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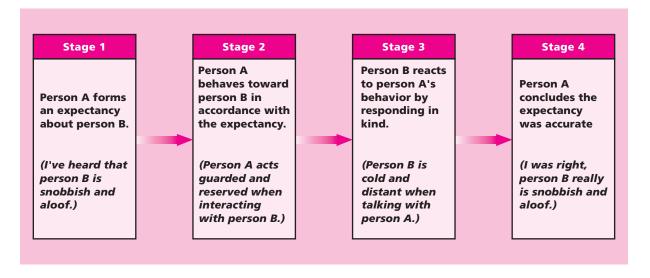


FIGURE 3.19

A Four-Stage Model of the Behavioral Confirmation Processes

Person A expects person B to be snobbish and aloof. Person A then acts toward person B on the basis of this expectancy. Person B reacts to person A's behavior by responding in a similar manner. Person A then concludes that the initial expectancy was correct.