

SOC 323: Module 3 Activity Sheet

Focus Questions

- 1) What is pragmatism?
- 2) How does social interaction shape the mind and the self?
- 3) Why are the mind and self necessary for the existence of society?
- 4) How do urbanization and the use of money increase objective culture?
- 5) How do urbanization and rational group formation affect the individual?
- 6) How is power achieved through social exchanges?
- 7) How are social structures created through social exchange?
- 8) How do interaction rituals produce a micro-macro link?
- 9) How do interaction rituals produce and reproduce power and status?
- 10) How do emotions help address the critiques of exchange theory?
- 11) What produces the interaction order?
- 12) What terms do we use to describe situations dramaturgically?
- 13) In what ways do we relate to social roles?
- 14) How do frames work?
- 15) How do incorrigible assumptions and secondary elaborations work to produce a sense of reality?
- 16) How are situations reflexively organized?

Key Terms

George Herbert Mead

Pragmatism	Social objects	Game stage
Emergence	Role-taking	Generalized other stage
Action	Perspective	I and me
Meaning	Self	Interaction
Natural signs	Mind	Society
Significant gestures	Play stage	

Georg Simmel

Social forms	Money	Anomie
Subjective and objective culture	Primary groups	Role conflict
Urbanization	Secondary groups	Blasé attitude
Division of labor	Normative specificity	

George Homans

Utilitarianism	Reinforcement	Success proposition
Elementary social behavior	Matching law	Value proposition
Respondent behaviors	Stimulus proposition	Deprivation-satiation proposition
Respondent conditioning	Value	Frustration-aggression proposition
Law of effect		

Peter Blau

Social exchanges	Alternatives	Norm of fair exchange
Rational motivation	Marginal utilities	Secondary exchange relations
Power	Norm of reciprocity	

Randall Collins

Emotional energy	Groups symbols	Principle of ritual coercion
Interaction Ritual Chains (IRCs)	Group solidarity	Principle of anticipatory socialization
Co-presence	Standards of morality	Principle of bureaucratic personality
Shared focus of attention	Generalized, particularized, and reputational cultural capital	Social network
Rhythmic entrainment	Market opportunities	Authoritarian personality
Common emotional mood	Deference and demeanor	Cosmopolitan personality
Barrier to outsiders	Principle of order giving	

Erving Goffman

Impression management	Manner	Face
Dramaturgy	Backstage	Face-work
Social, personal, and ego identities	Performance teams	Frames
Front	Role embracement	Keys
Setting	Role distance	Cognitive relations
Appearance	Stigma	

Harold Garfinkel

Lifeworld	Documentary method	Incorrigible assumptions
Phenomenology	Reciprocity of perspectives	Secondary elaborations of belief
Ethnomethodology	Reflexivity	Breaching experiments
Accounts	Indexical expressions	