

**FIGURE 6.12**

Attitudes toward Pardoning Richard Nixon as a Function of Choice and the True Side Effects of a Drug

The data show two effects of interest: First, the drug's effect was stronger in the high-choice condition than in the low-choice condition. Second, within the high-choice condition, participants given a tension-inducing drug showed a lot of attitude change, and participants given a relaxing drug showed relatively little attitude change. These findings provide stronger support for cognitive dissonance theory than for self-perception theory.

Source: J. Cooper, Zanna, and Taves (1978).