* 45 – 50 questions – multiple choice, true/false
* Material is solely from what has been covered in the lectures – review the powerpoints and your notes from class; use the textbook to supplement lectures.
* Please bring a #2 pencil to the exam; Scantrons will be provided
* Definitions of concepts/perspectives may or may not be word for word from the PowerPoints, so you want to make sure you *understand* them and be able to identify examples concepts or applications of perspectives

**LECTURE 3: CULTURE**

* Be able to identify the following concepts, including their **definitions and examples**
  + Culture
    - Everything but nature
    - Social categories concepts,
    - Values, beliefs
    - Norms, behaviors
    - Language
    - Material objects
  + Society
    - Live together in defined territory
    - United by defined territory
    - Share culture
  + Ethnocentrism
    - Judgement of other cultures by standards of ones assumptions that there’s superior
  + Xenophobia
    - Unreasonable fear and hatred of foreigners
  + cultural relativism
    - Practice of understanding culture by own standards
  + Material culture
    - Physical objects produced by people in culture
  + non-material culture
    - Abstract objects of a culture, including values and beliefs, and knowledge of how to navigate and understand world
  + Ideology
    - System of concepts that includes causality
  + Dominant ideology
    - Widely held and reinforced set of assumption that support current social system and server authorities
  + Subculture
    - Culture associated with smaller groups with distinct norms and values
  + Counterculture
    - Culture which champions values and lifestyles opposed to dominant
  + Cultural capital
    - Forms of knowledge or skill a person has which gives them higher status
    - Embodied state, objectified state, institutionalized state
  + Culture shock
    - Disorientation from inability to read meanings in new surroundings
  + Culture war
    - Intense disagreement within society about core values and moral positions
  + Norms
    - Culture’s rules and expectations for appropriate behavior
  + Mores
    - Norms that are strictly enforced with severe penalties for violating them
  + Folkways
    - Group habits or customs that are commnn in a guven culture
* be familiar with the functions of ideology discussed in class
* be familiar with the process and effects of “moral reframing” (discussed in reference to the studies on political ideology, values, and the issue of climate change, among others)
* Be familiar with how each sociological perspective may approach culture

**LECTURE 4: SOCIALIZATION AND THE SOCIAL CONSTRUCTION OF REALITY**

* Be able to identify the following concepts, including their **definitions and examples**
  + Socialization
    - Process by which individuals internalize the culture and learn to function
    - Once successful, control their behavior and ac according to social norms
    - It is one of the processed by which culture is passed down
  + Looking-glass self
    - Idea that our sense of self develops as a reflection of the way we think others see us
  + Generalized other
    - Values and orientation of one’s overall community rather than those of specific individuals
    - Development occurs during early years
  + Agents of socialization
    - People and groups who teach us about our culture
    - Eg: Family, school, media, peer group, workplace, religion, total institutions
  + Resocialization
    - the process by which individuals replace old norms and behaviors with new ones as they move from one role or life stage to another
  + total institutions
    - Confining social settings in which authority regulates all aspects of a person’s life
  + Status
    - Recognizable social position
  + Role
    - **Sets of expected behavior associated with particular status**
  + ascribed status
    - Social position assigned to us from birth or assumed without choice
  + achieved status
    - Position we voluntarily attain as result of own efforts
  + role strain
    - Tension caused by competing demands of two or more status expectations
  + role conflict
    - Tension caused by competing demands of two or more status expectations
  + Dramaturgy (role performance; impression management)
    - Approach to study of social interaction that uses metaphor of social life as a theater
  + Role expectations:
    - Society and culture as screenwriter
  + Impression management:
    - Acting
  + Front and backstage
    - Changing behavior depending on context
* Be familiar with what Cooley argued about the self – Theory of The Looking-Glass self
* Be familiar with Mead’s theory of the self – that the self consists of the “I”, “Me”, and the generalized other (views, norms, values, etc. of society as a whole)
  + I is part of self that is spontaneous, and creative, volatile
  + Me is sense of self that has been learned from others and sees itself from perspective as others
* Be familiar with the different agents of socialization and examples discussed
  + Unequal childhoods – concerted cultivation and natural growth as different class-based strategies to socialize and raise children
  + Hidden curriculum
  + Media – socialization into values of consumerism and individualism
  + Workplace – occupational socialization
  + Religion – religious influence vs. secularization
  + Total institutions – examples and resocialization

**LECTURE 5: DEVIANCE**

* Be able to identify the following concepts, including **their definitions and examples**
  + Social cohesion
    - Way people form bonds and get along
  + mechanical solidarity
    - Characteristic of pre-modern society: based on reliable similarity, unity based on shared values
  + organic solidarity;
    - **characteristic of modern societies**
    - **Cohesion based on interpednence, society like biological organism**
  + repressive law (punitive punishment);
  + restitutive law (rehabilitative punishment)
  + stigma
* Be familiar with each sociological perspective’s general approach to deviance, including the following specific theories
  + Merton’s Strain Theory – know the general argument and the typology – be able to identify examples of an innovator, ritualist, etc.
    - Strain can lead to deviance, occurs when disjunction between culturally defined goals and available opportunities
    - Conformity: Accept goals and accept means
    - Ritualism: Reject cultural goals, but accept means
    - Innovation: Accept goals, reject means, socially unacceable
    - Retreatism: REject goals, reject means, isolation
  + Labeling theory – know the main arguments and how labels affect one’s identity and behavior and how others treat them
    - Example of a criminal record as a label; example of race as a label
* Know the general arguments of a social conflict approach to crime and deviance
  + Be able to recognize examples discussed in class, such as:
    - arguments from “the New Jim Crow: Mass incarceration in an Age of Colorblindness”
    - felon disenfranchisement; prison-based gerrymandering