

**FIGURE 4.2**

Assumed Attitudes as a Function of Choice and the Position Taken

The left-hand panel shows the predictions one would make based on E. E. Jones and Davis's (1965) correspondent inference theory. The right-hand panel shows the actual data from a study designed to test the theory. The actual data show that people do make use of situational information, but do not do so as much as the theory predicts.

Source: E. E. Jones and Harris (1967).