focal fish, but the Japanese participants were more likely than the Americans to mention the context. Later, the Japanese participants showed better memory for contextual information than did the Americans. These findings fit well with other research that has found that, in comparison with Westerners, East Asians seek more information before making a decision (Choi, Dalal, Kim-Prieto, & Park, 2003) and make more use of situational information when explaining behavior (Choi & Nisbett, 1998; Miyamoto & Kitayama, 2002; Norenzayan, Choi, & Nisbett, 2002). Moreover, these differences occur even when cognitive demands are high, suggesting that situational adjustment is a well-learned, automatic process among people from East Asian cultures (Knowles, Morris, Chiu, & Hong, 2001).

Table 4.10 summarizes the research we have reviewed in this section. As you can see, different traditions give rise to different systems of thought, and these modes of thought influence causal inference. As a result, both cultural groups view dispositions as important determinants of behavior, but East Asians give greater weight to contextual, situational factors than do people from Western cultures.

2. Individual Differences in the Correspondence Bias

Table 4.10 shows that the attributions people make depend on their underlying theory of behavior. Although these theories are molded and shaped by culture, individuals

<table>
<thead>
<tr>
<th>Culture</th>
<th>Tradition</th>
<th>System of Thought</th>
<th>Theory of Behavior</th>
<th>Implications for Causal Inference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Western</td>
<td>Individualistic: Strong beliefs in self-reliance and the power of free will underlie the belief that the individual is the primary agent of behavior.</td>
<td>Analytic: The focus is on classifying the inherent, invariant properties of an object independent of its surrounding context (Aristotelian).</td>
<td>Behavior depends most on the type of person one is.</td>
<td>Focus on dispositions as the cause of behavior leads to a correspondence bias.</td>
</tr>
<tr>
<td>East Asian</td>
<td>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.</td>
<td>Holistic: The focus is on an object’s behavior in a particular context, under the assumption of interdependence (Galilean).</td>
<td>Behavior depends on the interplay between a person's stable dispositions and the properties of the situation.</td>
<td>Attention is given to both dispositions and the relevant features of the situation.</td>
</tr>
</tbody>
</table>