

Index

- Actor-observer asymmetries, 4, 79, 113, 125, 142, 162, 173–192, 227–228
for belief reasons vs. desire reasons, 181–183, 191
in how people explain behavior, 125, 142, 161–162, 175–192
classic attribution approach to, 185–186, 188–190, 227
for intentionality judgments, 176–177
in the kinds of behaviors people explain, 76–79, 186
for marked vs. unmarked belief reasons, 183–185, 191
for person vs. situation causes, 188–190
for reasons vs. CHR explanations, 177–180, 190
for traits, 185–188, 191
- Affect. *See* emotion
- Agency. *See* Folk concepts of agency;
Groups, jointly acting
- Agents, 37, 42, 43, 47, 67, 84, 173, 197, 210
group agents (*see* Groups)
- Aggregates. *See* Groups, aggregate
- Ames, Daniel, 22, 35, 47, 112, 129, 193, 194, 197
- Antaki, Charles, 25, 70, 100, 154, 155, 189, 221
- Anthropomorphism, 46, 67
- Apes, 55–59, 61, 258n10
- Astington, Janet W., 38, 42, 45, 49
- Attitudes, 7, 13, 46
toward agent, 162, 169, 183, 174, 210
political, 213–214
- Attribution. *See also* Dimensions of attribution
research, 8, 20–26, 60, 84, 114, 225, 227
theory, 2–4, 5–26, 75, 84, 90, 99–101, 112–113, 115, 155, 156, 171, 225–227, 233
- Audience design, 24, 107–108, 120, 122, 126, 128, 144, 147–148, 154, 170–171, 230, 235
- Autism (autistic), 32, 60, 230–231, 38–42, 257n5
- Baldwin, Dare A., 37, 44, 52
- Baron-Cohen, Simon, 39, 40, 41, 42, 51, 53, 55
- Behavior
difficulty of, 109–110, 121, 125, 126, 158, 229
intentional and unintentional (*see* intentionality)
reading, 56–58
seeing order in behavior stream, 7, 44, 52, 222
trends, 108–109, 121, 134–135, 136, 203–205, 206

- Behavior attributes as determinants of explanation, 121, 124–125, 126, 143, 145, 203. *See also* Behavior difficulty; Behavior trends; Intentionality judgments
- Belief and desire
as components of intentionality, 88–89
as reasons (*see* Reason)
- Blame, 26, 29, 69, 88–90, 121–122, 157, 158, 165, 176
- Brain. *See also* Mirror neurons
size (volume), 54, 55
structures, 33, 145, 230
- Bruner, Jerome S., vii, 30, 42, 65, 123, 181
- Buss, Allan R., 22–23, 61, 83, 90, 113, 263–264n1, ch9
- Campbell, Donald, 195, 197, 200, 263n1, ch8
- Causal history of reason (CHR) explanations, 86, 90–92, 94, 102–109, 110, 112, 114, 115, 116, 117, 119–120, 121–127, 130, 134–136, 143, 145, 156, 158–163, 171, 175, 177–180, 185–188, 189–190, 194, 201–208, 209, 213–214, 216, 217, 218, 220, 249–252. *See also* Reason vs. CHRs
- Causality, 61, 176, 230
encoding causality in language, 148, 149–152, 171
- Causal selection process, 126–144, 224, 228
- Causes. *See also* Person–situation (internal–external) distinction
cause explanations, 84, 87, 100, 111–112, 115, 130–134, 186, 187–188, 220, 232, 239–243, 250
causes vs. reasons, 22, 23, 83, 101, 113, 115, 153
- Cheater detection, 49, 258n8
- Chimpanzees, 48, 57–60, 258n10
- Choice, concept or perception of, 46, 61, 62, 91, 103, 111, 176
- Cognitive processes, 24, 26, 173, 230, 231, 235
in searching for explanations, 117, 126–127, 143–144, 228, 229, 232, 236
in understanding others' minds, 36
- Communication, 1, 49, 50, 51, 70, 74–75, 97–98, 122, 147, 148, 154, 155, 197, 200, 221, 223–224, 234, 257n3. *See also* Explanations, communicative
- Conceptual framework (of mind and behavior), 2, 3, 7, 26–27, 29–36, 41, 42, 47, 59, 62, 72, 85, 112, 117, 155, 171, 173, 175, 189, 196, 206, 219, 222–225, 227–228, 230, 236
- Connectionist networks, 144–145
- Conscious, 34, 34–35, 38, 93, 103–104, 111, 175, 183, 260n3
consciousness, 98–99
- Conversation, 38, 65, 71, 74, 76, 78, 120, 133, 141, 154
conversational processes, 24–26
conversational rules (maxims), 108, 122, 147, 154, 203 (*see also* Grice, H. Paul)
conversation partner, 74, 78, 110, 122, 127, 164, 224
- Cooperation, 49, 50, 54 (*see also* Self-interested)
- Coordination, 48, 50–51, 54, 71–72, 107, 210
- Correspondent inferences, 5, 13, 21
theory of, 12–15, 255
- Covariation
calculation (assessment) of, 20, 30, 68, 128–129, 130–134, 135–136, 137–138, 139, 140, 142, 143, 145, 226–227, 228, 229, 230, 236
model of attribution, 5, 17–19, 84, 225
principles of, 5, 16, 18–19, 149, 151–153, 171

- responding to vs. seeking covariation information, 226–227
- Crime, criminal, 159–160, 210–211
- Culture
 - as content of explanations, 91, 103, 134, 156, 180
 - cultural knowledge, 35, 37, 46, 123, 129, 132, 133, 151, 153, 171, 181
 - cultural processes, 50–51, 55
 - cultural variations, 47, 113, 231, 233, 236
- Deception, 48–50, 57–58
- Depression, 20–21, 232
- Desires, 262n5. *See also* Reason
- Determinants of explanation choices, 121–124, 124–126, 127, 143–144, 177–178, 182, 228. *See also* Behavior attributes; Information resources; Pragmatic goals
- Development
 - of behavior explanations, 60–61, 71, 181, 221, 231
 - of theory of mind, 42–47, 235
- Dimensions of attribution. *See also* Person–situation (internal–external) distinction
 - controllability, 5, 20, 42, 89, 156
 - globality, 20, 233
 - stability, 5, 20, 21, 83, 84, 112, 233, 246
- Diminished capacity, 159–160
- Directedness
 - of actions, agents, 42–43, 44, 52, 53, 59, 64, 94
 - of reasons to their content, 94–95, 96
- Direct recall, 139–140, 142, 144, 145, 180, 228, 230
- Disposition
 - dispositional inferences, 5, 13, 26, 193, 225
 - dispositions as traits, 8, 13, 15, 185, 186, 189
 - disposition–situation dichotomy, 83, 84, 113, 185, 188, 190, 195–196, 227 (*see also* Person–situation (internal–external) distinction)
 - Heider’s concept of, 5, 7–8, 13
- Dissonance, 65, 122, 256
- Dominance hierarchy, 48–49
- Emotions (affect), 20, 39, 44, 52, 53, 54, 70, 80
 - as an agent’s mental states, 35, 44, 46, 47, 50, 52, 67, 132, 222
 - as explained events, 21, 131, 173
 - as explanations, 7, 9, 42, 61, 68, 133, 136, 158
- Empathy, 47, 50, 52, 53, 132, 192
- Enabling factor explanation, 10, 11–12, 83, 84, 86, 90, 91–92, 105, 109–111, 115, 116, 119, 120, 121, 122, 130, 136–138, 143, 158, 185, 202, 228, 252–254, 162n2, ch7
- Entitivity (entitive), 195, 196, 197, 200, 201, 216–217, 215–219, 263n1, ch8
- Equifinality, 47
- Essentialism, psychological, 215–218
- Evolution, 2, 47–60, 64, 68, 71, 221, 231, 235
 - and the “arms race” argument, 48–49
 - cultural, 55
- Excuses, 128, 147, 156, 161, 221, 224
 - abuse excuse, 160, 162
- Executive control, 42, 258n9
- Explanations
 - as cognitive vs. social tool, 1, 26–27, 63, 219, 221–222, 224, 235
 - communicative, 70, 71–72, 74–75, 78, 85, 86, 107, 108, 121–122, 127, 128, 131, 147, 154, 222
 - of what enabled an action (*see* Enabling factor explanations)
 - modes of explanation, 3, 12, 26, 36, 84–85, 86, 90–92, 101, 107, 111, 112–116, 120, 127, 128, 143–144, 145,

- modes of explanation (*cont.*)
 153, 155, 156, 158, 175, 176, 177, 190,
 219, 225, 227, 228, 229, 232, 234, 236
 (see also Reason explanations; Causal
 history of reason explanations; En-
 abling factor explanations; Cause
 explanations)
 of what motivated an action, 92, 115,
 117, 119, 120
 of nonbehaviors (e.g., physical events),
 8, 60, 61, 83, 111, 230, 231, 236 (see
 also Personal vs. impersonal causality)
 private, 3, 70, 71–72, 76–77, 78, 85, 86,
 107, 108, 122, 127, 128, 131, 134, 222
 Explanatory questions, 11, 110, 125, 253
 how was this possible?, 110, 122, 136,
 138, 253
 what for?, 94, 110, 115, 122
 why-questions, 101, 15, 24, 63, 72, 74,
 75, 77, 78, 81, 120, 136, 150, 154,
 202, 203, 258n1
- Familiarity with agent. *See* Information
 resources
- First-person perspective, 35, 98–99. *See*
 also Introspection
- Fodor, Jerry, 31, 258n8
- Folk concepts, 34, 103, 113, 144, 145,
 174, 236
 of agency, 29, 30, 39, 43–44, 47, 197,
 200, 223
 of intentionality, 61, 87–89, 91–92,
 105, 153
- Folk-conceptual theory of explanation,
 4, 85, 112–116, 117, 126, 156, 171,
 175, 201, 219, 225–229, 232, 234,
 235, 236
 three layers of, 85, 148, 219, 228, 231,
 236
- Folk theory of mind and behavior. *See*
 Theory of mind
- Försterling, Friedrich, 5, 19, 68, 128,
 149, 150, 152, 256n9
- Freedom, sense of, 262n8
- Fundamental attribution error, 15
- Gaze, 43, 53, 56, 57
- Gilbert, Daniel T., 5, 10, 14, 15, 21, 26,
 196
- Gilbert, Margaret, 194, 205–206
- Goal
 concept, 14, 22, 43, 44, 52–53, 84,
 114–115
 goal-based theories of explanation, 84,
 114, 263–264n1
- Goldman, Alvin, 34, 52, 129, 141, 223
- Gopnik, Alison, 34, 42, 51, 65, 129, 231
- Gordon, Robert, 34, 41, 52, 102, 129, 141
- Grandin, Temple, 39–41
- Grice, H. Paul, 38, 108, 116, 122, 154,
 203
- Groups, social perception (cognition) of,
 195, 208, 212
 aggregate groups, 124, 198–206, 207,
 208, 209, 217, 263n3
 group agents, 193–194, 198, 199, 202,
 211
 group-individual asymmetry, 201–208,
 228
 group minds, 194, 198, 206
 jointly acting groups, 198–202,
 205–208, 209–211, 213, 216–217,
 263n2, n3
 portraying groups as jointly acting,
 208–212, 214, 217
 using singular nouns to refer to groups,
 198, 211–212
- Hamilton, David, 13, 15, 21, 194, 195,
 196, 197, 200, 216
- Heider, Fritz, 5–12, 13, 16–17, 18, 20,
 23, 30, 47, 61, 70, 73, 83, 84, 90, 112,
 113, 114, 220, 223, 227, 234, 236
- Hilton, Denis J., 10, 15, 21, 24, 73, 84,
 92, 108, 109–110, 114–115, 121, 122,
 129, 136, 154

- Homo* species, 55
Homo erectus, 50, 54–55
Homo sapiens, 33, 53, 54
- Imitation, 41, 42, 44, 45, 49, 51–52, 53, 56, 58, 59
- Impression formation, 15, 26, 196, 208
- Impression management, 27, 40, 70–71, 74, 125, 145, 155, 156, 157–159, 170, 171, 190, 191, 221, 224, 234
- Information resources as determinant of explanations, 85, 106–107, 122–124, 125–126, 143–144, 145, 164, 175, 178, 180, 181, 182, 183, 187–188, 203, 205, 206, 219, 228, 229
- Intention, 9–11, 13, 14–15, 16, 18, 31, 38, 44, 45, 46, 52, 58, 86, 88–89, 91, 92–93, 105, 109–111, 115, 116, 200, 207, 223
- Intentionality
 concept of (*see* Folk concept of intentionality)
 intentional action, 8, 9, 10, 12–13, 16, 17–20, 23, 31, 43–44, 46, 61–62, 83, 84, 91, 94, 96, 102, 111, 116, 119, 138, 179, 181, 190, 197, 202–203, 220, 222–223, 224
 intentional–unintentional distinction (difference), 9, 31, 43–44, 45–46, 61, 75–80, 86–90, 114, 156, 157, 176–177, 188, 194, 201, 225, 234
 judgments of, 45–46, 87–89, 121, 176–177, 224
 unintentional behaviors (events), 8, 16, 17, 19, 21, 83, 84, 86, 87, 89, 91, 100, 111–112, 116, 130, 133, 138, 150, 186, 191, 202, 220, 239
- Internal–external distinction. *See* Person–situation (internal–external) distinction
- Introspection, 35, 42, 46, 47, 52–53
- Joint action, 27, 43, 50, 54, 70, 72, 195, 200
- Joint attention, 41, 43, 53, 59
- Joint intention (decision, goal, plan), 54, 55, 71, 195, 197, 199, 200, 207
- Jointly acting groups. *See* Groups, jointly acting
- Jones, Edward E., 5, 6, 12–15, 20, 21–22, 73, 78, 83, 129, 133, 139, 185, 186–187, 190, 195, 196, 225, 227
- Justifications, 69, 71, 122, 221
 justified reasons, 141, 176
 make agent appear justified, 95, 142, 165, 178, 224, 234–235 (*see also* Rationalizing)
- Kant, Immanuel, 34, 257n1
- Kelley, Harold H., 5–6, 12, 15–19, 20, 22, 25, 83, 128, 130, 149, 151, 185, 225–227
- Knobe, Joshua, 18, 21, 45, 73–79, 81, 87, 88–89, 93, 96, 103, 105, 123, 124, 133, 139, 162, 174, 176, 177, 178, 180, 182, 184–185, 187, 188, 190, 191, 201, 202, 206, 226–228
- Knowledge (structures), 34–36, 64, 84, 129, 131–145, 153, 174, 180, 215, 218, 226, 228. *See also* cultural knowledge about agent (*see* Information resources) gap, 73, 117, 154, 221, 230
- Language, 2, 38, 40, 49, 54, 55, 60, 61, 64, 68, 70, 71, 80, 85, 99, 100, 117, 147–148, 168, 170, 171, 183, 215, 219, 222, 231
- Legal context, 159–160, 210. *See also* Crime
- Lickel, Brian, 194, 197, 200, 201
- Linguistic surface of explanations, 12, 25, 100–101, 153, 189, 226
- Marriage, study of, 233
- McClure, John, 10, 22, 84–90, 92, 109, 110, 114, 121, 122, 136, 154, 263–264n1, ch9

- Meaning, 1–4, 8, 26, 27, 38, 39, 40, 47, 51, 52, 63, 64–68, 69, 70, 71, 72, 74, 78, 81, 85, 86, 116, 155, 208, 219–222, 224, 225, 227, 234, 235
- Measurement of behavior explanations
 free-response coding, 95, 101, 189, 204, 206, 226, 239–254, 256n10
 rating scales, 189, 226
- Medicine, 66–67, 233
- Mele, Alfred N., 88, 89, 90, 93, 264n2
- Meltzoff, Andrew N., 34, 42, 44, 51, 52, 223
- Mental illness, 67, 215
- Mental state markers, 96–99, 100–101, 117, 122, 125–126, 138, 156, 164, 166–171, 175, 183–185, 189, 190–191, 202, 226, 227, 228, 244
 to embrace vs. distance oneself from agent's reason, 85, 122, 167–170, 183–184
- Mental states. *See also* Verbs of mental states
 conceptualizing, 23, 31–33, 42, 45, 53, 55, 93, 110, 197, 223
 explaining by reference to, 60–61, 93–94, 96, 100, 106, 108, 123–124, 180, 181, 191, 194, 222–223, 231
 inferring or ascribing, 34–36, 39, 41, 46–47, 48–52, 56–59, 76–77, 98–99, 141, 193–194, 198, 206, 223, 231, 234
 talking about, 41–42, 86, 166, 183, 193
- Mirror neurons, 58
- Monson, Thomas C., 24, 99, 100, 189
- Morality (moral), 9, 21, 22, 158, 177
- Moravcsik, Julius, 64, 66, 220
- Moses, Louis J., 29, 42, 45, 90, 201
- Motives
 as explanations, 7–8, 10–11, 12–13, 15, 18, 22, 23, 83–84, 92, 94, 104, 109–110, 115, 117, 119, 120, 122, 123, 156, 158, 169, 181
 for explanations, 63–81
 motivational influences on explanations, 176, 178, 184, 234, 235
- Negative events (behaviors), explaining, 20, 65, 70, 73, 81, 89, 95, 122, 142, 156, 157, 158, 161–163, 165, 176, 188, 224
- Neural structures and mechanisms. *See* Brain
- Nisbett, Richard E., 25, 69, 185–187, 189, 190, 196, 226, 227
- Observability of explained events, 46–47, 75–80, 124, 150–153, 171, 186
- Outcome attributions, 5, 9–12, 16, 19, 20–21, 89, 138, 225, 233
- Paranoia, 232, 235
- Parents (parental), 49, 50, 55, 86, 234
- Perner, Josef, 30, 37, 42, 45 49
- Personality traits. *See* Traits
- Personal vs. impersonal causality, 7–9, 12, 16, 83, 113
- Person perception, 6, 7, 8, 13
- Person–situation (internal–external) distinction, 3–4, 5, 8–9, 10, 12, 17, 19, 23, 25, 26, 30, 96, 99–101, 103, 112–114, 156, 164, 185, 188–190, 225–226, 233, 256
- Perspective. *See* Actor–observer asymmetry
- Perspective taking, 45, 47, 170, 181, 192
- Placebo effect, 66
- Political orientation. *See* Attitudes, political
- Politics, international, 235
- Povinelli, Daniel, 55–59, 61
- Power (social), 1, 32, 75
- Pragmatic goals as determinant of explanations, 106–107, 121–122, 124–125, 126, 141, 143, 145, 174, 175, 178, 181–182, 183, 219, 228, 229, 234

- Prediction (social), 31, 33, 34, 35, 52, 68–69, 73–74, 81, 90, 221, 222
- Projection (social), 34, 36, 129, 134, 141, 142, 143–144, 260n7. *See also* Simulation
- Propaganda, 4, 195, 209–212, 215, 217
- Psychoanalysts, 108
- Psychotherapy, 66
- Rationality
 assumption of, 93, 99, 102, 103, 111, 138, 244
 in intentional action, 20, 61, 87, 105, 111, 115, 162, 163, 206
 self-presentation of, 95, 122, 163, 164, 165, 170, 178, 180, 182, 191, 224
- Rationalization, 65, 139, 141–142, 144, 145, 224
- Reason
 belief as, 14, 85, 94–95, 99, 100–101, 106, 114, 122, 123, 164–166, 167–168, 170, 171, 181–182, 183–185, 189–190, 191, 214, 229, 236, 245
 vs. CHRs, 103, 125, 177–180, 201–202, 204
 concept, 22, 259(n3)
 content, 92, 93, 96, 97, 100–101, 103, 126, 127, 138, 156, 164, 167, 169, 183, 189, 191, 224, 246
 as default explanation mode, 106, 123, 158, 202
 desire as, 94, 98, 101, 114, 116, 122, 123, 143–144, 164–165, 166–170, 181–182, 183, 191, 202, 211, 220, 229, 232, 245, 261n9
 explanation, 11–12, 14, 20, 21, 22–23, 62, 84, 86, 90–93, 94, 96, 97–98, 99–101, 102, 104–105, 106, 109, 113–115, 119, 124, 127, 134, 142, 143–144, 153, 156, 157, 163, 164–165, 169, 190, 198, 202, 204, 209, 213, 214, 215, 216, 218, 223, 224–225, 228, 243–249
 type, 93, 95, 97, 100, 101, 117, 164–166, 182, 190, 245
 valuing as, 94, 95, 97, 114, 119, 120, 127, 164, 175, 223, 245
- Regression, statistical, 69, 125, 260n5
- Relationships (close), 4, 32, 66, 73, 191, 233–234
- Responsibility, 2, 6, 26, 89, 159–162, 193, 233
- Role taking. *See* Perspective taking
- Rosenthal, David M., 98–99, 167, 183
- Ross, Lee, 15, 21, 25, 35, 69, 99–101, 133, 189, 196
- Salience, 186
- Schizophrenia, 232
- Selecting specific explanations. *See* Causal selection process
- Self-consciousness, 2, 46, 52. *See also* Introspection
- “Other = self” assumption, 34, 44, 223
- Self-interested (selfish), 48–49, 107, 163–164, 165, 166, 170
- Self-presentation. *See* Impression management
- Self-regulation, 46, 48, 68–69, 81
- Self-serving, 161–162, 227
- Sherman, Steven J., 194–197, 200, 216
- Simulation, 34–36, 41, 47, 52, 55, 65, 69, 129, 132–145, 174, 219, 226, 228, 229, 230, 231. *See also* Projection
- Social categories, 200, 201, 215–217
- Social cognition, 1–2, 9, 26, 32, 34, 35, 48, 59–60, 68, 72, 81, 145, 193, 197, 201, 208, 221, 223, 237, 257n1
- Social interaction, 1, 2, 26, 27, 39–40, 47–48, 49, 51, 63, 79–80, 81, 86, 148, 171, 208
 managing ongoing interaction, 3, 27, 50, 63, 69–71, 74, 78–79, 81, 85, 219–222, 227, 235
- Socially undesirable events. *See* Explaining negative events

- Stereotypes, 15, 31, 32, 47, 195, 204, 212–218
- Subjectivity
assumption of, 92–93, 98, 99, 102, 103, 111, 138, 190, 223, 244
in reasons, 18, 20, 97, 107, 108, 115, 158, 162, 163, 166, 169, 184, 190
- Teaching, 49, 50, 51, 53–55, 59, 234
- Theory of mind (folk theory of mind and behavior), 3–4, 26, 29–62, 67, 72, 75, 86, 90, 96, 173, 174, 190, 194, 206, 222–225, 230–231, 232, 234, 235, 236, 257n1, 258n9
precursors to, 41, 48, 51–53, 55, 58–59
“theory” status of, 33–36
- Trait inferences, 2, 6, 12–13, 20, 21–22, 26, 195, 225, 232, 256
- Unintentional behavior. *See* Behavior, unintentional
- Values, 47, 213, 224, 245, 259n2, ch4
- Valuings. *See* Reason
- Verbs
of interpersonal events, 15, 80, 148–153, 171, 261n1, ch6
of mental states, 97, 127, 166, 168–169, 183
- Weiner, Bernard, 5, 11, 20, 26, 65, 73, 83, 89, 112, 138, 156, 157, 215, 227
- Wellman, Henry, 30, 34, 37, 42–47, 52, 60, 61, 86, 94, 129, 166, 181, 215, 221, 257n2
- Yzerbyt, Vincent, 15, 197, 212, 214–216