to react as if it were you who were conversing with the older man. As you watch the interaction, concentrate on how you would feel while interacting with the older man. Your job will be to think about what your reactions would be to the sensations you would receive. In your mind's eye, you are to visualize how it would feel to be the second man in this interaction.

When you are interacting with someone, there are several kinds of perceptions and impressions you could have. This drawing (one is handed to each subject) shows some of them. One kind of impression is what you think of the other person. This impression is represented by the solid green arrow in the drawing. This is what you, the younger man, think of the older man. Another kind of impression is represented by the broken green arrow in the drawing. This is your estimate of the older man's

impression of you. These are the kinds of impressions I will ask you to give after you watch the interaction. Are there any questions? (After watching the film for the first time, subjects were given further instructions.)

Now that you have seen the film once, you've had a chance to become familiar with the story. I'm going to show it to you once more so you can concentrate now on what your impressions would be if you yourself were the second man, the younger man. There are two impressions I would like you to be especially aware of: The first is your impression of the older man in your imagined role as the younger man, and the second is your estimate of the older man's impression of you as the younger man. Remember, you are always the younger man. The impressions you have are always from his point of view. (After the film was shown for the second time, the subjects were given further instruction.)

Now that you have seen the interaction again, I would like for you to give your impressions by filling out these rating booklets. (Each subject is given two rating booklets.) I would like to go over the ratings to make sure you understand what you are going to do. There are two rating booklets for giving your impressions. One of them has a "2" in parentheses near the top of the first page. This booklet is for your impressions of the older man in your imagined role as the younger man. The instructions at the top of the first page apply to the five short pages following this first or example page. (The instructions are read aloud.) Each of the five short pages has three questions. (The sample questions and instructions of how to fill out the rating scales are read aloud.) Now turn to the last page in the booklet. (Instructions are read aloud.) This is for your overall impression as the younger man of the older man.

All of the impressions in this first booklet are concerned with your impressions as the younger man of the older man.

The second booklet has a "3" in parentheses near the top of the first page. This booklet is for your estimate as the younger man of the older man's impression of you. The instructions at the top of the first or example page apply to the next five short pages. (Instructions and sample questions are read aloud.) Now turn to the long page at the end of the booklet. This is for your estimate as the younger man of the older man's impressions of you. (Instructions are read aloud.) All impressions in this second booklet are concerned with your estimate as the younger man of the older man's impressions of you. Are there any questions?

APPENDIX D

DUNNETT'S t TEST FOR CB X IP INTERACTION EFFECTS
ON ATTRIBUTED INFLUENCE OF SITUA-
TIONAL CHARACTERISTICS

TABLE LXI

DIFFERENCES BETWEEN MEANS SHOWING CB X IP INTERACTION EFFECTS
ON ATTRIBUTED INFLUENCE OF SITUATIONAL CHARACTERISTICS

	DTAOVS	OTAOVS	CAOVS	CVO	DTVO	OTVO
DTAOVS = 23.4	---	.9	3.1*	3.9*	5.4	5.4
OTAOVS = 24.3		---	2.2*	3.0*	4.5	4.5
CAOVS = 26.5			---	.8	2.3*	2.3*
CVO = 27.3				---	1.5*	1.5*
DTVO = 28.8						0
OTVO = 28.8						---

* $p < .01$.

TABLE LXII

OBSERVED t VALUES IN DUNNETT'S t TEST FOR CB X IP
INTERACTION EFFECTS ON ATTRIBUTED INFLUENCE
OF SITUATIONAL CHARACTERISTICS

Comparison	Observed t
OTVO - CVO	3.95
OTAOVS - CVO	-7.89
DTVO - CVO	3.95
DTAOVS - CVO	-10.26
OTVO - CAOVS	6.05
OTAOVS - CAOVS	-5.79
DTVO - CAOVS	6.05
DTAOVS - CAOVS	-8.16

TABLE LXIII

CRITICAL VALUES FOR DUNNETT'S t TEST FOR CB X IP
INTERACTION EFFECTS ON ATTRIBUTED INFLUENCE
OF SITUATIONAL CHARACTERISTICS

One-Tailed	Two-Tailed
2.31*	2.62*
2.99**	3.26**

* $p < .05$.

** $p < .01$.

APPENDIX E

NEWMAN-KEULS TESTS FOR CB X AO X IP INTERACTION
EFFECTS ON ATTRIBUTED OFFENSIVENESS

TABLE LXIV

DIFFERENCES BETWEEN MEANS SHOWING CB X AO X IP INTERACTION EFFECTS
ON ATTRIBUTED OFFENSIVENESS

	SOT AOVS	TOTSDT VO	SOTTD AOVS	TOTSDT AOVS	TOT VO	CM1 AOVS	CM2 VO	CM1 VO	CM2 AOVS	SOTTD VO	TOT AOVS	SOT VO
SOTA OVS = 2.3	---	.4	.6	1.1	1.4	1.5	2.0	2.1	2.1	2.2	2.3	2.6
TOTSDT VO = 2.7		---	.2	.7	1.0	1.1	1.6	1.7	1.7	1.8	1.9	2.2
SOTTD AOVS = 2.9			---	.5	.6	.9	1.4	1.5	1.5	1.6	1.7	2.0
TOTSDT AOVS = 3.4				---	.3	.4	.9	1.0	1.0	1.1	1.2	1.5
TOT VO = 3.7					---	.1	.6	.7	.7	.8	.9	1.2
CM1 AOVS = 3.8						---	.5	.6	.6	.7	.8	1.1
CM2 VO = 4.3							---	.1	.1	.2	.3	.6
CM1 VO = 4.4								---	0	.1	.2	.5
CM2 AOVS = 4.4									---	.1	.2	.5
SOTTD VO = 4.5										---	.1	.4
TOTA OVS = 4.6											---	.3
SOT VO = 4.9												---

TABLE LXV
 CRITICAL VALUES FOR TESTING CB X AO X IP INTERACTION
 EFFECTS ON ATTRIBUTED OFFENSIVENESS

q_r^*	\underline{W}	q_r^*	\underline{W}
$q_2 = 2.86$	1.74	$q_8 = 4.52$	2.76
$q_3 = 3.44$	2.10	$q_9 = 4.63$	2.82
$q_4 = 3.79$	2.31	$q_{10} = 4.73$	2.89
$q_5 = 4.04$	2.46	$q_{11} = 4.82$	2.94
$q_6 = 4.23$	2.58	$q_{12} = 4.90$	2.99
$q_7 = 4.39$	2.68		

* $p < .05$.

APPENDIX F

NEWMAN-KEULS TESTS FOR INTERACTION EFFECTS ON
ATTRIBUTED POTENTIAL HARMFULNESS

TABLE LXVI

DIFFERENCES BETWEEN MEANS SHOWING AO X O INTERACTION
EFFECTS ON ATTRIBUTED POTENTIAL HARMFULNESS

	M1 VA	M2 AV	M1 AV	M2 VA
M1VA = 2.9	---	.2	.4	.7
M2AV = 3.1		---	.2	.5
M1AV = 3.3			---	.3
M2VA = 3.6				---

TABLE LXVII

CRITICAL VALUES FOR TESTING INTERACTION EFFECTS
ON ATTRIBUTED POTENTIAL HARMFULNESS

q_r^*	<u>W</u>	q_r^{**}	<u>W</u>
$q_2 = 4.20$	1.13	$q_2 = 3.29$.89
$q_3 = 4.73$	1.28	$q_3 = 3.86$	1.04
$q_4 = 5.05$	1.36	$q_4 = 4.20$	1.13

*p < .01.

**p < .05.

TABLE LXVIII

DIFFERENCES BETWEEN MEANS SHOWING IP X O INTERACTION
EFFECTS ON ATTRIBUTED POTENTIAL HARMFULNESS

	AOVS AV	VO VA	AOVS VA	VO AV
AOVS AV = 2.9	---	.1	.5	.6
VO VA = 3.0		---	.4	.5
AOVS VA = 3.4			---	.1
VO AV = 3.5				---

TABLE LXIX

CRITICAL VALUES FOR TESTING IP X O INTERACTION
EFFECTS ON ATTRIBUTED POTENTIAL HARMFULNESS

q_r^*	\underline{w}	q_r^{**}	\underline{w}
$q_2 = 4.20$	1.13	$q_2 = 3.29$.89
$q_3 = 4.73$	1.28	$q_3 = 3.86$	1.04
$q_4 = 5.05$	1.36	$q_4 = 4.20$	1.13

* $p < .01$.

** $p < .05$.

TABLE LXX

DIFFERENCES BETWEEN MEANS SHOWING CB X AO X IP X O INTERACTION
EFFECTS ON ATTRIBUTED POTENTIAL HARMFULNESS

	C M1 AOVS AV	C M2 VO VA	DT M1 VO VA	DT M1 AOVS VA	C M1 VO VA	C M2 AOVS AV	OT M1 AOVS VA	DT M1 VO AV	C M2 VO VA	OT M1 VO VA	OT M1 AOVS AV	DT M2 VO VA	DT M2 AOVS AV	C M1 AOVS AV	C M2 AOVS VA	DT M1 AOVS AV	OT M1 VO AV	C M1 AOVS VA	C M1 VO AV	OT M2 VO AV	DT M2 VO AV	DT M2 AOVS VA	C M2 VO VA	OT M2 AOVS VA	
CM1AOVSAV = 1.6	---	1.0	1.0	1.0	1.2	1.2	1.2	1.2	1.4	1.4	1.4	1.4	1.6	1.6	1.6	1.8	2.0	2.0	2.2	2.4	2.4	2.4	2.4	2.6	2.8
CM2VOVA = 2.6		---	1.0	1.0	.2	.2	.2	.2	.4	.4	.4	.4	.6	.6	.6	.8	1.0	1.0	1.2	1.4	1.4	1.4	1.4	1.6	1.8
DTM1VOVA = 2.6			---	0	.2	.2	.2	.2	.4	.4	.4	.4	.6	.6	.6	.8	1.0	1.0	1.2	1.4	1.4	1.4	1.4	1.6	1.8
DTM1AOVSAV = 2.6				---	.2	.2	.2	.2	.4	.4	.4	.4	.6	.6	.6	.8	1.0	1.0	1.2	1.4	1.4	1.4	1.4	1.6	1.8
CM1VOVA = 2.8					---	0	0	.2	.2	.2	.2	.2	.4	.4	.4	.6	.8	.8	1.0	1.2	1.2	1.2	1.2	1.4	1.6
CM2AOVSAV = 2.8						---	0	0	.2	.2	.2	.2	.4	.4	.4	.6	.8	.8	1.0	1.2	1.2	1.2	1.2	1.4	1.6
OTM1AOVSAV = 2.8							---	0	.2	.2	.2	.2	.4	.4	.4	.6	.8	.8	1.0	1.2	1.2	1.2	1.2	1.4	1.6
DTM1VOAV = 2.0								---	.2	.2	.2	.4	.4	.4	.4	.6	.8	.8	1.0	1.2	1.2	1.2	1.2	1.4	1.6
CM2VOAV = 3.0									---	0	0	0	.2	.2	.2	.4	.6	.6	.8	1.0	1.0	1.0	1.0	1.2	1.4
OTM1VOVA = 3.0										---	0	0	.2	.2	.2	.4	.6	.6	.8	1.0	1.0	1.0	1.0	1.2	1.4
OTM1AOVSAV = 3.0											---	0	.2	.2	.2	.4	.6	.6	.8	1.0	1.0	1.0	1.0	1.2	1.4
DTM2VOVA = 3.0												---	.2	.2	.2	.4	.6	.6	.8	1.0	1.0	1.0	1.0	1.2	1.4
DTM2AOVSAV = 3.2													---	0	0.	.2	.4	.4	.6	.8	.8	.8	.8	1.0	1.2
CM1AOVSAV = 3.2														---	0	.2	.4	.4	.6	.8	.8	.8	.8	1.0	1.2
CM2AOVSAV = 3.2															---	.2	.4	.4	.6	.8	.8	.8	.8	1.0	1.2
DTM1AOVSAV = 3.4																---	.2	.2	.4	.8	.8	.8	.8	.8	1.0
OTM1VOAV = 3.6																	---	0	.2	.4	.4	.4	.4	.6	.8
CM1AOVSAV = 3.6																		---	.2	.4	.4	.4	.4	.6	.8
CM1VOAV = 3.8																			---	.2	.2	.2	.2	.4	.6
OTM2VOAV = 4.0																				---	0	0	.2	.4	.4
DTM2VOAV = 4.0																					---	0	.2	.4	.4
DTM2AOVSAV = 4.0																						---	.2	.4	.4
CM2VOVA = 4.2																							---	.2	.2
OTM2AOVSAV = 4.4																								---	.2

TABLE LXXI
 CRITICAL VALUES FOR TESTING CB X AO X IP X O
 INTERACTION EFFECTS ON ATTRIBUTED
 POTENTIAL HARMFULNESS

q_r^*	\underline{w}	q_r^{**}	\underline{w}
$q_2 = 4.20$	2.81	3.29	2.20
$q_3 = 4.73$	3.17	3.86	2.59
$q_4 = 5.05$	3.38	4.20	2.81
$q_5 = 5.28$	3.54	4.44	2.97
$q_6 = 5.47$	3.66	4.63	3.10
$q_7 = 5.61$	3.76	4.78	3.20
$q_8 = 5.74$	3.85	4.91	3.29
$q_9 = 5.85$	3.92	5.02	3.36
$q_{10} = 5.94$	3.38	5.12	3.43
$q_{11} = 6.03$	4.04	5.21	3.49
$q_{12} = 6.11$	4.09	5.29	3.54
$q_{13} = 6.18$	4.14	5.36	3.59
$q_{14} = 6.24$	4.18	5.43	3.64
$q_{15} = 6.30$	4.22	5.49	3.68
$q_{16} = 6.36$	4.26	5.54	3.71
$q_{17} = 6.41$	4.29	5.60	3.75
$q_{18} = 6.46$	4.33	5.65	3.79
$q_{19} = 6.51$	4.36	5.69	3.81
$q_{20} = 6.55$	4.39	5.74	3.86
$q_{21} = ?$?	?	?
$q_{22} = 6.63$	4.44	5.82	3.90
$q_{23} = ?$?	?	?
$q_{24} = 6.70$	4.49	5.89	3.95

? Critical values missing from Harter's (1960) tables of range and studentized range.

* $p < .01$.

* $p < .05$.

APPENDIX G

**NEWMAN-KEULS TESTS FOR INTERACTION EFFECTS ON
ATTRIBUTED NEGATIVE EVALUATION**

TABLE LXXII

DIFFERENCES BETWEEN MEANS SHOWING AO X IP X O INTERACTION
EFFECTS ON ATTRIBUTED NEGATIVE EVALUATION

	M2 VO VA	M1 AOVS VA	M1 AOVS AV	M2 VO AV	M1 VO AV	M2 AOVS VA	M1 VO VA	M2 AOVS AV
M2VOVA = 12.2	---	2.5	2.7	3.8	5.0*	6.0**	6.3*	7.3**
M1AOVSVA = 14.7		---	.2	2.3	2.5	3.5	3.7	4.7
M1AOVSAV = 14.9			---	1.1	2.3	3.3	3.3	4.3
M2VOAV = 16.0				---	1.2	2.2	2.5	3.5
M1VOAV = 17.2					---	1.0	1.3	2.3
M2AOVSVA = 18.2						---	.3	1.3
M1VOVA = 18.5							---	1.0
M2AOVSAV = 19.5								---

* $p < .05$.

** $p < .01$.

TABLE LXXIII
 CRITICAL VALUES FOR TESTING AO X IP X O INTERACTION
 EFFECTS ON ATTRIBUTED NEGATIVE EVALUATION

q_r^*	\underline{W}	q_r^{**}	\underline{W}
$q_2 = 4.2$	4.9	3.3	3.8
$q_3 = 4.7$	5.5	3.9	4.5
$q_4 = 5.1$	6.0	4.2	4.9
$q_5 = 5.3$	6.2	4.4	5.2
$q_6 = 5.5$	6.4	4.6	5.4
$q_7 = 5.6$	6.6	4.8	5.6
$q_8 = 5.7$	6.7	4.9	5.7

*p < .01.

**p < .05.

TABLE LXXIV

DIFFERENCES BETWEEN MEANS SHOWING AO X O INTERACTION
EFFECTS ON ATTRIBUTED NEGATIVE EVALUATION

	M2 VA	M1 AV	M1 VA	M2 AV
M2VA = 15.2	---	.9	.9	2.5
M1AV = 16.1		---	.5	1.7
M1VA = 16.2			---	1.6
M2AV = 17.3				---

TABLE LXXV

CRITICAL VALUES FOR TESTING AO X O INTERACTION
EFFECTS ON ATTRIBUTED NEGATIVE EVALUATION

q_r^*	\underline{W}	q_r^{**}	\underline{W}
$q_2 = 4.2$	3.5	3.3	2.7
$q_3 = 4.7$	3.9	3.8	3.2
$q_4 = 5.1$	4.2	4.2	3.5

* $p < .01$.

** $p < .05$.

TABLE LXXVI

DIFFERENCES BETWEEN MEANS SHOWING CB X AO X IP X O INTERACTION
EFFECTS ON ATTRIBUTED NEGATIVE EVALUATION

	C M2 VO VA	C M1 AOVS AV	C M2 AOVS VA	OT M2 VO VA	C M1 AOVS VA	C M1 VO VA	C M1 VO AV	C M2 VO AV	OT M1 AOVS VA	C M2 AOVS AV	DT M2 VO VA	OT M1 AOVS AV	OT M2 VO AV	DT M1 AOVS AV	DT M2 VO AV	OT M1 AOVS VA	DT M1 AOVS AV	DT M2 AOVS VA	DT M2 AOVS AV	DT M1 VO VA	DT M1 VO VA	OT M1 VO VA	OT M2 AOVS VA	OT M2 AOVS AV
CM2VOVA = 10.2	---	.4	1.0	1.2	1.8	1.8	2.6	3.2	3.6	3.8	4.8	6.4	6.8	7.4	7.4	7.6	8.2	10.2	10.0	10.8	11.2*	11.8*	13.0**	14.0**
CH1AOVSAV = 10.6		---	.6	.8	1.4	1.4	2.2	2.8	3.2	3.4	4.4	6.0	6.4	7.0	7.0	7.2	7.6	9.6	9.6	10.4	10.8	11.4*	12.6*	13.6**
CM2AOVSVA = 11.2			---	.2	.8	.8	1.6	2.2	2.6	2.8	3.8	5.4	5.8	6.4	6.4	6.6	7.2	9.0	9.0	9.8	10.2	10.8	12.0*	13.0**
OTM2VOVA = 11.4				---	.6	.6	1.4	2.0	2.4	2.6	3.6	5.2	5.6	6.2	6.2	6.4	7.0	8.8	8.8	9.6	10.0	10.6	11.8*	12.8*
CH1AOVSVA = 12.0					---	0	.8	1.4	1.8	2.0	3.0	4.6	5.0	5.6	5.6	5.8	6.4	8.2	8.2	9.0	9.4	10.0	11.2*	12.2*
CH1VOVA = 12.0						---	.8	1.4	1.8	2.0	3.0	4.6	5.0	5.6	5.6	5.8	6.4	8.2	8.2	9.0	9.4	10.0	11.2*	12.2*
CH1VOAV = 12.8							---	1.6	1.0	1.2	2.2	3.6	4.2	4.8	4.8	5.0	5.8	7.4	7.4	8.2	8.6	9.2	10.4	11.4*
CM2VOAV = 13.4								---	.4	.6	1.6	3.2	3.6	4.2	4.2	4.4	5.0	6.8	6.8	7.6	8.0	8.6	9.8	10.8*
OTM1AOVSVA = 13.8									---	.2	1.2	2.6	3.2	3.8	3.8	4.0	4.6	6.4	6.4	7.2	7.6	8.2	9.4	10.4
CM2AOVSAV = 14.0										---	1.0	2.6	3.0	3.6	3.6	3.8	4.4	5.2	5.2	7.0	7.4	8.0	9.2	10.2
DTM2VOVA = 15.0											---	1.6	2.0	2.6	2.6	2.8	3.4	4.2	4.2	6.0	6.4	7.0	8.2	9.2
OTM1AOVSAV = 16.6												---	.4	1.0	1.0	1.2	1.8	3.6	3.6	4.4	4.8	5.4	6.6	7.6
OTM2VOAV = 17.0													---	.6	.6	.8	1.4	3.2	3.2	4.0	4.4	5.0	6.2	7.2
DTM1AOVSAV = 17.6														---	0	.2	.8	2.6	2.6	3.4	3.8	4.4	5.6	5.6
DTM2VOAV = 17.6															---	.2	.8	2.6	2.6	3.4	3.8	4.4	5.6	6.6
OTM1VOAV = 17.8																---	.6	2.4	2.4	3.2	3.6	4.2	5.4	6.4
DTM1AOVSVA = 18.4																	---	1.8	1.8	2.6	3.0	3.6	4.8	5.8
DTM2AOVSAV = 20.2																		---	0	.8	1.2	1.8	3.0	4.0
DTM2AOVSVA = 20.2																			---	.8	1.2	1.8	3.0	4.0
DTM1VOAV = 21.0																				---	.4	1.0	2.2	3.2
DTM1VOVA = 21.4																					---	.6	1.8	2.8
OTM1VOVA = 22.0																						---	1.2	2.2
OTM2AOVSVA = 23.2																							---	1.0
OTM2AOVSAV = 24.2																								---

*p < .05.

**p < .01.

TABLE LXXVII

CRITICAL VALUES FOR TESTING CB X AO X IP X O
INTERACTION EFFECTS ON ATTRIBUTED
NEGATIVE EVALUATION

q_r^*	\underline{W}	q_r^{**}	\underline{W}
$q_2 = 4.20$	8.53	3.29	6.68
$q_3 = 4.73$	9.60	3.86	7.84
$q_4 = 5.50$	10.25	4.20	8.53
$q_5 = 5.28$	10.72	4.44	9.01
$q_6 = 5.47$	11.10	4.46	9.40
$q_7 = 5.61$	11.39	4.78	9.70
$q_8 = 5.74$	11.65	4.91	9.97
$q_9 = 5.85$	11.86	5.02	10.19
$q_{10} = 5.94$	12.06	5.12	10.39
$q_{11} = 6.03$	12.24	5.21	10.58
$q_{12} = 6.11$	12.40	5.29	10.74
$q_{13} = 6.18$	12.55	-5.36	10.88
$q_{14} = 6.24$	12.67	5.43	11.02
$q_{15} = 6.30$	12.79	5.49	11.14
$q_{16} = 6.36$	12.91	5.54	11.25
$q_{17} = 6.41$	13.01	5.60	11.37
$q_{18} = 6.46$	13.11	5.65	11.47
$q_{19} = 6.51$	13.22	5.69	11.55
$q_{20} = 6.55$	13.30	5.74	11.65
$q_{21} = ?$?	?	?
$q_{22} = 6.63$	13.46	5.82	11.81
$q_{23} = ?$?	?	?
$q_{24} = 6.70$	13.60	5.89	11.96

?Critical values missing from Harter (1960)
tables of range and studentized range.

* $p < .01$.

** $p < .05$.

VITA 2

Carol Mary Barbay

Candidate for the Degree of

Doctor of Philosophy

Thesis: SOCIAL JUDGMENT DETERMINANTS OF ATTRIBUTED AGGRESSION AND PERCEIVED CAUSE OF BEHAVIOR

Major Field: Psychology

Biographical:

Personal Data: Born in Port Arthur, Texas, May 21, 1946, the daughter of Mr. and Mrs. R. J. Barbay.

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Professional Organizations: Associate Member, Texas Psychological Association, 1977-1978.