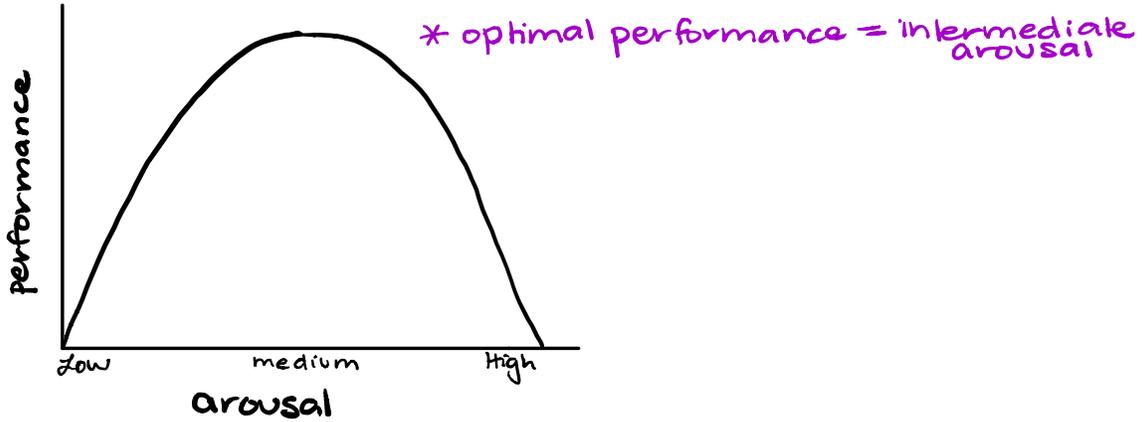


# SOCIOLOGY

Social Facilitation:  
 a task one already knows how to perform  
 a task one is new to or unfamiliar with

Performance  
 Simple tasks: better  
 Complex tasks: worse  
 in front of others.

## Yerkes - Dodson Law of Social Facilitation



**A**



\* Self-conscious about their intellect  
 \* performance anxiety

**B**

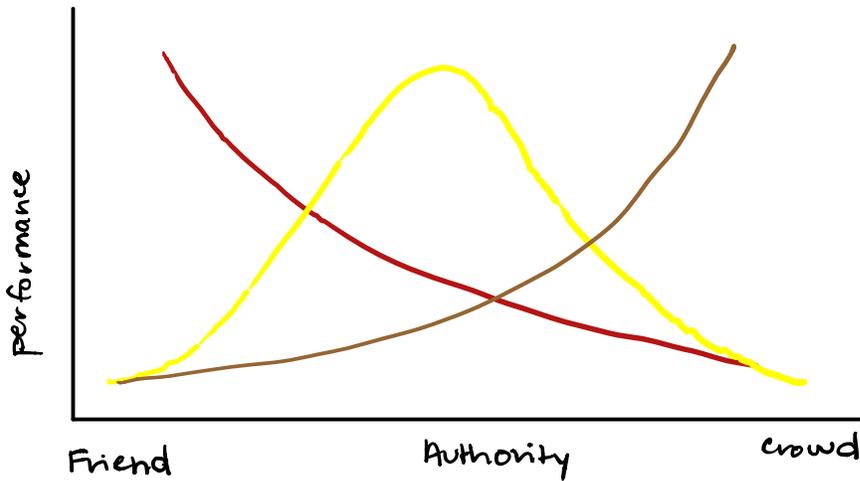


\* positive self-image  
 \* prefers not to perform in front of others

**C**



\* loves attention  
 \* thrives under pressure



**Deindividuation**: "mob mentality" or the loss of one's morals and beliefs in the presence of a larger group.

**The bystander effect**: A large group of people are likely to stand up in a situation because they place responsibility on someone else to help.

**Social loafing**: people put less effort into a task when a group is involved because others also are engaging in completing the task.



### Group Decision Making

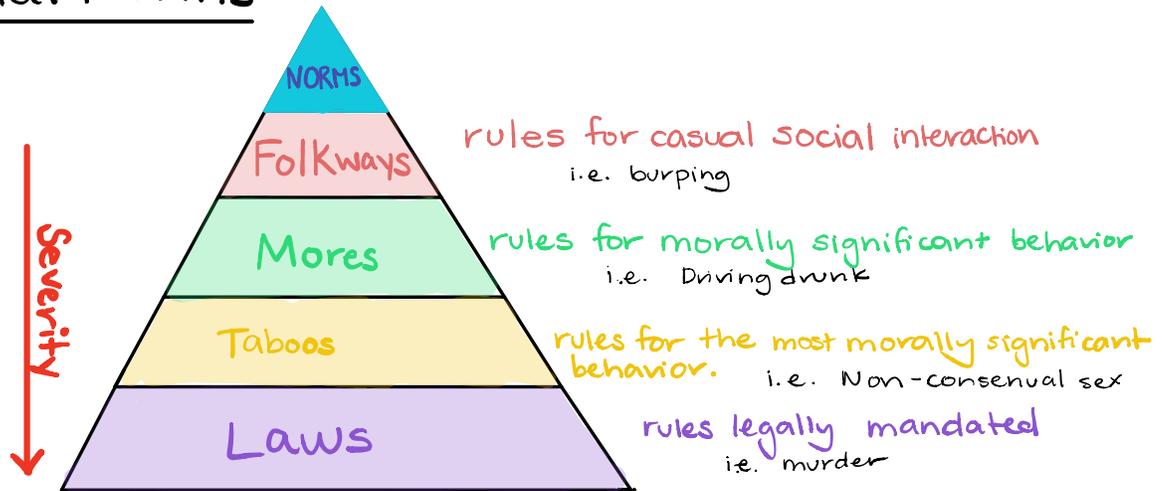
**Group Polarization** → a group makes more extreme decisions

**Group think** → increased likelihood to make incorrect decisions in a group to avoid conflict

### Irving Janis' 8 Symptoms

1. **Involulnerability illusion**: not a lot to lose
2. **Morality illusion**: you're making a good choice
3. **Rationalization**: attempt to find ways to make the answer right!
4. **Stereotyping**: view out-group as biased/wrong
5. **Self-censorship**: holding back concerns
6. **Unanimity illusion**: belief you're all united
7. **Pressure to conform**: hard to stand alone
8. **Mindguards**: shield dissenting information

# Social Norms



Anomie: breakdown of social norms

↳ lack of individual purpose b/c goals or ideals are unclear

**Q:** During the Great Depression, 1/4 of Americans were unemployed. With this came many Americans who reported feeling disconnected from society and their friends. Given this information, sociologist Emile Durkheim would argue that crime rates increased in this time period due to:

- increased rates of depression among adults and children.
- The social condition known as anomie
- an increase in social norms adopted during that era.
- A lack of food (basic needs.)

**A:** During the Great Depression, 1/4 of Americans were unemployed. With this came many Americans who reported feeling disconnected from society and their friends. Given this information, sociologist Emile Durkheim would argue that crime rates increased in this time period due to:

- increased rates of depression among adults and children.
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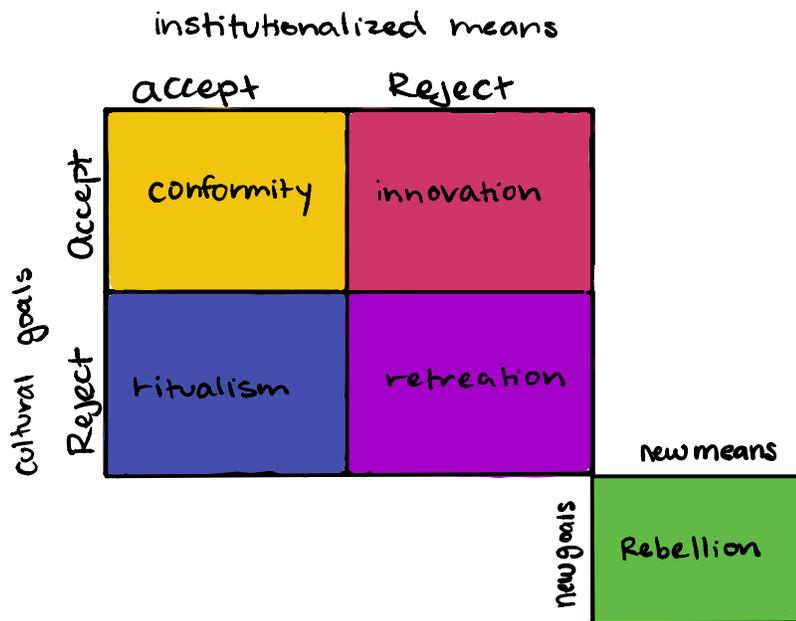
Anomie is a condition of normlessness (lack of social norms) that can occur when an individual loses their connection with society and feel that they do not belong.

## Deviance according to...

**Functional Theory:** Deviance isn't negative and its necessary for social order. It helps clarify the boundaries of social norms.  
everyone has a place in society

**Differential Association Theory:** Individuals learn the values, attitudes, and techniques of deviant behavior through others  
especially criminal behavior

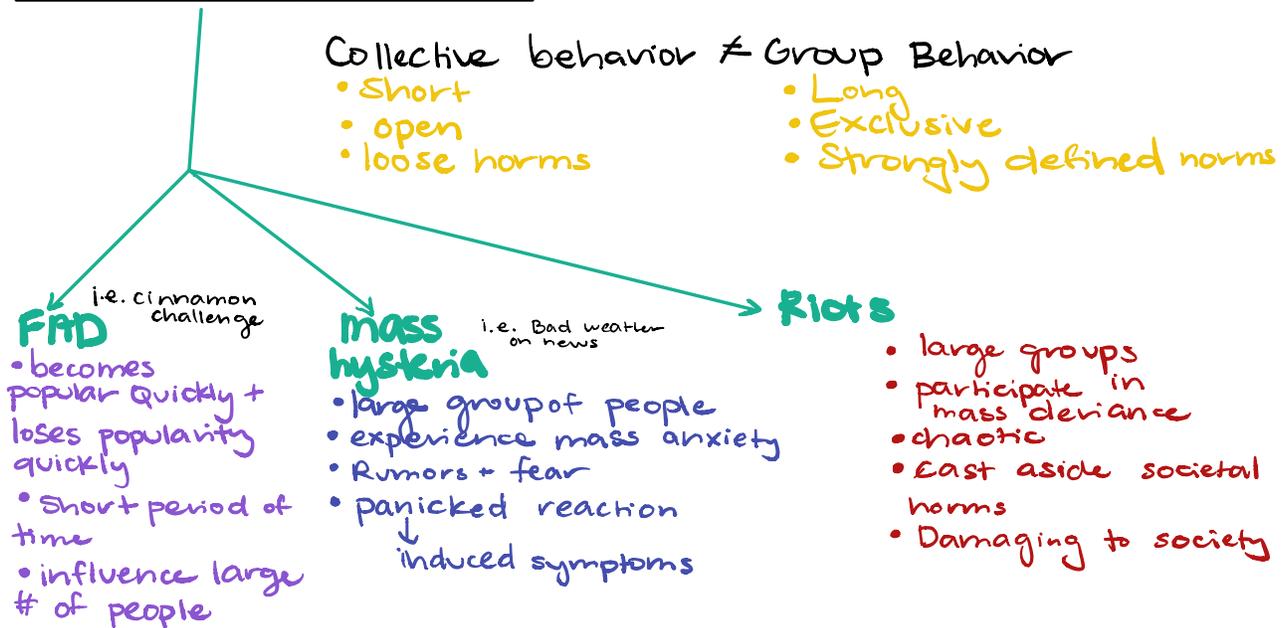
**Strain Theory:** Society promotes deviant behavior



**Labeling Theory:** Deviance is relative because it matters how others respond rather than what you do.

What happens when behavior cannot be attributed to norms or deviance?

## Collective Behavior



Socialization → lifelong process of learning habits, norms, and beliefs of society.

1° socialization: family groups (parents, siblings, spouse)

2° socialization: peers, teachers, media, religion



a young mom buys her baby a rocking chair because she remembers her mother rocking her baby brother every night. = 1° socialization



When you live with a roommate who always went to the gym and seemed much happier after. You decide to start going as well. = 2° socialization

## • Agents of Socialization •

→ play a definite role in socialization

- Family
- Mass Media
- Peers
- Workplace
- Religion
- School (Hidden curriculum — i.e. walking in a line to the lunch room)
- Government

## Social Thinking

Attribution → attributing others behavior to specific causes — often very inaccurate.



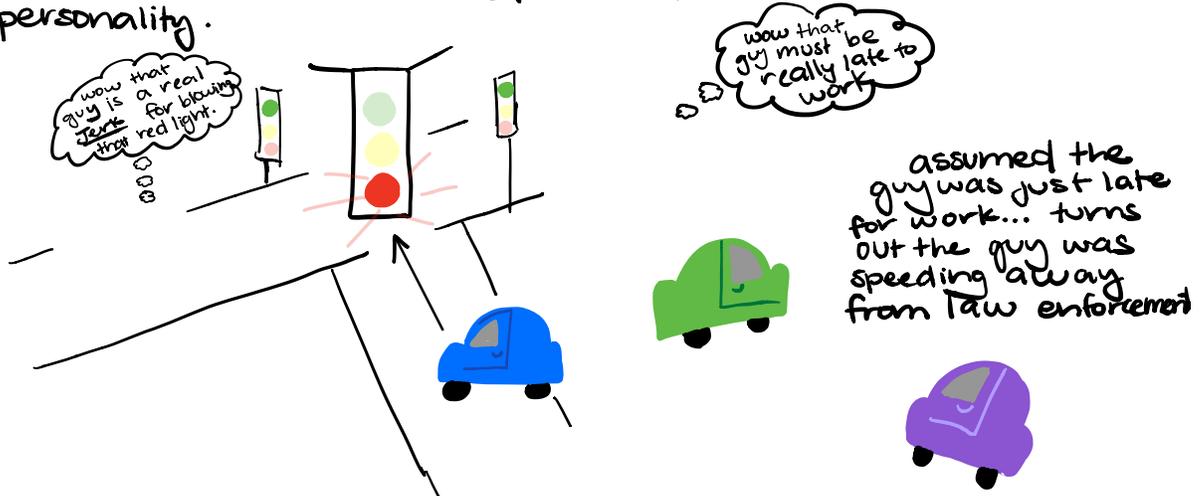


P.S. Don't Judge!!

\* Dispositional vs. Situational attributions \* :

↓  
Behavior as (internal) a function of personality.

↓  
Behavior as a function of situation. (external)



\* Fundamental attribution error:

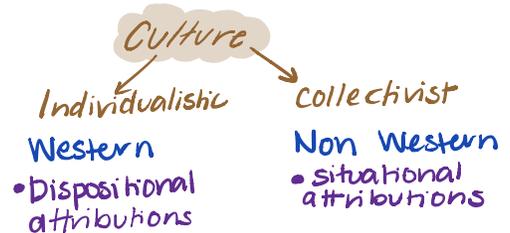
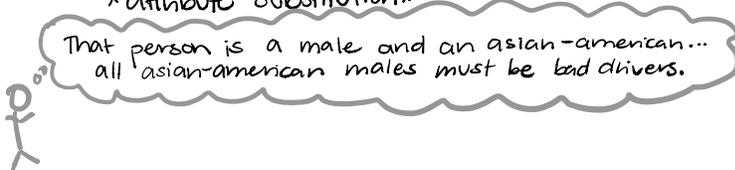
↳ dispositional attribution more likely for undesirable behavior.

\* Attribute substitution:

↳ simplify a complex mental task or judgement

• why is this person a bad driver?

\* attribute substitution \*



**Confirmation Bias**: Only seeing situations as applicable if they fit an already existing bias.

**Self-serving Bias**: attributing all good outcomes to your own greatness, all bad outcomes to another.

**Primacy Effect**: Remembering things that occurred first better.

**Recency Effect**: Remembering better more recent events

**Just world hypothesis**: Belief that people get what they deserve. karma.

**The Halo Effect**: positive approval generates more positive approval even when it is inferior

**Stereotyping**: overgeneralized beliefs about a group.

**Reliance on Central Traits**: perception of others are affected by focusing on their characteristics that are of interest to us.

## Prejudice

	Power	Prestige	Class
igh	Positive prejudice	positive prejudice	positive prejudice
ow	negative prejudice	negative prejudice	negative prejudice

majority tend to have more stereotypical views of minorities.  
\*exacerbated by emotion

\*cognition: what a person actually thinks about the target of prejudice vs emotions or behaviors.

**Ethnocentrism:** Judgement of culture based solely on ones own cultural values.  
(more close-minded)

opposites

**Cultural Relativism:** understanding a culture through their cultures values and beliefs.  
(more open-minded)

Q:

A student has prepared for the MCAT for months and feels very prepared. She even scored a 510 on her last practice! However, her professor continually tells her she is not prepared and she needs to wait a year. This doubt causes her a lot of stress and her study productivity decreases significantly. By her test date she is so overwhelmed and stressed, she ends up scoring a 497. Her professor finds out her score and says "I told you so!" Which of the following most correctly describes the situation process?

- a. The Halo Effect
- b. Confirmation Bias
- c. Self-fulfilling Prophecy
- d. Stereotype Traits

A:

A student has prepared for the MCAT for months and feels very prepared. She even scored a 510 on her last practice! However, her professor continually tells her she is not prepared and she needs to wait a year. This doubt causes her a lot of stress and her study productivity decreases significantly. By her test date she is so overwhelmed and stressed, she ends up scoring a 497. Her professor finds out her score and says "I told you so!" Which of the following most correctly describes the situation process?

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- d. Stereotype Traits

a false belief which elicits behavior that match the belief... eventually causing what was originally false to be true.

## Social Interaction

Achieved > Ascribed Status

**Role Conflict:** conflict between multiple roles.  
ie: I can't make my husband dinner because I'm at work. Conflict between my role as a wife + a doctor. (2+ statuses)

**Role Strain:** difficulty with a role  
ie: a professor likes one student more than another + wants to bump their grade but that's unfair to other students. (1 status)

**Role exit:** disengaging from social roles  
ie: a nun leaves her monastery for love.

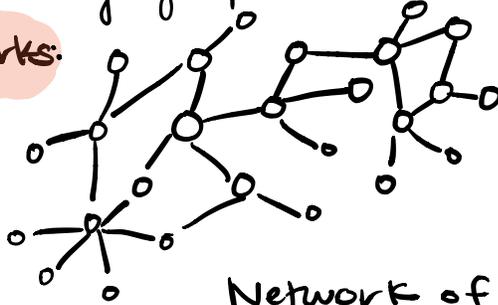
**Group Size:** Dyad = smallest group. Most emotional + unstable  
(2)



Triad = Disputes mediated by third member  
(3)

Large group = ↑ size = ↑ stability + longevity = ↓ loyalty

**Networks:**



Network of people who know each other. Center figures are more connected.

**Bureaucracy**

**Weber + Parkinson**

- Formal Hierarchical Structure
- Management by rules
- Organization by functional specialty
- "up" or "in" focused mission
- Purposely impersonal
- Employment based on technical qualifications
- # staff always increasing

Parkinson  
1951

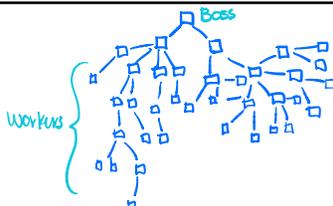


**McDonaldization:** Fast food organization applied to bureaucracy

↳ Standardization of management  
(even when nonsense) to achieve consistency + efficiency

**I**

**Iron Law of Oligarchy:** Large organization is run by a few individuals and they control a lot of workers.



## Theories of Emotional Expression

**Basic Model [Darwin]:** Emotional Expression is Universal and constant across cultures.

**Appraisal Model:** - Biologically programmed emotional response  
- Cognitive appraisals = emotional response.

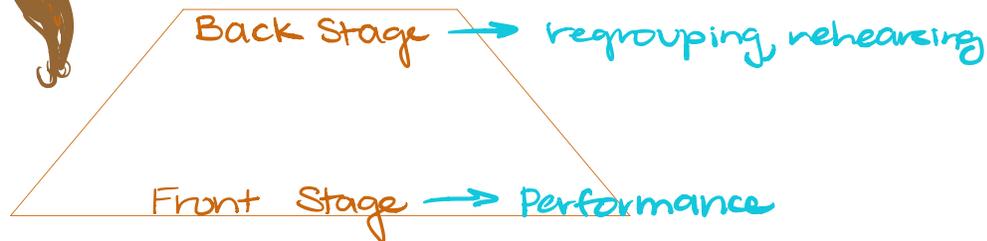
**Psychological Construction Model:** Emotion may be universal but also takes in previous experience, mood, and language.

**Social Construction Model:** Emotional responses are not biologically predetermined all emotional expression is based entirely on experience and context.



**Impression Management**

↓  
Presenting ones self by shaping, manipulating, and managing how others perceive them.



**Language: Verbal**

↳ including Braille, sign-language, reading

**Eye contact, Gestures, Body Language: Non-Verbal**

↳ including tone of voice.

**Hypothalamus (limbic system - amygdala): aggression**

**Altruism**



a group or individual behavior that benefits another at its own expense.

\*\*\*may be selfish\*\*\*

# Game Theory



Social groups = a game w/ winners + players + prizes. Assumes that individuals make their decisions based on the goal of winning...

## The prisoners dilemma

a "game" where two individuals do not cooperate even if doing so would benefit them both.



## The Hawk-Dove Game

a situation where individuals compete for resources based on different strategies.

**Hawk**: aggressive competition when the hawk fights until he wins or gets injured.

**Dove**: run from actual conflict and share resource if no aggression.

### Outcomes

H+H = win resource  
1/2 time

H+D = H wins

D+H = H wins

D+D = shared resource

• Zero-Sum Game	one's gain is balanced by others losses
• Non-Zero Sum Game	one's gain is not balanced by others losses
• Simultaneous Move Game	players act at the same time or in a way that is hidden from other players
• Sequential Move Game	moves made in sequence
• One Shot Game	game played a single time (no deviation from strategy)

# 5 mechanisms for choosing a Mate

- Direct Phenotypic Benefits
  - height
  - looks
  - strength
  - can provide more food/safety
- Sensory Bias
  - color
  - scent
  - sound
- Fisherian Run-way hypothesis
  - genetic link between display of a male + female preference for that display.
  - females more likely to pick that trait and have sons with the trait and daughters who prefer it as well.
  - positive feedback loop. (ie peacock tail)
- Indicator traits
  - a trait in one sex has a selective disadvantage.
  - can succeed even with this handicapping trait.
  - females use these traits to measure quality of mates.
  - "I can still win this male competition with one foot"
- Genetic Compatibility
  - fewer similar immune system genes
  - Heterozygosity of offspring

Prejudice = attitude

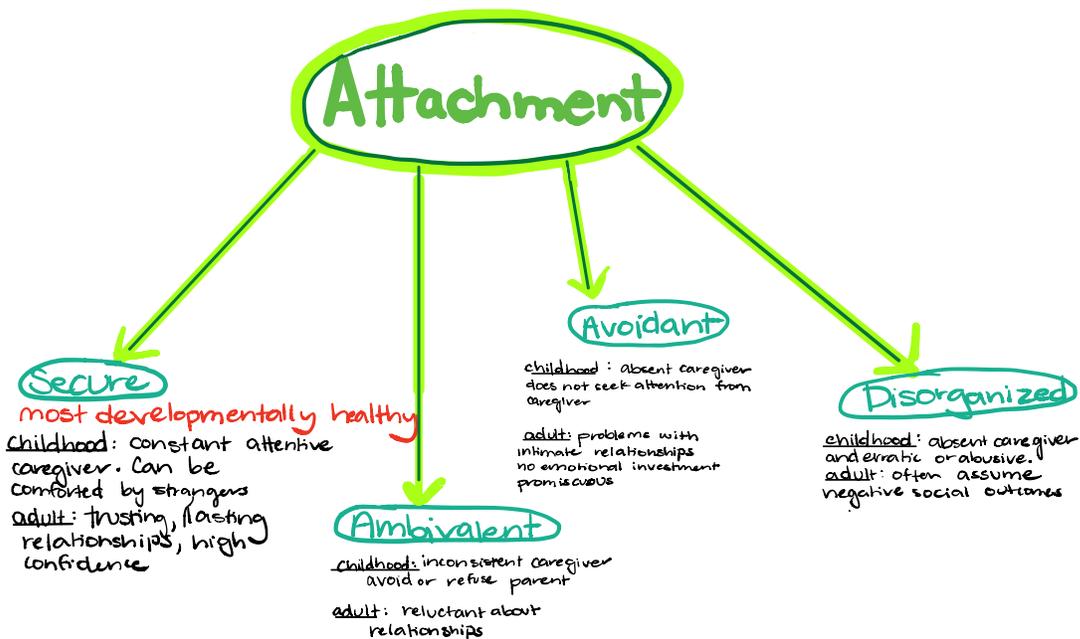
Discrimination = behavior

Individual = minor (one on one)

Institutional discrimination = widespread (policy)

Feminist theory = area of study

Feminism = movement



Two people are getting a divorce and they despise seeing each other, they do not want to be in the same room, and they really do not care who gets what in the settlement. They are very stubborn though and when meeting with the divorce lawyer they make it very difficult to divide the affairs and what should have been just one meeting ends up being 7 meetings each lasting several hours. If they had both cooperated they would have both benefited. What theory (Game) is this consistent with?

- a. The Prisoners Dilemma
- b. The Hawk-Dove Game

Game Theory

• Zero-Sum Game	one's gain is balanced by others' losses
• Non-Zero Sum Game	one's gain is not balanced by others' losses
• Simultaneous Move Game	players act at the same time, or in a hand that is hidden from other players
• Sequential Move Game	moves made in sequence
• One Shot Game	players played a single time (no retaliation from strategy)

## Answer

- a. The Prisoners Dilemma
- b. The Hawk-Dove Game

# Macro Sociology

Large groups & social institutions

## functionalism

how institutions of society make minor changes to find a stable balance in society

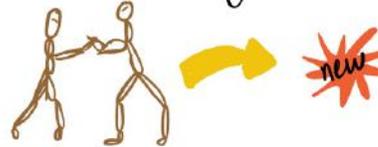


ex: with a boom in online retailers such as amazon, local stores do just the bare minimum to keep attracting customers.

(the family falls under this theory) →

## conflict theory

how institutional conflict can synthesize a new society: conflict creating a new society.



ex: when workers boycott for more pay and employers comply if they reorganize tasks.

## social constructionism

Not a focus on how society changes but instead how society is constructed. This is done by society agreeing to place intrinsic value on something that it doesn't actually have.



ex: money has value because we've agreed to value it. We construct the world around us.

## Rational Choice Theory

"everything that people do is fundamentally rational"

- Driven by desire and personal goals

weighing of costs and benefits

### Assumptions

#### 1. Completeness

option A > option B > option C

#### 2. Transitivity

if above is true then A > C

#### 3. Independence of irrelevant alternatives.

↳ D doesn't change the order of A > B > C

## Exchange Theory

The behavior of an individual in an interaction can be figured out by comparing the rewards and punishments.

The more often a reward is available, the less value it has

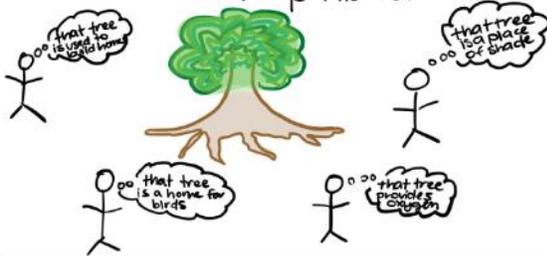
1. People seek to maximize profits  
↑ rewards ↓ punishments
2. Behavior resulting in reward is likely to be repeated.
3. Human fulfillment comes from others

# Micro Sociology

small groups  
individuals

## Symbolic Interactionism

We interact with the world to give it meaning. How we interact with the world is based on our past experiences and own opinions.



George H. Mead

"I" & "Me"

the active, spontaneous, autonomous self.

The socialized sense of self derived by others

## Social Institutions

### Education



- Hidden curriculum: what is learned in school that is not part of publicized curriculum.
- Teacher expectancy: how a teachers expectations affect what a child learns.
- Segregation: how students are divided into classes or groups based on race, SES, gender, etc.
- Stratification: separation of students into education with unequal difficulty.



### family

- kinship: 1° kin: origin mother, father, sister, brother  
procreation husband, wife, son, daughter
- 2° kin: primary kin of ego's primary kin.  
ie: sons wife
- 3° kin: primary kin of secondary kin  
ie: niece
- nuclear family → diverse family  
mother + father  
↓ in frequency  
single parents  
same sex parents  
↑ in frequency
- Divorce: ↑ in frequency
- Family violence: child abuse, elder abuse, spousal abuse



# Religion

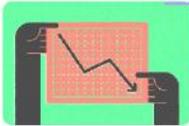
- Religion: formal beliefs and doctrine associated with a church
- Religiosity: Any guiding belief or behavior (think of spirituality). Informal.
- Churches: attempts to be universally appealing
- Sects: not universally appealing
- Cults: deviant

\* Modernization: moving away from traditional agrarian society to secularism.

\* Secularization: moving to a non-religious secular institution norm.

\* Fundamentalism: strive to preserve tradition (directed against modernization.) can be extreme.

# Government & Economy



- Power: ability to obtain ones goals even in the face of opposition.
- Authority: legitimate, approved use of power by a leader
  - Force/coercion/tyranny → • Power without consent  
• Low legitimacy
  - Authority dependent (democracy) → • Power with consent  
• High legitimacy

<u>Capitalism</u> Private ownership	<u>Socialism</u> collective ownership	<u>Monarchy</u> Royalty rule	<u>Democracy</u> power given to people	<u>Plutocracy</u> wealthy rule
<u>Oligarchy</u> Elite maintain control	<u>Totalitarianism</u> extreme authoritarianism	<u>Authoritarianism</u> No freedom of speech	<u>Egalitarianism</u> Equality for all and of all	

Division of labor: social tasks to be completed in society  
Usually based on specialization or training.

↳ Emile Durkheim: Division of labor is beneficial for society and establishes moral order in society

↳ Structural Functionalism

# Health & Medicine

Medicalization: "all human illnesses have a medical cause and solution!"

Medical model  
of  
Disability

- \* Sees illness as the problem
- \* Focuses on diagnosis and treatment
- \* Often overtreats

Social Model  
of  
Disability

- \* Sees structures of society and how they work together
- \* Focuses on prevention
- \* more beneficial to all

The sick role: Sick persons have a unique societal role... are considered "deviant" as they aren't productive

Rights: exempt from societal expectations not responsible or to be blamed

Obligations: get well ASAP, comply with medical professionals

The illness experience: How individuals define and adapt to perceived lack of good health.

Illness: a person's subjective experience of a health problem

Disease: Scientific definition based on signs + symptoms

Incidence → # of new cases

morbidity: illness

Prevalence → # of total cases

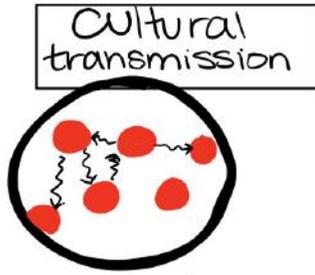
mortality: death

## Culture

- Beliefs → Religion / Politics
- Language
- Rituals → Ceremonies / Rights of passage
- Symbols → Flags / Emblems
- Values → individualism / Patriotism

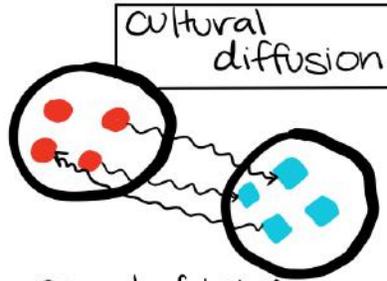
Material → artifacts / Stuff  
Symbolic → ideas / beliefs

melting pot  
↓  
everyone becomes alike



people within a group pass on information within the group

ex: primary class



Spread of beliefs from one group to another

ex: missionaries

## Cultural values ↔ Mass Media

influences what media presents

influences cultural values

cultural change most directly drives evolution

### The Life Course

a theoretical approach to studying human experience  
\* considers entire lifetime as a whole.

**Transient**: significant or discrete change in one's life.  
↳ graduation!

**Trajectory**: a stable, long-term sequence of linked events.  
↳ parenthood.

**Construct**: developed / created / invented  
NOT observable or measurable

Racialization = identifying a person to a racial group that they don't belong to



Racial Formation: construction of racial categories.

**Race**: Biological

**Ethnic**: Cultural Heritage

# Demographic Shifts and Social Change

## Theories of Demographic Change:

**Malthusian Theory**: the idea that people would produce before the planet could sustain them  
→ **overpopulation**

**fertility rate**: Average Number of children born to each woman in a given population  
**mortality rate**: Number of deaths per unit time.

**total**: babies in a lifetime per woman

**crude**: live births per 1000 in 1 year for a population

**age-specific**: births per 1000 of fertile-aged women

## Demographic Transition:

**Stage 1**: Pre-industrial society

- High Fertility
- High Mortality

**Stage 2**: Still pre-industrial

- Decreasing Mortality (sanitation, nutrition)

**Stage 3**: Agricultural to industrial shift

- Decreasing Fertility (contraception)

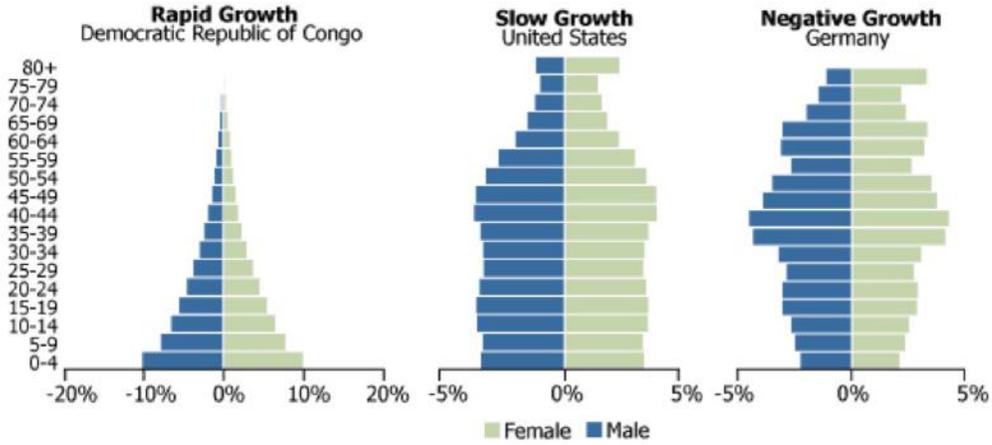
**Stage 4**: Industrial society

- Low fertility
- Low mortality

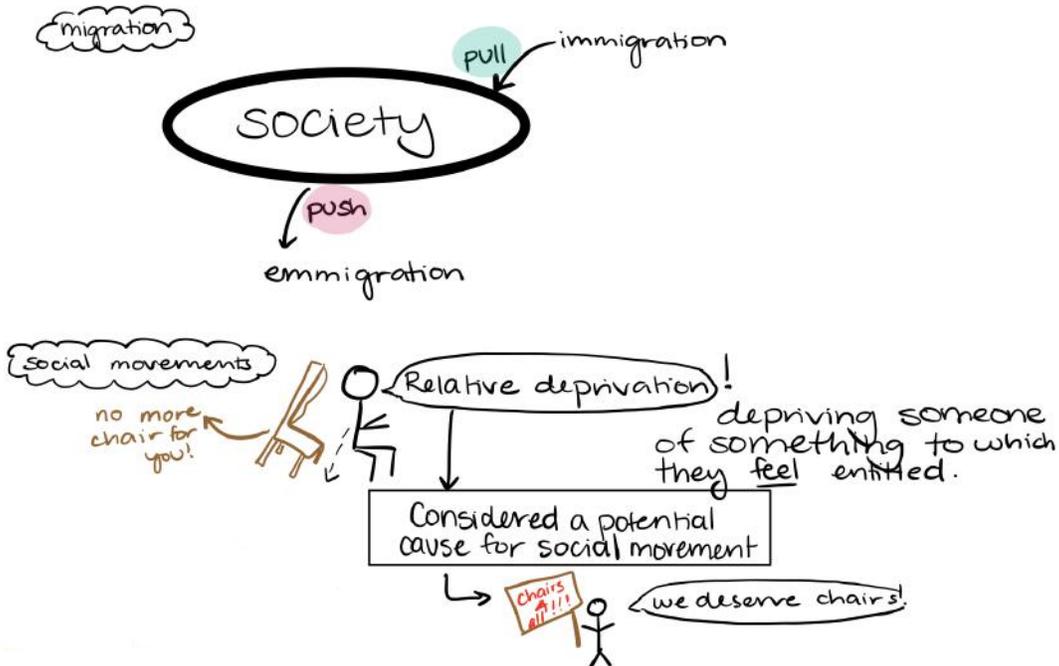
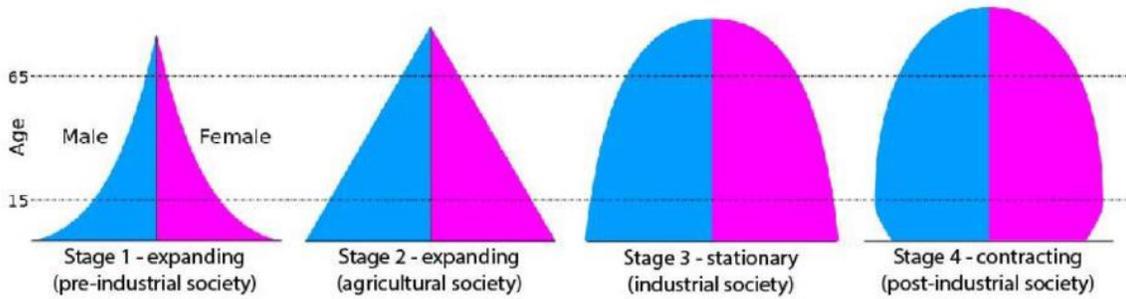
↑ Population growth = ↓ industrialization = ↓ modernization

& vice versa

Three patterns of population change include:



population pyramids below:



## Loose organization

little or no organization  
with unofficial leaders

## Social movement organizations (SMO's)

formal organizations (non-profits)  
that constitute a subcomponent  
of a movement

## globalization

# unified global economy

3 major theories / perspectives

**Hyperglobalization Perspective:** globalization is a new global epoch... national boundaries will dissolve.

**Skeptical Perspective:** peak of globalization passed and nationalism is now on the rise.

**Transformationalist Perspective:** globalization may be occurring but the cause and degree to which is unknown.

## ... World Systems Theory ...

a theory proposing "global inequality" similar to societal stratifications currently present.

**core countries** - Dominant, exploit peripheral  
**peripheral countries** - Dependent on core countries  
**semi-peripheral countries** - feature both characteristics above.

Globalization = ↑ civil unrest = ↑ terrorism.

## Urbanization

population migration away from rural or agricultural settings and concentrate in urban dwellings.

industrialization

suburbanization

gentrification → revitalized urban location where only the wealthy can afford to live.

Social inequality

spacial inequality → inequality in geographic locations

residential segregation

Environmental justice → benefits & burdens of the environment are equally distributed among people. (Independent of race, SES, etc.)

**Social class** is an important concept in the study of social inequality and stratification. It refers to a social distinction and division resulting from the unequal distribution of rewards and resources including wealth, power and prestige. **Socioeconomic status** refers to the composite ranking based on various dimensions of social inequality. It is indicated by occupational prestige, educational attainment, income and wealth.

**class consciousness** → individual is aware of class

**false consciousness** → individual is unaware of class  
< life is beautiful >

**cultural capital** → ideas and knowledge

**social capital** → benefits from treatment or group

**social reproduction** → how entire societies are reproduced

**power** → ability to control others

**privilege** → having goods another doesn't

**prestige** → having possessions, quality, or performance

Intersectionality

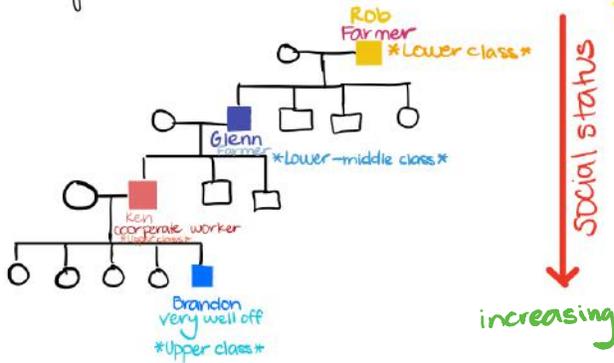
how various forms of oppression interact with each other to form a new form of oppression.

**example:** The black female experience is different than the black experience or female experience as it lies at the intersection of racism and sexism.

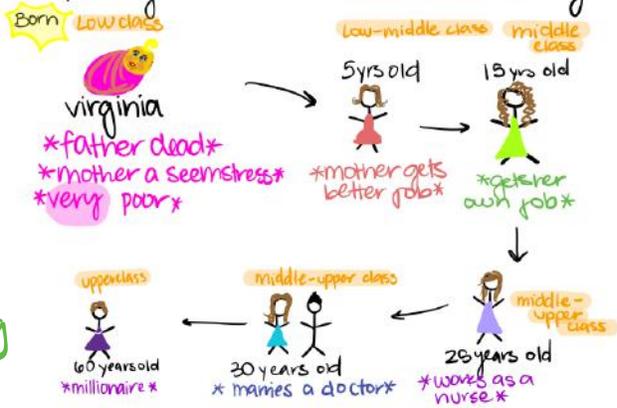


# Social mobility

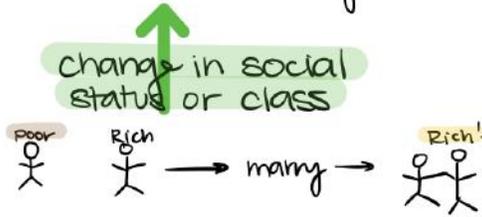
## Intergenerational Social Mobility



## Intragenerational Social Mobility



## Vertical mobility



## Horizontal mobility

change in position that doesn't change social status



## Social exclusion

Blocking rights from a segment of society that are available to others.

