**9.1 Elements of Social Interaction\***

Statuses

* A status is a position in society used to **classify individuals**

1. Ascribed status
   1. Involuntarily assigned to an individual based on race, ethnicity, gender, family background, and so on
   2. E.g. race, ethnicity
2. Achieved status
   1. Voluntarily earned by an individual
   2. E.g. Doctor
3. Master status
   1. The status by which an individual is primary identified → may lead to pigeonholing: disregarding his other personal characteristics
   2. E.g. president

Roles

* A set of beliefs, values, and norms that define the expectations of a certain status in a social situation
  + Role performance = carrying out the behaviors of a given role
  + Role partner = another individual who helps define a specific role within the relationship e.g. patient, other doctors, hospital admin
  + Role set = all of the different roles associated with a status

1. Role conflict
   1. Difficulty in satisfying the requirements or expectations of **multiple roles**
   2. E.g. single parent who works a full-time job
2. Role strain
   1. Difficulty in satisfying multiple requirementsof the **same role**
3. Role exit
   1. Dropping of one identity for another

Groups

* Made up of two or more individuals with similar characteristics that share a sense of unity
* Interaction process analysis (revised to the system for multiple level observation of groups (SYMLOG)) based on:
  + Dominance vs submission
  + Friendliness vs unfriendliness
  + Instrumentally controlled vs emotionally expressive
* Group conformity
  + Individuals are compliant with the group’s goals, **even when the group’s goals may be in direct contrast to the individual’s goal**
* Groupthink
  + Occurs when members begin to conform to one another’s views and **ignore other perspective**

1. Peer group
   1. A self-selected group formed around similar interests, ages and statuses
   2. E.g. your hiking friends
2. Family group
   1. The group into which an individual is born, adopted or married
   2. E.g. your family
3. **In-group**
   1. The one with which the individual identifies with
   2. E.g. your clique
4. **Out-group**
   1. The one that an individual competes with or opposes
   2. E.g. your competitors
5. **Reference group**
   1. A group to which an individual compares him- or herself
   2. E.g. other medical school applicants
6. **Primary groups**
   1. Those that contain strong bonds
   2. E.g. family and close friends
7. Secondary groups
   1. Often temporary and contain fewer emotional bonds and weaker bonds overall
   2. E.g. students working on a group project
8. *Gemeinschaft* (community)
   1. A group unified by feelings of togetherness due to shared beliefs, ancestry, or geography
   2. E.g. family and neighbourhoods
9. *Gesellschaft* (society)
   1. A group unified by mutual self interests in achieving a goal
   2. E.g. companies and countries

Networks

* Network = an observable pattern of social relationships between individuals or groups

Organizations

* Bodies of people with a structure and culture designed to achieve specific goals
* Exist outside of each individual’s membership within the organization

1. Characteristic institution
   1. Prehistoric times: kin, clan, or sib
   2. Modern times: bureaucracy
      1. Iron law of **oligarchy**: democratic or bureaucratic systems naturally shift to being ruled by an **elite group**
2. McDonaldization
   1. Refer to a shift in focus toward efficiency, predictability, calculability, and control in societies

**9.2 Self-Presentation and Interacting with Others\***

Expressing and Detecting Emotions

* Display rules
  + Unspoken rules that govern the expression of emotion
  + E.g. cultural expectations → expressing anger = social pariahs in Utkuhikhalik society
* Cultural syndrome
  + A shared set of beliefs, norms, values and behaviors organized around a central theme
  + E.g. happiness is internally experienced in America (more individualistic) vs happiness is shared externally in Japan (more collectivist)

1. Basic model (by Charles Darwin)
   1. There are **universal emotions**, along with corresponding expressions that can be understood across cultures
2. Appraisal model
   1. Closely related to basic model, and accepts that there are biologicallypredetermined expressions once an emotion is experienced
   2. But there is a **cognitive antecedent** to emotional expression
      1. James-Lange, Cannon-Bard, Schachter-Singer
3. Social construction model
   1. Emotions are **solely based on the situational context of social interactions**
   2. Assumes that there is **no biological basis**

Impression Management

* Refers to the **maintenance of a public image**, which is accomplished through various strategies
* Done through dramaturgical approach
  + Metaphor of a theatrical performance
  + Front stage (what you want others to see) vs backstage (your true self)

1. Self-disclosure
   1. Giving information about oneself to establish an identity
   2. E.g. “I am a premedical student”
2. Managing appearances
   1. Using props, appearance, association, etc to create a positive image
   2. E.g. wearing a white coat
3. Ingratiation
   1. Using flattery or conformity to win over someone else
   2. E.g. blindly agreeing to someone else’s opinion
4. Aligning actions
   1. The use of excuses to account for questionable behavior
   2. E.g. Blaming a bad grade on too little sleep
5. Alter-casting
   1. Imposing an identity onto another person
   2. E.g. “you should study hard as a good MCAT student”

Verbal and Nonverbal Communication

1. Verbal communication
   1. Conveyance of information through spoken, written or signed words
2. Nonverbal communication
   1. Conveyance of information by means other than the use of words e.g. body language, prosody, facial expressions and gestures

Animal Signals and Communication

1. Between nonhumans animals, or between humans and other animals
2. Various forms of communication
   1. Body language (dog tucked tail between legs when scolded)
   2. Rudimentary facial expressions (baring teeth as signs of aggression)
   3. Visual displays (colorful plumage in peacock)
   4. Scents (pheromones produced by insects)
   5. Vocalizations (bird calls)