## EQA

## CHAPTER FOUR

## FIGURE 4.1

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Discounting and Augmenting Effects in Trait Inferences Following Behavior

Participants discounted the causal importance of a trait when a plausible situational cause was present, but augmented the causal importance of a trait when the situation called for behavior that was the opposite of what was expected.

Source: Trafimow and Schneider (1994).



Information about situation provided to participants