

Student: _____

1. Socialization is the process
 - A. of mentally assuming the perspective of another.
 - B. of discarding former behavior patterns and accepting new ones as part of a transition in one's life.
 - C. whereby people learn the attitudes, values, and actions appropriate to individuals as members of a particular culture.
 - D. whereby people normally being socialized are at the same time socializing their socializers.
2. The totality of learned, socially transmitted customs, knowledge, material objects, and behavior is known as
 - A. culture.
 - B. society.
 - C. socialization.
 - D. social structure.
3. Which of the following is considered an aspect of culture?
 - A. using American Sign Language (ASL)
 - B. watching the Super Bowl game
 - C. eating in fast-food restaurants
 - D. all of these
4. Which one of the following is an example of a society?
 - A. an Amish community in Pennsylvania
 - B. the state of Alaska
 - C. a British rugby team
 - D. a small tribe on a remote South Pacific island
5. George Murdoch's research indicated that which one of the following is a cultural universal?
 - A. war
 - B. astronomy
 - C. medicine
 - D. all of these
6. A list of cultural universals was compiled by anthropologist
 - A. Max Weber.
 - B. George Murdock.
 - C. Margaret Mead.
 - D. William F. Ogburn.
7. Which of the following is considered a cultural universal?
 - A. athletic sports
 - B. war
 - C. money restrictions
 - D. none of these
8. Discovery is
 - A. the combination of existing cultural items into a form that did not previously exist.
 - B. the process of introducing new elements into a culture.
 - C. the process of making known or sharing the existence of an aspect of reality.
 - D. the process by which cultural items spread to different groups.

9. Communism, the Episcopalian religion, and the microwave oven are examples of
 - A. diffusion.
 - B. innovation.
 - C. invention.
 - D. discovery.
10. The worldwide integration of government policies, cultures, social movements, and financial markets through trade and the exchange of ideas is referred to as
 - A. innovation.
 - B. discovery.
 - C. globalization.
 - D. diffusion.
11. Diffusion is
 - A. the combination of existing cultural items into a form that did not previously exist.
 - B. the process of introducing new elements into a culture.
 - C. the process of making known or sharing the existence of an aspect of reality.
 - D. the process by which a cultural item is spread from group to group or society-to-society.
12. Which of the following is an example of cultural diffusion?
 - A. McDonald's serving samurai pork burgers in Thailand.
 - B. McDonald's maintaining separate sections for female and male customers in Saudi Arabia.
 - C. McDonald's serving chicken tatsuta sandwiches (fried chicken spiced with soy sauce and ginger and . served with cabbage and mustard mayonnaise) in Japan.
 - D. The presence of McDonald's restaurants in Thailand, Saudi Arabia, and Japan.
13. Which sociologist coined the phrase "The McDonaldization of society"?
 - A. Karl Marx
 - B. George Ritzer
 - C. Friedrich Engels
 - D. William F. Ogburn
14. George Ritzer's concept of the "McDonaldization of society" refers to
 - A. the placement of a McDonald's franchise in every community over 5,000 inhabitants by the year 2010.
 - B. the domination of numerous sectors of societies throughout the world by principles initially used by fast-food restaurants.
 - C. the existence of a fast-food franchise in countries throughout the world.
 - D. the diffusion of cartoon mascots to the developing world.
15. Which sociologist defined technology as "cultural information about the ways in which material resources of the environment may be used"?
 - A. Seymour Martin Lipset
 - B. Robin Williams
 - C. George Murdock
 - D. Gerhard Lenski
16. A basketball arena, an airliner, a slice of pizza, and a television set would all be considered examples of
 - A. xenocentrism.
 - B. nonmaterial culture.
 - C. material culture.
 - D. argot.
17. Nonmaterial culture
 - A. is more resistant to change than material culture.
 - B. is less resistant to change than material culture.
 - C. changes at the same pace as material culture.
 - D. does not change once it has been created.

18. Culture lag occurs in most societies when
- people frequently change their material culture.
 - people frequently change their nonmaterial culture.
 - people frequently modify cultural universals.
 - people frequently change their folkways.
19. A subculture is
- a segment of society that shares a distinctive pattern of customs, rules, and traditions that differs from the larger group.
 - a large number of people who live in the same territory are relatively independent of people outside it, and participate in a common culture.
 - the totality of learned, socially transmitted behavior.
 - specialized language that is used by members of a group.
20. In the United States professional gamblers, Armenian Americans, teenagers, and nudists are all examples of
- cultures.
 - countercultures.
 - subcultures.
 - contracultures.
21. An argot is a specialized language used by members of a subculture. Nurses and doctors, for example, have developed a language system that is not easily understood by patients but enables medical professionals to communicate more easily (rapidly and precisely) with each other. Which sociological perspective is likely to emphasize the value of this specialized medical language?
- functionalist perspective
 - conflict perspective
 - interactionist perspective
 - feminist perspective
22. The use of the terms "tic tac" and "King Kong vaults" by athletes who play parkour is an example of
- argot.
 - taboo.
 - linguistics.
 - nonverbal language.
23. Armed militia groups, terrorists, and hippies would all be examples of a
- subculture.
 - counterculture.
 - material culture.
 - nonmaterial culture.
24. Culture shock is
- the act of viewing people's behavior from the perspective of one's own culture.
 - the feelings of disorientation, uncertainty, or fear that is experienced when people witness cultural practices different from their own.
 - being unaware of the existence of other cultures.
 - a set of beliefs and practices that help to maintain powerful social, economic, and political interests.
25. A man goes to an urologist who has been recommended by his family physician. When the urologist greets him in the examining room, the man discovers that the urologist is a female, and he is startled that a woman will examine him. He is experiencing
- culture shock.
 - cultural relativism.
 - cultural universals.
 - cultural integration.

26. The concept of "ethnocentrism" was originally formulated by
- Seymour Martin Lipset.
 - W. I. Thomas.
 - William F. Ogburn.
 - William Graham Sumner.
27. The tendency to assume that one's own culture and way of life represent the norm or is superior to all others is called
- culture shock.
 - cultural relativism.
 - ethnocentrism.
 - value stability.
28. A member of a new fundamentalist church believes that he or she has found the one true way to achieve salvation and members of other religions are pagans and will go directly to hell when they die. This individual is
- xenocentric.
 - ethnocentric.
 - culturally relative.
 - monophobic.
29. A United States sociologist receives a grant to study racial and religious prejudice among the peoples of Southeast Asia. The sociologist makes a serious and unbiased effort to evaluate the norms, values, and customs of these Asian peoples in light of the distinctive cultures of which they are a part. This is an example of
- xenocentrism.
 - ethnocentrism.
 - cultural relativism.
 - cultural deconstruction.
30. An abstract system of word meanings and symbols for all aspects of culture is called
- material culture.
 - sanctions.
 - language.
 - argot.
31. In American society, we often formalize norms into
- folkways.
 - mores.
 - laws.
 - values.
32. A law is
- a norm governing everyday social behavior whose violation raises comparatively little concern.
 - an informal norm that is deemed highly necessary to the welfare of a society.
 - governmental social control.
 - none of these
33. Norms that are generally understood but not precisely recorded are known as
- mores.
 - sanctions.
 - informal norms.
 - formal norms.

34. While attending a prestigious lecture in a New York City museum, Bob noisily belches several times and picks his nose. He is violating
- A. mores.
 - B. laws.
 - C. informal norms.
 - D. formal norms.
35. Mores are
- A. norms governing everyday social behavior whose violation raises comparatively little concern.
 - B. norms that are deemed highly necessary to the welfare of a society.
 - C. norms that are made by government for society, interpreted by the courts, and backed by the power of the state.
 - D. none of these
36. Norms governing everyday behavior whose violation raises comparatively little concern are known as
- A. mores.
 - B. cultural universals.
 - C. folkways.
 - D. laws.
37. Norms can include
- A. rules governing specific behavior.
 - B. rules deemed highly necessary to the welfare of a society.
 - C. rules commonly made by a government for the welfare of a society.
 - D. all of these
38. Within the traditional Buddhist areas of Southeast Asia, which one of the following is a folkway that reinforces patterns of male dominance?
- A. In the sleeping cars of trains, women do not sleep in the upper berths above men.
 - B. Hospitals that house men on the first floor do not place women patients on the second floor.
 - C. On clotheslines, women's attire is hung lower than that of men.
 - D. All of these
39. Norms are often violated when
- A. they are weakly enforced.
 - B. a new context changes the relevance of the norm.
 - C. they conflict with one another.
 - D. all of these
40. A Girl Scout works hard on a difficult project, and when she has completed her work, she is given a badge that she can wear on her uniform. This is an example of
- A. a sanction.
 - B. replication.
 - C. mores.
 - D. typology.
41. A worker is frequently late, takes extended "coffee breaks", and makes numerous mistakes while working on important tasks. As a result of poor performance, the worker is fired. This is an example of
- A. sanctioning.
 - B. law affirmation.
 - C. cultural diffusion.
 - D. replication.
42. An example of a positive, formal sanction is a
- A. salary bonus.
 - B. demotion.
 - C. smile.
 - D. frown.

43. In surveys of first-year college students over the last 50 years, which value has shown the strongest gain in popularity?
- A. being very well off financially
 - B. developing a meaningful life
 - C. achieving fame
 - D. finding true love
44. A dominant ideology is a
- A. set of cultural beliefs that help to maintain powerful social, economic, and political interests.
 - B. subculture that rejects societal norms and values and seeks an alternative lifestyle.
 - C. specialized language used by members of a group or subculture.
 - D. none of these
45. Which sociological thesis suggests that cultural and religious identities, rather than national or political loyalties, are becoming the prime source of international conflict?
- A. functionalist perspective
 - B. clash of civilizations
 - C. interactionist perspective
 - D. global perspective
46. The relative importance of cultural and biological factors in the socialization process is referred to as the debate over
- A. nature versus nurture
 - B. role versus status
 - C. manifest versus latent functions
 - D. sociobiology versus biosociology
47. In the nature versus nurture debate, social scientists take which position?
- A. Environmental factors are more important than biological inheritance in human development.
 - B. Biological inheritance is more important than environmental factors in human development.
 - C. It is the interaction between environmental factors and biological inheritance that is important in human development.
 - D. Biological factors are irrelevant in human development.
48. Social scientists now recognize that
- A. it is not enough to care for an infant's physical needs; parents must also concern themselves with children's social development.
 - B. if young children are kept clean and warm, they will develop normally.
 - C. social interaction for young children is not as important as was once believed.
 - D. Isabelle was emotionally and socially healthy; individuals and the early researchers who believed otherwise were simply expressing their cultural biases.
49. Sociobiology is the systematic study of the
- A. social structure within the animal kingdom.
 - B. interactions between humans and higher animal forms.
 - C. social basis of biological behavior.
 - D. biological basis of social behavior.
50. The self is the
- A. distinct identity that sets us apart from others.
 - B. child's awareness of the attitudes, viewpoints, and expectations of society as a whole.
 - C. child's awareness of the attitudes, viewpoints, and expectations of the people who are most important in his or her life.
 - D. person's typical patterns of attitudes, needs, characteristics, and behavior.

51. In forming a sense of ourselves, we imagine how we appear to others and how others perceive us, and finally we develop a feeling about ourselves as a result of these impressions. This sociological approach to the development of a self represents the views of which sociological perspective?
- A. functionalist perspective
 - B. conflict perspective
 - C. interactionist perspective
 - D. feminist perspective
52. The looking-glass self is the
- A. sum total of a person's conscious perception of his or her identity as distinct from others.
 - B. child's awareness of the attitudes, viewpoints, and expectations of society as a whole.
 - C. phrase used by Charles Horton Cooley to emphasize that the self is the product of our social interactions with others.
 - D. person's typical patterns of attitudes, needs, characteristics, and behavior.
53. According to Cooley's concept of the looking-glass self, development of one's self-identity due to misperceptions of how others see us may lead to
- A. an increase of self-esteem.
 - B. the sensorimotor stage of development.
 - C. destruction of the looking-glass self.
 - D. a negative self-identity.
54. According to George Herbert Mead, the preparatory stage occurs
- A. when children imitate the people around them, particularly family.
 - B. when the children become able to pretend to be other people.
 - C. when children grasp not only their own social positions but also those of others around them.
 - D. when we observe ourselves through the looking-glass self.
55. Gestures, objects, and language that form the basis of human communication are known as
- A. folkways.
 - B. norms.
 - C. rites of passage.
 - D. symbols.
56. A child begins to "become" a doctor, a parent, a superhero, or a ship captain during the
- A. preparatory stage.
 - B. game stage.
 - C. play stage.
 - D. sensorimotor stage.
57. Debbie attends her first day of school and when she returns, she "plays school" with her younger brother. As part of this play activity, Debbie duplicates all of the behaviors that were performed by her teacher during the day. Debbie is in which stage of development according to George Herbert Mead?
- A. the preparatory stage
 - B. the imitative stage
 - C. the play stage
 - D. the game stage
58. Which sociologist suggested that during the second stage of development children become capable of assuming the perspective of another and are thereby able to respond from that imagined viewpoint?
- A. Erving Goffman
 - B. George Herbert Mead
 - C. Alvin Gouldner
 - D. William F. Ogburn

59. The process of mentally assuming the perspective of another, thereby enabling one to respond from that imagined viewpoint, is known as
- A. role strain.
 - B. resocialization.
 - C. face-work.
 - D. role taking.
60. The child of about 8 or 9 years of age begins to consider several tasks and relationships simultaneously. At this point in development children grasp not only their own social positions, but also those of others around them. Mead calls this stage the
- A. preparatory stage.
 - B. play stage.
 - C. imitative stage.
 - D. game stage.
61. A child can respond to numerous members of the social environment and grasp his or her distinctive social positions when he or she reaches the
- A. preparatory stage.
 - B. game stage.
 - C. play stage.
 - D. concrete operational stage.
62. Allison is playing in a high school field hockey game and passes the ball to Erika who appears to have a scoring opportunity. Allison's pass suggests that she is aware of her role as a member of a team and that she is now in which stage of development, according to George Herbert Mead?
- A. the preparatory stage
 - B. the imitative stage
 - C. the play stage
 - D. the game stage
63. Which term was used by George Herbert Mead to refer to the child's awareness of the attitudes, viewpoints, and expectations of society as a whole?
- A. generalized others
 - B. significant others
 - C. impression management
 - D. symbolic others
64. An individual is sitting in a large college lecture hall with 300 other students. Although she has the urge to pick her nose, she refrains because she is afraid of how the other members of the audience will react. This person's behavior is being controlled by
- A. significant others.
 - B. generalized others.
 - C. their preparatory position.
 - D. none of these
65. "Significant others" is
- A. Charles Horton Cooley's term for the child's awareness of the attitudes, viewpoints, and expectations of society as a whole.
 - B. George Herbert Mead's term for altering the presentation of the self in order to create distinctive appearances and satisfy particular audiences.
 - C. George Herbert Mead's term for those individuals who are most important in the development of the self.
 - D. George Herbert Mead's term for the sum total of people's conscious perception of their identity as distinct from others.

66. A _____ is the best example of a significant other.
- A. high school coach
 - B. clerk in a fast-food restaurant
 - C. bus driver
 - D. casual acquaintance at school
67. Because of the influence of significant others in the development of self, young people
- A. are less likely to have a "looking-glass self".
 - B. may be drawn to the same kind of work their parents engage in.
 - C. struggle to find romantic partners.
 - D. all of these
68. Bob is on a first date with Mary, whom he really likes, and he tries to act in a manner that will cause her to like him, too, and to want to go out with him again. This is an example of
- A. face-work.
 - B. impression management.
 - C. idealization of the other.
 - D. role taking.
69. The dramaturgical approach is
- A. a view of social interaction under which people are examined as if they were theatrical performers.
 - B. a concept used to refer to people's efforts to maintain the proper image and avoid embarrassment in public.
 - C. a phrase used to emphasize that the self is the product of our social interaction with others.
 - D. the process of discarding former behavior patterns and accepting new ones as part of a transition in one's life.
70. Which sociologist is associated with the concepts of the dramaturgical approach and impression management?
- A. Charles Horton Cooley
 - B. George Herbert Mead
 - C. Erving Goffman
 - D. Wilbert Moore
71. Which sociological perspective reminds us that socialization concerning not only masculinity and femininity, but also marriage and parenthood, begins in childhood as a part of family life? For example, children observe their parents as they express affection, deal with finances, quarrel, complain about in-laws, and so forth.
- A. functionalist perspective
 - B. conflict perspective
 - C. interactionist perspective
 - D. global perspective
72. Which sociological perspective emphasizes that schools in the United States foster competition through built-in systems of rewards and punishments?
- A. functionalist perspective
 - B. conflict perspective
 - C. interactionist perspective
 - D. global perspective
73. As a primary agent of childhood socialization, schools play a critical role in teaching children the values and customs of the larger society. This view of the socialization process is most likely of particular interest to which sociological perspective?
- A. functionalist perspective
 - B. conflict perspective
 - C. interactionist perspective
 - D. global perspective

74. Which one of the following statements reflects a functionalist view of education as a socializing agent?
- A. Schools can reinforce the divisive aspects of society, especially those of social class.
 - B. Schools frequently are used by those in power to maintain their power and to continue the subjugation of those with lower status.
 - C. Schools are responsible for teaching the values and norms of the larger society.
 - D. A teacher's style may often influence classroom interaction.
75. Most adolescents seek jobs in order to
- A. identify a career choice.
 - B. make spending money.
 - C. assist in their parent's household expenses.
 - D. pay for education.
76. Rites of passage are
- A. gestures, objects, and language that form the basis of human communication.
 - B. stressful periods of self-evaluation, often occurring between 35 and 50 years of age.
 - C. rituals marking the symbolic transition from one social position to another.
 - D. expectations regarding the proper behavior, attitudes, and activities of males and females.
77. A retirement party, a high-school graduation party, and a confirmation party are all examples of
- A. role taking.
 - B. impression management.
 - C. rites of passage.
 - D. face-work.
78. Life-course theorists suggest
- A. socialization stops after one experiences a rite of passage.
 - B. socialization continues through all stages of the life cycle.
 - C. socialization is attributable solely to biological influences.
 - D. all of these
79. Anticipatory socialization refers to
- A. the process whereby people learn the attitudes, values, and actions appropriate to individuals as members of a culture.
 - B. processes of socialization in which a person "rehearses" for future positions, occupations, and social relationships.
 - C. the process of discarding former behavior patterns and accepting new ones as part of a transition in one's life.
 - D. the process whereby people normally being socialized are at the same time socializing their socializers.
80. A young girl decides that she wants to become an Olympic swimmer. She takes swimming lessons, joins her school's swimming team, reads magazine articles about champion swimmers, and goes to swim meets at a nearby college. This is an example of
- A. reverse socialization.
 - B. resocialization.
 - C. desocialization.
 - D. anticipatory socialization.
81. Which term is used to refer to the process of discarding former behavior patterns and accepting new ones as part of a transition in one's life?
- A. role divestment
 - B. resocialization
 - C. positive socialization
 - D. anticipatory socialization

82. A woman who was socialized from infancy to become a wife and mother settles comfortably into being a homemaker in her twenties and early thirties. However, her husband dies suddenly, and the woman finds that she must enter the paid labor force in order to support herself and her two children. This woman will most likely have to undergo a process of
- A. anticipatory socialization.
 - B. socialization.
 - C. reverse socialization.
 - D. resocialization.
83. Which of the following sociologists coined the term total institution?
- A. Erving Goffman
 - B. Karl Marx
 - C. Max Weber
 - D. Herbert Spencer
84. Which one of the following is considered a total institution?
- A. a high school
 - B. a mental hospital
 - C. a Girl Scout troop
 - D. the New York Mets
85. Which of the following is not a characteristic of a total institution?
- A. All aspects of life are conducted in the same place and are under the control of a single authority.
 - B. The authorities devise rules and schedule activities after consultation with the participants.
 - C. Any activities within the institution are conducted in the company of others in the same circumstances.
 - D. All aspects of life with a total institution are designed to fulfill the purpose of the organization.
86. When inmates enter prison, are being stripped of their clothing and advised they will only be referred to by number, this is an example of
- A. anticipatory socialization.
 - B. a rite of passage.
 - C. a degradation ceremony.
 - D. ascription.
87. A primitive tribe that cultivates the soil by hand has much more culture than a modern computerized society.
- True False
88. Democracy is a good example of an invention.
- True False
89. Wearing two different colored socks and a tie that does not match the shirt with which it is being worn are examples of breaking folkways and informal norms.
- True False
90. In a society virtually all citizens follow the same set of norms and values.
- True False
91. From a functionalist perspective, the social significance of the dominant ideology is that a society's most powerful groups and institutions control the means of producing beliefs about reality through religion, education, and the media.
- True False
92. Judging people's behavior from the perspective of one's own culture is known as cultural relativism.
- True False
93. In the early 1900s, Charles Horton Cooley advanced the belief that we learn who we are by interacting with others.
- True False

94. The second stage of development in George Herbert Mead's model is the game stage.
True False
95. The members of your nuclear family, your athletic coach, a teacher in a large lecture hall, a clerk at your favorite store, and casual acquaintances are all considered as significant others.
True False
96. Individuality is often lost within total institutions.
True False
97. Define the term globalization and describe how it affects culture today. Give an example to support your answer.
98. Explain the differences among innovations, discoveries, inventions, and diffusion. Give examples of each to clarify the differences between them.
99. Describe Piaget's stages of cognitive theory of development and the benchmark developments associated with each.
100. Identify the various types of social norms and give an example of each. Describe the various sanctions associated with violations of the various social norm types.
101. Explain the differences and similarities among socialization, resocialization, and anticipatory socialization.

102. Identify the various agents of socialization and discuss the importance of each in the formation of a social self.

ch02 Key

1. Socialization is the process
 - A. of mentally assuming the perspective of another.
 - B. of discarding former behavior patterns and accepting new ones as part of a transition in one's life.
 - C.** whereby people learn the attitudes, values, and actions appropriate to individuals as members of a particular culture.
 - D. whereby people normally being socialized are at the same time socializing their socializers.

*Schaefer - Chapter 02 #1
Type: D*
2. The totality of learned, socially transmitted customs, knowledge, material objects, and behavior is known as
 - A.** culture.
 - B. society.
 - C. socialization.
 - D. social structure.

*Schaefer - Chapter 02 #2
Type: D*
3. Which of the following is considered an aspect of culture?
 - A. using American Sign Language (ASL)
 - B. watching the Super Bowl game
 - C. eating in fast-food restaurants
 - D.** all of these

*Schaefer - Chapter 02 #3
Type: C*
4. Which one of the following is an example of a society?
 - A. an Amish community in Pennsylvania
 - B. the state of Alaska
 - C. a British rugby team
 - D.** a small tribe on a remote South Pacific island

*Schaefer - Chapter 02 #4
Type: C*
5. George Murdock's research indicated that which one of the following is a cultural universal?
 - A. war
 - B. astronomy
 - C.** medicine
 - D. all of these

*Schaefer - Chapter 02 #5
Type: I*
6. A list of cultural universals was compiled by anthropologist
 - A. Max Weber.
 - B.** George Murdock.
 - C. Margaret Mead.
 - D. William F. Ogburn.

*Schaefer - Chapter 02 #6
Type: S*
7. Which of the following is considered a cultural universal?
 - A.** athletic sports
 - B. war
 - C. money restrictions
 - D. none of these

*Schaefer - Chapter 02 #7
Type: C*

8. Discovery is
A. the combination of existing cultural items into a form that did not previously exist.
B. the process of introducing new elements into a culture.
C. the process of making known or sharing the existence of an aspect of reality.
D. the process by which cultural items spread to different groups.

Schaefer - Chapter 02 #8
Type: D

9. Communism, the Episcopalian religion, and the microwave oven are examples of
A. diffusion.
B. innovation.
C. invention.
D. discovery.

Schaefer - Chapter 02 #9
Type: C

10. The worldwide integration of government policies, cultures, social movements, and financial markets through trade and the exchange of ideas is referred to as
A. innovation.
B. discovery.
C. globalization.
D. diffusion.

Schaefer - Chapter 02 #10
Type: D

11. Diffusion is
A. the combination of existing cultural items into a form that did not previously exist.
B. the process of introducing new elements into a culture.
C. the process of making known or sharing the existence of an aspect of reality.
D. the process by which a cultural item is spread from group to group or society-to-society.

Schaefer - Chapter 02 #11
Type: D

12. Which of the following is an example of cultural diffusion?
A. McDonald's serving samurai pork burgers in Thailand.
B. McDonald's maintaining separate sections for female and male customers in Saudi Arabia.
C. McDonald's serving chicken tatsuta sandwiches (fried chicken spiced with soy sauce and ginger and served with cabbage and mustard mayonnaise) in Japan.
D. The presence of McDonald's restaurants in Thailand, Saudi Arabia, and Japan.

Schaefer - Chapter 02 #12
Type: I

13. Which sociologist coined the phrase "The McDonaldization of society"?
A. Karl Marx
B. George Ritzer
C. Friedrich Engels
D. William F. Ogburn

Schaefer - Chapter 02 #13
Type: S

14. George Ritzer's concept of the "McDonaldization of society" refers to
A. the placement of a McDonald's franchise in every community over 5,000 inhabitants by the year 2010.
B. the domination of numerous sectors of societies throughout the world by principles initially used by fast-food restaurants.
C. the existence of a fast-food franchise in countries throughout the world.
D. the diffusion of cartoon mascots to the developing world.

Schaefer - Chapter 02 #14
Type: I

15. Which sociologist defined technology as "cultural information about the ways in which material resources of the environment may be used"?
A. Seymour Martin Lipset
B. Robin Williams
C. George Murdock
D. Gerhard Lenski
- Schaefer - Chapter 02 #15*
Type: S
16. A basketball arena, an airliner, a slice of pizza, and a television set would all be considered examples of
A. xenocentrism.
B. nonmaterial culture.
C. material culture.
D. argot.
- Schaefer - Chapter 02 #16*
Type: C
17. Nonmaterial culture
A. is more resistant to change than material culture.
B. is less resistant to change than material culture.
C. changes at the same pace as material culture.
D. does not change once it has been created.
- Schaefer - Chapter 02 #17*
Type: I
18. Culture lag occurs in most societies when
A. people frequently change their material culture.
B. people frequently change their nonmaterial culture.
C. people frequently modify cultural universals.
D. people frequently change their folkways.
- Schaefer - Chapter 02 #18*
Type: I
19. A subculture is
A. a segment of society that shares a distinctive pattern of customs, rules, and traditions that differs from the larger group.
B. a large number of people who live in the same territory are relatively independent of people outside it, and participate in a common culture.
C. the totality of learned, socially transmitted behavior.
D. specialized language that is used by members of a group.
- Schaefer - Chapter 02 #19*
Type: D
20. In the United States professional gamblers, Armenian Americans, teenagers, and nudists are all examples of
A. cultures.
B. countercultures.
C. subcultures.
D. contracultures.
- Schaefer - Chapter 02 #20*
Type: C
21. An argot is a specialized language used by members of a subculture. Nurses and doctors, for example, have developed a language system that is not easily understood by patients but enables medical professionals to communicate more easily (rapidly and precisely) with each other. Which sociological perspective is likely to emphasize the value of this specialized medical language?
A. functionalist perspective
B. conflict perspective
C. interactionist perspective
D. feminist perspective
- Schaefer - Chapter 02 #21*
Type: P

22. The use of the terms "tic tac" and "King Kong vaults" by athletes who play parkour is an example of
A. argot.
B. taboo.
C. linguistics.
D. nonverbal language.

Schaefer - Chapter 02 #22
Type: I

23. Armed militia groups, terrorists, and hippies would all be examples of a
A. subculture.
B. counterculture.
C. material culture.
D. nonmaterial culture.

Schaefer - Chapter 02 #23
Type: C

24. Culture shock is
A. the act of viewing people's behavior from the perspective of one's own culture.
B. the feelings of disorientation, uncertainty, or fear that is experienced when people witness cultural practices different from their own.
C. being unaware of the existence of other cultures.
D. a set of beliefs and practices that help to maintain powerful social, economic, and political interests.

Schaefer - Chapter 02 #24
Type: D

25. A man goes to an urologist who has been recommended by his family physician. When the urologist greets him in the examining room, the man discovers that the urologist is a female, and he is startled that a woman will examine him. He is experiencing
A. culture shock.
B. cultural relativism.
C. cultural universals.
D. cultural integration.

Schaefer - Chapter 02 #25
Type: C

26. The concept of "ethnocentrism" was originally formulated by
A. Seymour Martin Lipset.
B. W. I. Thomas.
C. William F. Ogburn.
D. William Graham Sumner.

Schaefer - Chapter 02 #26
Type: S

27. The tendency to assume that one's own culture and way of life represent the norm or is superior to all others is called
A. culture shock.
B. cultural relativism.
C. ethnocentrism.
D. value stability.

Schaefer - Chapter 02 #27
Type: D

28. A member of a new fundamentalist church believes that he or she has found the one true way to achieve salvation and members of other religions are pagans and will go directly to hell when they die. This individual is
A. xenocentric.
B. ethnocentric.
C. culturally relative.
D. monophobic.

Schaefer - Chapter 02 #28
Type: C

29. A United States sociologist receives a grant to study racial and religious prejudice among the peoples of Southeast Asia. The sociologist makes a serious and unbiased effort to evaluate the norms, values, and customs of these Asian peoples in light of the distinctive cultures of which they are a part. This is an example of
- A. xenocentrism.
 - B. ethnocentrism.
 - C. cultural relativism.
 - D. cultural deconstruction.

Schaefer - Chapter 02 #29
Type: C

30. An abstract system of word meanings and symbols for all aspects of culture is called
- A. material culture.
 - B. sanctions.
 - C. language.
 - D. argot.

Schaefer - Chapter 02 #30
Type: D

31. In American society, we often formalize norms into
- A. folkways.
 - B. mores.
 - C. laws.
 - D. values.

Schaefer - Chapter 02 #31
Type: I

32. A law is
- A. a norm governing everyday social behavior whose violation raises comparatively little concern.
 - B. an informal norm that is deemed highly necessary to the welfare of a society.
 - C. governmental social control.
 - D. none of these

Schaefer - Chapter 02 #32
Type: C

33. Norms that are generally understood but not precisely recorded are known as
- A. mores.
 - B. sanctions.
 - C. informal norms.
 - D. formal norms.

Schaefer - Chapter 02 #33
Type: D

34. While attending a prestigious lecture in a New York City museum, Bob noisily belches several times and picks his nose. He is violating
- A. mores.
 - B. laws.
 - C. informal norms.
 - D. formal norms.

Schaefer - Chapter 02 #34
Type: C

35. Mores are
- A. norms governing everyday social behavior whose violation raises comparatively little concern.
 - B. norms that are deemed highly necessary to the welfare of a society.
 - C. norms that are made by government for society, interpreted by the courts, and backed by the power of the state.
 - D. none of these

Schaefer - Chapter 02 #35
Type: D

36. Norms governing everyday behavior whose violation raises comparatively little concern are known as
- A. mores.
 - B. cultural universals.
 - C. folkways.**
 - D. laws.

Schaefer - Chapter 02 #36
Type: D

37. Norms can include
- A. rules governing specific behavior.
 - B. rules deemed highly necessary to the welfare of a society.
 - C. rules commonly made by a government for the welfare of a society.
 - D. all of these**

Schaefer - Chapter 02 #37
Type: D

38. Within the traditional Buddhist areas of Southeast Asia, which one of the following is a folkway that reinforces patterns of male dominance?
- A. In the sleeping cars of trains, women do not sleep in the upper berths above men.
 - B. Hospitals that house men on the first floor do not place women patients on the second floor.
 - C. On clotheslines, women's attire is hung lower than that of men.
 - D. All of these**

Schaefer - Chapter 02 #38
Type: I

39. Norms are often violated when
- A. they are weakly enforced.
 - B. a new context changes the relevance of the norm.
 - C. they conflict with one another.
 - D. all of these**

Schaefer - Chapter 02 #39
Type: I

40. A Girl Scout works hard on a difficult project, and when she has completed her work, she is given a badge that she can wear on her uniform. This is an example of
- A. a sanction.**
 - B. replication.
 - C. mores.
 - D. typology.

Schaefer - Chapter 02 #40
Type: C

41. A worker is frequently late, takes extended "coffee breaks", and makes numerous mistakes while working on important tasks. As a result of poor performance, the worker is fired. This is an example of
- A. sanctioning.**
 - B. law affirmation.
 - C. cultural diffusion.
 - D. replication.

Schaefer - Chapter 02 #41
Type: C

42. An example of a positive, formal sanction is a
- A. salary bonus.**
 - B. demotion.
 - C. smile.
 - D. frown.

Schaefer - Chapter 02 #42
Type: I

43. In surveys of first-year college students over the last 50 years, which value has shown the strongest gain in popularity?
A. being very well off financially
B. developing a meaningful life
C. achieving fame
D. finding true love

Schaefer - Chapter 02 #43
Type: I

44. A dominant ideology is a
A. set of cultural beliefs that help to maintain powerful social, economic, and political interests.
B. subculture that rejects societal norms and values and seeks an alternative lifestyle.
C. specialized language used by members of a group or subculture.
D. none of these

Schaefer - Chapter 02 #44
Type: D

45. Which sociological thesis suggests that cultural and religious identities, rather than national or political loyalties, are becoming the prime source of international conflict?
A. functionalist perspective
B. clash of civilizations
C. interactionist perspective
D. global perspective

Schaefer - Chapter 02 #45
Type: P

46. The relative importance of cultural and biological factors in the socialization process is referred to as the debate over
A. nature versus nurture
B. role versus status
C. manifest versus latent functions
D. sociobiology versus biosociology

Schaefer - Chapter 02 #46
Type: I

47. In the nature versus nurture debate, social scientists take which position?
A. Environmental factors are more important than biological inheritance in human development.
B. Biological inheritance is more important than environmental factors in human development.
C. It is the interaction between environmental factors and biological inheritance that is important in human development.
D. Biological factors are irrelevant in human development.

Schaefer - Chapter 02 #47
Type: I

48. Social scientists now recognize that
A. it is not enough to care for an infant's physical needs; parents must also concern themselves with children's social development.
B. if young children are kept clean and warm, they will develop normally.
C. social interaction for young children is not as important as was once believed.
D. Isabelle was emotionally and socially healthy; individuals and the early researchers who believed otherwise were simply expressing their cultural biases.

Schaefer - Chapter 02 #48
Type: I

49. Sociobiology is the systematic study of the
A. social structure within the animal kingdom.
B. interactions between humans and higher animal forms.
C. social basis of biological behavior.
D. biological basis of social behavior.

Schaefer - Chapter 02 #49
Type: D

50. The self is the
A. distinct identity that sets us apart from others.
B. child's awareness of the attitudes, viewpoints, and expectations of society as a whole.
C. child's awareness of the attitudes, viewpoints, and expectations of the people who are most important in his or her life.
D. person's typical patterns of attitudes, needs, characteristics, and behavior.

Schaefer - Chapter 02 #50
Type: D

51. In forming a sense of ourselves, we imagine how we appear to others and how others perceive us, and finally we develop a feeling about ourselves as a result of these impressions. This sociological approach to the development of a self represents the views of which sociological perspective?
A. functionalist perspective
B. conflict perspective
C. interactionist perspective
D. feminist perspective

Schaefer - Chapter 02 #51
Type: P

52. The looking-glass self is the
A. sum total of a person's conscious perception of his or her identity as distinct from others.
B. child's awareness of the attitudes, viewpoints, and expectations of society as a whole.
C. phrase used by Charles Horton Cooley to emphasize that the self is the product of our social interactions with others.
D. person's typical patterns of attitudes, needs, characteristics, and behavior.

Schaefer - Chapter 02 #52
Type: D

53. According to Cooley's concept of the looking-glass self, development of one's self-identity due to misperceptions of how others see us may lead to
A. an increase of self-esteem.
B. the sensorimotor stage of development.
C. destruction of the looking-glass self.
D. a negative self-identity.

Schaefer - Chapter 02 #53
Type: S

54. According to George Herbert Mead, the preparatory stage occurs
A. when children imitate the people around them, particularly family.
B. when the children become able to pretend to be other people.
C. when children grasp not only their own social positions but also those of others around them.
D. when we observe ourselves through the looking-glass self.

Schaefer - Chapter 02 #54
Type: D

55. Gestures, objects, and language that form the basis of human communication are known as
A. folkways.
B. norms.
C. rites of passage.
D. symbols.

Schaefer - Chapter 02 #55
Type: D

56. A child begins to "become" a doctor, a parent, a superhero, or a ship captain during the
A. preparatory stage.
B. game stage.
C. play stage.
D. sensorimotor stage.

Schaefer - Chapter 02 #56
Type: I

57. Debbie attends her first day of school and when she returns, she "plays school" with her younger brother. As part of this play activity, Debbie duplicates all of the behaviors that were performed by her teacher during the day. Debbie is in which stage of development according to George Herbert Mead?
- A. the preparatory stage
 - B. the imitative stage
 - C. the play stage**
 - D. the game stage

Schaefer - Chapter 02 #57
Type: C

58. Which sociologist suggested that during the second stage of development children become capable of assuming the perspective of another and are thereby able to respond from that imagined viewpoint?
- A. Erving Goffman
 - B. George Herbert Mead**
 - C. Alvin Gouldner
 - D. William F. Ogburn

Schaefer - Chapter 02 #58
Type: S

59. The process of mentally assuming the perspective of another, thereby enabling one to respond from that imagined viewpoint, is known as
- A. role strain.
 - B. resocialization.
 - C. face-work.
 - D. role taking.**

Schaefer - Chapter 02 #59
Type: D

60. The child of about 8 or 9 years of age begins to consider several tasks and relationships simultaneously. At this point in development children grasp not only their own social positions, but also those of others around them. Mead calls this stage the
- A. preparatory stage.
 - B. play stage.
 - C. imitative stage.
 - D. game stage.**

Schaefer - Chapter 02 #60
Type: D

61. A child can respond to numerous members of the social environment and grasp his or her distinctive social positions when he or she reaches the
- A. preparatory stage.
 - B. game stage.**
 - C. play stage.
 - D. concrete operational stage.

Schaefer - Chapter 02 #61
Type: I

62. Allison is playing in a high school field hockey game and passes the ball to Erika who appears to have a scoring opportunity. Allison's pass suggests that she is aware of her role as a member of a team and that she is now in which stage of development, according to George Herbert Mead?
- A. the preparatory stage
 - B. the imitative stage
 - C. the play stage
 - D. the game stage**

Schaefer - Chapter 02 #62
Type: C

63. Which term was used by George Herbert Mead to refer to the child's awareness of the attitudes, viewpoints, and expectations of society as a whole?
A. generalized others
B. significant others
C. impression management
D. symbolic others

Schaefer - Chapter 02 #63
Type: D

64. An individual is sitting in a large college lecture hall with 300 other students. Although she has the urge to pick her nose, she refrains because she is afraid of how the other members of the audience will react. This person's behavior is being controlled by
A. significant others.
B. generalized others.
C. their preparatory position.
D. none of these

Schaefer - Chapter 02 #64
Type: C

65. "Significant others" is
A. Charles Horton Cooley's term for the child's awareness of the attitudes, viewpoints, and expectations of society as a whole.
B. George Herbert Mead's term for altering the presentation of the self in order to create distinctive appearances and satisfy particular audiences.
C. George Herbert Mead's term for those individuals who are most important in the development of the self.
D. George Herbert Mead's term for the sum total of people's conscious perception of their identity as distinct from others.

Schaefer - Chapter 02 #65
Type: D

66. A _____ is the best example of a significant other.
A. high school coach
B. clerk in a fast-food restaurant
C. bus driver
D. casual acquaintance at school

Schaefer - Chapter 02 #66
Type: C

67. Because of the influence of significant others in the development of self, young people
A. are less likely to have a "looking-glass self".
B. may be drawn to the same kind of work their parents engage in.
C. struggle to find romantic partners.
D. all of these

Schaefer - Chapter 02 #67
Type: I

68. Bob is on a first date with Mary, whom he really likes, and he tries to act in a manner that will cause her to like him, too, and to want to go out with him again. This is an example of
A. face-work.
B. impression management.
C. idealization of the other.
D. role taking.

Schaefer - Chapter 02 #68
Type: C

69. The dramaturgical approach is
A. a view of social interaction under which people are examined as if they were theatrical performers.
B. a concept used to refer to people's efforts to maintain the proper image and avoid embarrassment in public.
C. a phrase used to emphasize that the self is the product of our social interaction with others.
D. the process of discarding former behavior patterns and accepting new ones as part of a transition in one's life.

Schaefer - Chapter 02 #69
Type: D

70. Which sociologist is associated with the concepts of the dramaturgical approach and impression management?
A. Charles Horton Cooley
B. George Herbert Mead
C. Erving Goffman
D. Wilbert Moore

Schaefer - Chapter 02 #70
Type: S

71. Which sociological perspective reminds us that socialization concerning not only masculinity and femininity, but also marriage and parenthood, begins in childhood as a part of family life? For example, children observe their parents as they express affection, deal with finances, quarrel, complain about in-laws, and so forth.
A. functionalist perspective
B. conflict perspective
C. interactionist perspective
D. global perspective

Schaefer - Chapter 02 #71
Type: P

72. Which sociological perspective emphasizes that schools in the United States foster competition through built-in systems of rewards and punishments?
A. functionalist perspective
B. conflict perspective
C. interactionist perspective
D. global perspective

Schaefer - Chapter 02 #72
Type: P

73. As a primary agent of childhood socialization, schools play a critical role in teaching children the values and customs of the larger society. This view of the socialization process is most likely of particular interest to which sociological perspective?
A. functionalist perspective
B. conflict perspective
C. interactionist perspective
D. global perspective

Schaefer - Chapter 02 #73
Type: P

74. Which one of the following statements reflects a functionalist view of education as a socializing agent?
A. Schools can reinforce the divisive aspects of society, especially those of social class.
B. Schools frequently are used by those in power to maintain their power and to continue the subjugation of those with lower status.
C. Schools are responsible for teaching the values and norms of the larger society.
D. A teacher's style may often influence classroom interaction.

Schaefer - Chapter 02 #74
Type: P

75. Most adolescents seek jobs in order to
A. identify a career choice.
B. make spending money.
C. assist in their parent's household expenses.
D. pay for education.

Schaefer - Chapter 02 #75
Type: I

76. Rites of passage are
A. gestures, objects, and language that form the basis of human communication.
B. stressful periods of self-evaluation, often occurring between 35 and 50 years of age.
C. rituals marking the symbolic transition from one social position to another.
D. expectations regarding the proper behavior, attitudes, and activities of males and females.

Schaefer - Chapter 02 #76
Type: D

77. A retirement party, a high-school graduation party, and a confirmation party are all examples of
A. role taking.
B. impression management.
C. rites of passage.
D. face-work.

Schaefer - Chapter 02 #77
Type: C

78. Life-course theorists suggest
A. socialization stops after one experiences a rite of passage.
B. socialization continues through all stages of the life cycle.
C. socialization is attributable solely to biological influences.
D. all of these

Schaefer - Chapter 02 #78
Type: I

79. Anticipatory socialization refers to
A. the process whereby people learn the attitudes, values, and actions appropriate to individuals as members of a culture.
B. processes of socialization in which a person "rehearses" for future positions, occupations, and social relationships.
C. the process of discarding former behavior patterns and accepting new ones as part of a transition in one's life.
D. the process whereby people normally being socialized are at the same time socializing their socializers.

Schaefer - Chapter 02 #79
Type: D

80. A young girl decides that she wants to become an Olympic swimmer. She takes swimming lessons, joins her school's swimming team, reads magazine articles about champion swimmers, and goes to swim meets at a nearby college. This is an example of
A. reverse socialization.
B. resocialization.
C. desocialization.
D. anticipatory socialization.

Schaefer - Chapter 02 #80
Type: C

81. Which term is used to refer to the process of discarding former behavior patterns and accepting new ones as part of a transition in one's life?
A. role divestment
B. resocialization
C. positive socialization
D. anticipatory socialization

Schaefer - Chapter 02 #81
Type: D

82. A woman who was socialized from infancy to become a wife and mother settles comfortably into being a homemaker in her twenties and early thirties. However, her husband dies suddenly, and the woman finds that she must enter the paid labor force in order to support herself and her two children. This woman will most likely have to undergo a process of
- A. anticipatory socialization.
 - B. socialization.
 - C. reverse socialization.
 - D. resocialization.**

Schaefer - Chapter 02 #82
Type: C

83. Which of the following sociologists coined the term total institution?
- A. Erving Goffman**
 - B. Karl Marx
 - C. Max Weber
 - D. Herbert Spencer

Schaefer - Chapter 02 #83
Type: S

84. Which one of the following is considered a total institution?
- A. a high school
 - B. a mental hospital**
 - C. a Girl Scout troop
 - D. the New York Mets

Schaefer - Chapter 02 #84
Type: C

85. Which of the following is not a characteristic of a total institution?
- A. All aspects of life are conducted in the same place and are under the control of a single authority.
 - B. The authorities devise rules and schedule activities after consultation with the participants.**
 - C. Any activities within the institution are conducted in the company of others in the same circumstances.
 - D. All aspects of life with a total institution are designed to fulfill the purpose of the organization.

Schaefer - Chapter 02 #85
Type: I

86. When inmates enter prison, are being stripped of their clothing and advised they will only be referred to by number, this is an example of
- A. anticipatory socialization.
 - B. a rite of passage.
 - C. a degradation ceremony.**
 - D. ascription.

Schaefer - Chapter 02 #86
Type: D

87. A primitive tribe that cultivates the soil by hand has much more culture than a modern computerized society.
- FALSE**

Schaefer - Chapter 02 #87

88. Democracy is a good example of an invention.
- TRUE**

Schaefer - Chapter 02 #88

89. Wearing two different colored socks and a tie that does not match the shirt with which it is being worn are examples of breaking folkways and informal norms.
- TRUE**

Schaefer - Chapter 02 #89

90. In a society virtually all citizens follow the same set of norms and values.
- FALSE**

Schaefer - Chapter 02 #90

91. From a functionalist perspective, the social significance of the dominant ideology is that a society's most powerful groups and institutions control the means of producing beliefs about reality through religion, education, and the media.
FALSE
92. Judging people's behavior from the perspective of one's own culture is known as cultural relativism.
FALSE
93. In the early 1900s, Charles Horton Cooley advanced the belief that we learn who we are by interacting with others.
TRUE
94. The second stage of development in George Herbert Mead's model is the game stage.
FALSE
95. The members of your nuclear family, your athletic coach, a teacher in a large lecture hall, a clerk at your favorite store, and casual acquaintances are all considered as significant others.
FALSE
96. Individuality is often lost within total institutions.
TRUE
97. Define the term globalization and describe how it affects culture today. Give an example to support your answer.

Answers will vary
98. Explain the differences among innovations, discoveries, inventions, and diffusion. Give examples of each to clarify the differences between them.

Answers will vary
99. Describe Piaget's stages of cognitive theory of development and the benchmark developments associated with each.

Answers will vary
100. Identify the various types of social norms and give an example of each. Describe the various sanctions associated with violations of the various social norm types.

Answers will vary

Schaefer - Chapter 02 #91

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Schaefer - Chapter 02 #100

101. Explain the differences and similarities among socialization, resocialization, and anticipatory socialization.

Answers will vary

102. Identify the various agents of socialization and discuss the importance of each in the formation of a social self.

Schaefer - Chapter 02 #101

Answers will vary

Schaefer - Chapter 02 #102

ch02 Summary

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