

**TABLE 4.10** Cultural Differences in Causal Reasoning

Culture	Tradition	System of Thought	Theory of Behavior	Implications for Causal Inference
Western	Individualistic: Strong beliefs in self-reliance and the power of free will underlie the belief that the individual is the primary agent of behavior.	Analytic: The focus is on classifying the inherent, invariant properties of an object independent of its surrounding context (Aristotelian).	Behavior depends most on the type of person one is.	Focus on dispositions as the cause of behavior leads to a correspondence bias.
East Asian	Collectivistic: Strong beliefs in the importance of maintaining group harmony lead to the belief that behavior is influenced not only by the person but also by situational norms, role requirements, and contextual constraints.	Holistic: The focus is on an object's behavior in a particular context, under the assumption of interdependence (Galilean).	Behavior depends on the interplay between a person's stable dispositions and the properties of the situation.	Attention is given to both dispositions and the relevant features of the situation.