



## Chapter 4 Exercises

### Multiple Choice

1. \_\_\_\_\_ describes how any action that is repeated frequently becomes a pattern.
  - a. Institutionalization
  - b. Habitualization
  - c. Industrialization
  - d. Rationalization
2. Karl Marx's *Communist Manifesto* is based on the \_\_\_\_\_ perspective.
  - a. functionalism
  - b. symbolic interactionism
  - c. institutionalism
  - d. conflict theory
3. \_\_\_\_\_ societies rely on permanent tools for survival and expand due to innovations like crop rotation and fertilizer.
  - a. Industrial
  - b. Feudal
  - c. Agricultural
  - d. Hunter-gatherer
4. Which of the following is *not* an example of self-fulfilling prophecy?
  - a. Charlotte is an intelligent teenager but is told by her stepsisters and cousins that she's destined for a life of poverty and failure. Charlotte begins to do poorly in school and eventually drops out.
  - b. Though encouraged by his parents to audition for Julliard, Jose believes he isn't good enough to attend. After his audition, he expresses this reluctance to the admissions committee. They don't admit him due to his uncertainty.
  - c. Morgan overhears a professor predicting an economic recession will prevent entry-level graduates from finding gainful employment. Morgan goes on interviews but doesn't bother preparing, convinced it's a waste of time. Morgan appears unprofessional and is not hired.
  - d. Kevin sprained his ankle a month before a marathon. Though his trainer advises him not to participate, Kevin runs the marathon and places third.
5. The Agricultural Revolution is often referred to as the "dawn of civilization" because:
  - a. Cities and towns were established, and humans had more time for leisure activities.
  - b. Societies began to form where rainfall was plentiful; groups were able to cultivate plants instead of living nomadic lifestyles.
  - c. Tribes became nomadic, traveling to various locations in search of sustenance.
  - d. Animals were first domesticated as a resource for survival.
6. Please place the following societies in chronological order:
  - a. Pastoral; hunter-gatherer; horticultural; agricultural
  - b. Hunter-gatherer; pastoral; agricultural; horticultural
  - c. Pastoral; agricultural; hunter-gatherer; horticultural
  - d. Hunter-gatherer; pastoral; horticultural; agricultural
7. Ivanka Trump is the daughter of business mogul Donald Trump. Her role as heiress to the Trump fortune is an example of \_\_\_\_\_.
  - a. achieved status
  - b. the Thomas theorem
  - c. ascribed status
  - d. the looking-glass self

8. Functionalist Émile Durkheim viewed society as:
- An even playing field composed of the educated and uneducated
  - Split between two classes categorized by education, kinship, and religion
  - The product of class struggle, requiring social revolutions to correct rampant class inequality
  - An organism in which each organ plays a vital role in keeping the whole stable and healthy
9. On the first day of high school, Kaitlin overhears a group of girls calling her “goth” and “emo.” She soon begins to wear more black clothing and dark makeup, and make friends who dress the same. This is an example of \_\_\_\_\_.
- institutionalization
  - role performance
  - role strain
  - ascribed status
10. Which of the following is *not* an example of organic solidarity?
- A Ford Motors employee assembling taillights on an assembly line
  - A freelance artist creating a sculpture
  - A fast food employee putting burgers into buns
  - A toll booth employee collecting toll change
11. *Alienation* is defined as:
- An individual’s isolation from their society, work, and sense of self
  - Social forces considered real, which exist outside the individual
  - The act of defying social norms in favor of group unity
  - The strength of ties that people have to their social groups as a key factor in social life
12. Which of the following is *not* one of Marx’s four types of alienation?
- Alienation from the product of one’s labor
  - Alienation from one’s self
  - Alienation from others
  - Alienation from one’s religion
13. A judge and her gavel. A cop and his gun. A lawyer and her power suit. A \_\_\_\_\_ would be most concerned with the roles these objects play in impression management.
- functionalist
  - symbolic interactionist
  - feminist
  - conflict theorist
14. Durkheim defined \_\_\_\_\_ as the communal beliefs, morals, and attitudes of a society.
- the iron cage
  - collective conscience
  - bourgeoisie
  - anomie
15. As industrialization began to boom, Durkheim believed people were more susceptible to anomie because:
- Collective norms are weakened.
  - Society no longer has the support of the collective consciousness.
  - Specialization of labor leads to alienation.
  - All of the above
16. Karl Marx asserted that the means of societal change existed in:
- The enslaved bourgeoisie reclaiming power from the controlling proletariat
  - The bourgeoisie struggling to allocate resources among themselves
  - The working-class proletariat taking the means of production from the wealthy bourgeoisie
  - The proletariat fighting each other for a position within the bourgeoisie

17. The concept anomie can be defined as:
- A situation in which society no longer has the support of a firm collective consciousness
  - How strongly a person is connected to his or her social group
  - A person's beliefs and ideology are in conflict with her best interests
  - When one or more of an individual's roles clash
18. Which of the following is an example of role conflict?
- Derek attends law school and becomes a lawyer, though he dreams of one day becoming a famous author.
  - Becca returns to work after giving birth to her daughter but finds it difficult to act as mother, wife, and executive.
  - Alex takes a sabbatical from his job as a professor of molecular biology to raise his two young children.
  - Krista lands a role on a popular TV show and begins receiving messages from fans across the country.
19. Charles Cooley's concept of the looking-glass self hypothesizes that:
- Self-esteem is directly correlated with body image.
  - The media encourages people to base their appearances on visible public figures.
  - People base their images on how they think other people see them.
  - Personal identity isn't influenced by outside social forces.
20. The term *institutionalization* can be defined as:
- The idea that society is constructed by us and those before us, and it is followed like a habit
  - The act of implanting a convention or norm into society
  - A status a person chooses, such as a level of education or income
  - Responsibilities and benefits that a person experiences according to their rank and role in society

## Free Response

- In which type or types of societies do the benefits seem to outweigh the costs? Explain your answer and cite social and economic reasons.
- Is Gerhard Lenski right in classifying societies based on technological advances? What other criteria might be appropriate based on what you have read?
- Choose two of the three sociologists discussed here (Durkheim, Marx, Weber) and use their arguments to explain a current social event. Do their theories hold up under modern scrutiny?
- Think of the ways workers are alienated from the product and process of their jobs. How can these concepts be applied to students and their educations?
- Draw a large circle, and then "slice" the circle into pieces like a pie, labeling each piece with a role or status that you occupy. Add as many statuses, ascribed and achieved, that you have. Don't forget things like dog owner, gardener, traveler, student, runner, or employee. How many statuses do you have? Which roles conflict?
- Think of a self-fulfilling prophecy that you've experienced. Based on this experience, do you agree with the Thomas theorem? Use examples from current events to support your answer as well.