



Chapter 6 Exercises

Multiple Choice

1. Sandy is standing in line for Kanye West tickets. The line wraps around the block, extending into the streets and crowding sidewalks. Sandy is part of a(n):
 - a. Dyad
 - b. Triad
 - c. In-group
 - d. Aggregate
2. What is the difference between a primary group and a secondary group?
 - a. A primary group is small, consisting of emotional face-to-face relationships; a secondary group is larger and impersonal.
 - b. A primary group is small and impersonal; a secondary group is large and consists of face-to-face relationships.
 - c. A primary group is large and impersonal; a secondary group is small, consisting of emotional, face-to-face relationships.
 - d. A primary group is large and impersonal; a secondary group is small and purely instrumental in function.
3. Which of the following is an example of an in-group/out-group dynamic?
 - a. Organizations across a college campus come together at a yearly fundraiser to raise money for breast cancer awareness.
 - b. Members of sorority Delta Delta Delta advise their pledges not to socialize with members of pledges of rival sorority Sigma Delta Theta.
 - c. Chorus members of the campus's production of *Hairspray* practice on the theater building's first floor, while the cast of *God of Carnage* practices on the second floor.
 - d. The chemistry club advertises their organization at the local science fair.
4. When Michael starts high school, he joins the basketball team. He begins to watch his teammates for cues on how to behave at dances, in the hallways, and even in the classroom. Michael's basketball team is serving as Michael's _____.
 - a. out-group
 - b. reference group
 - c. aggregate
 - d. secondary group
5. A total institution can be defined as:
 - a. A business that offers career advice for federal employees.
 - b. A group in which the masses have a large influence in decision making.
 - c. A clear chain of command found in a bureaucracy.
 - d. An organization in which participants live a controlled lifestyle and total resocialization occurs.
6. Grace works in an advertising agency. Grace's coworkers help her complete presentations, contact clients, and assist her with research. Her coworkers are serving a(n):
 - a. Expressive function
 - b. Intrinsic function
 - c. Elementary function
 - d. Instrumental function
7. An instrumental leader:
 - a. Promotes emotional strength and health, ensuring that people feel supported.
 - b. Refers to the main focus or goal of the leader.
 - c. Is goal-oriented and largely concerned with accomplishing set tasks.
 - d. Rejects gender roles in the name of the feminist movement.

8. Christine is the leader of her improv comedy troupe. When making decisions about booking gigs, rehearsal spaces, and call times, Christine lets the troupe decide for themselves. Christine is a(n) _____ leader.
- authoritarian
 - democratic
 - laissez-faire
 - Republican
9. Solomon Asch concluded that one reason people conform to a group is because they believe:
- They are too weak to decide for themselves.
 - The group is better informed than they are.
 - Dissent is a form of weakness.
 - Large groups never make mistakes.
10. The U.S. government is a form of:
- bureaucracy
 - coercive organization
 - total institution
 - normative organization
11. Which of the following is *not* a characteristic of a bureaucracy?
- Clear division of labor
 - Impersonality
 - Explicit rules
 - Personality-based promotion
12. The McDonalidization of society refers to:
- The increasing presence of the fast-food business model in common social institutions
 - The obesity epidemic that's rapidly sweeping the United States
 - The country's increasing dependence on fast food as a daily meal
 - The increasing popularity of McDonalds as a hangout for youths
13. Kellan wants to shop at Target, but because all his friends shop at Walmart, Kellan does as well. Kellan's behavior is an example of:
- Consumer-oriented discretion
 - Laissez-faire leadership
 - Conformity
 - Out-group dynamics
14. Reference groups can be defined as:
- Groups that consist of people for whom an individual feels great disdain
 - Groups a person belongs to and feels are an integral part of their identity
 - People who share similar characteristics but are not connected in any way
 - Groups to which an individual compares themselves
15. A celebrity is court-ordered to enter a rehabilitation center for their drug addiction. The celebrity is about to become a member of a:
- Voluntary organization
 - Paparazzi organization
 - Utilitarian organization
 - Coercive organization
16. Justin enrolls in a local community college, so he can become an engineer. Justin is about to become a member of a:
- Voluntary organization
 - Paparazzi organization
 - Utilitarian organization
 - Coercive organization

17. Which of the following does *not* constitute cyberbullying?
 - a. Sending threatening text messages
 - b. Posting embarrassing images of a person online
 - c. Sending threatening letters to someone's home
 - d. Hacking someone's account and pretending to be them
18. When Kevin, an American, backpacks across Europe he is surprised to find Burger Kings, H&Ms, and even Walmarts. This is an example of:
 - a. In-group/out-group dynamic
 - b. The McDonaldization of society
 - c. A bureaucracy
 - d. Counterculture
19. In the 2010 film *The Social Network*, Facebook CEO Mark Zuckerberg was portrayed as a leader who was goal-oriented, issuing orders and assigning tasks. Which of the following leadership styles did Zuckerberg likely use?
 - a. Authoritarian
 - b. Democratic
 - c. Laissez-faire
 - d. Oligarchy
20. The term *meritocracy* is defined by the text as:
 - a. A status-based regime in which advancement is unlikely
 - b. The removal of personal feelings from a professional situation
 - c. The authoritarian devaluing of an employee
 - d. A bureaucracy where membership and advancement is based on proven and documented skills

Free Response

21. How do you think technology affects your primary groups and secondary groups? Do you have more (and separate) primary groups due to online connectivity? Do you believe that someone can have a true primary group made up of people they have never met? Why or why not?
22. Compare and contrast two different political groups or organizations. How do the groups differ in terms of leadership, membership, and activities? How do the group's goals influence participants? Are any of them in-groups? Have they created out-groups? Explain your answer.
23. The concept of hate crimes has been linked to in-groups and out-groups. Can you think of an example where people have been excluded or tormented due to this kind of group dynamic?
24. Think of a scenario when an authoritarian leadership style would be beneficial. Explain. What are the reasons it would work well? What are the risks?
25. Describe a time you were led using, in your opinion, a leadership style that didn't suit the situation. When and where was it? What could the leader have done better?
26. Imagine you are in Asch's study on conformity. Would you find it difficult to give the correct answer in that scenario? Why or why not? How would you change the study to improve it?
27. What kind of leader do you tend to be? Do you embrace different leadership styles and functions as the situation changes? Give an example of a time you were in a position of leadership and what function and style you expressed.

28. What do you think about fast food restaurants? Do you think they contribute to society's problems? Do you believe they provide a needed service? Have you ever worked a job like this? What did you learn?
29. Do you consider today's large companies, like General Motors, Amazon, or Facebook, to be bureaucracies? Why or why not? Which of the main characteristics of bureaucracies do you see in them? Which are absent?
30. Where do you prefer to shop, eat out, or get a cup of coffee? Large chains like Walmart or smaller retailers? Starbucks or a local restaurant? What do you base your decisions on? Does this chapter change how you think about these choices? Why or why not?