

## **General trust and social perception:**

### **Differences in sensitivity to information about others' disposition in two cultures**

Keiko Ishii

#### **Abstract**

Two studies were conducted to address hypothesis that people who are high in general trust are more sensitive than people who are low in general trust to information about others' disposition. Study 1 examined to what extent high and low trusters endorse lay theories of dispositionism and situationism, and demonstrated that high Japanese trusters are more relative dispositionists than low Japanese trusters. Study 2, compared both Japanese and US participants, and showed that regardless of cultures, 1) high trusters were more likely to endorse dispositionism than low trusters, 2) the extent of dispositional inference for a behavior conducted by a target person predicted expectation for the (especially desirable) person's behavior, and 3) the expectation for fair or altruistic behavior by the person predicted the behavior to trust him/her. (128 words)

Keywords: General trust; Dispositionism; Japan; The United States