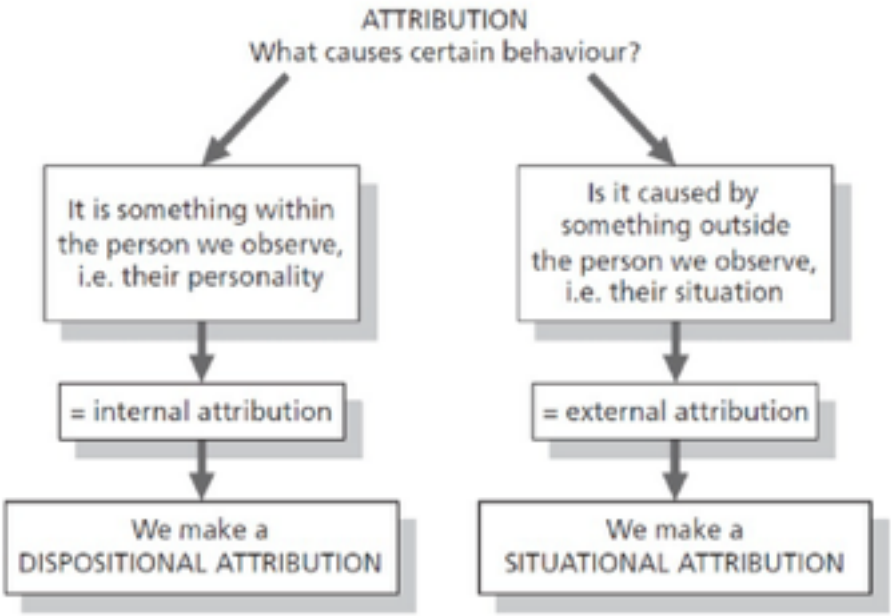
Behavior



Principle	External attribution	Internal attribution	Example
Consensus	**High.** If someone behaves in a way that most other people would, we make a situational (external) attribution.	**Low.** Behaviour that is different to everyone else leads to dispositional (personality) attributions.	Someone laughing at an animal cruelty video. Not many others (if any) would also laugh, so we'd think they have a mean/evil personality.
Consistency	**Low.** If someone behaves differently to how they normally do, we expect something external has caused the behaviour.	**High.** If someone always behaves this way, it's likely because of his or her personality.	A happy person acts sad one day; we'd wonder what has happened to cause the sadness. If someone is always sad, we'd assume they're just a miserable person by nature.
Distinctiveness	**High.** If their behaviour is a "one off", or they act differently in other situations, we attribute to external causes.	**Low.** If someone behaves like this in every situation, we conclude it's due to personality.	If someone is rude to just one person, we conclude that the person is a bad influence. If they're rude to everyone they meet, we deem them as an impolite person.

„I am behaving like this, because the situation is how it is“

„You behave like this, because you are like this“