



SOCIOLOGICAL T H E O R Y

Engagement Package

Glossary

- “I”:** the active self.
- “Me”:** the social self.
- actor:** the individual participating in social interactions.
- aesthetic-expressive rationality:**
reasoning guided by personal preferences of subjective taste.
- backstage:** where personal facts and beliefs are free to be shared.
- bourgeoisie:** those who held the majority of the economic wealth, social influence, and political power in a society.
- collective behavior:** action from a group unaffiliated with an institution.

- communicative action:** how individuals reach a mutual agreement or understanding through healthy debate without the influence of power imbalances, money, or manipulation.
- communism:** an economic and political system based on the government's ownership and regulation of all the population and distribution of goods and services.
- conjoint norms:** one person is the beneficiary and the target of the norm.
- deconstruction:** description of why a socially constructed behavior or thought becomes a reality.
- disjoint norms:** the beneficiary and the target of the norm are different people.
- doing gender:** the performance of gender through socialization.
- double consciousness:** the sense of observing yourself and your being through the metaphorical eyes of others in society.
- epistemology of the closet:**
the relationship between hiding a part of oneself in the closet and how sexuality has shaped the world's knowledge.
- frontstage:** where the performance takes place.
- functions:** positive or negative consequences we observe and allow a system of society to adapt to change.

- gender binary:** the inaccurate classification and assumption that there are only two distinct forms of gender based on the sex of an individual.
- globalism:** the unilinear views of politics dominating the world and how people see the capitalist world market as the leading economic system.
- globality:** a view within closed spaces, such as national institutions, that reflect the growing globalization.
- hyperreality:** a reality and simulation blurring.
- impression management:**
the loyalty actors have for the dramatic theory and performance.
- individualistic rationality:**
giving an individual all the knowledge they would need to make a logical and rational decision to use the service if they think it will benefit them.
- instrumental rationality:** addresses questions based on scientific knowledge in an objective world.
- interpretation:** the meaning constructed for objects or actions by individuals interacting with the objects or actions.
- intersectionality:** the application of an individual's race, class, gender, and sexuality and how these identities overlap to shape the individual's life experiences.

latent function:	unintended actions that stem from a structure.
manifest function:	intended purpose of an action or structure in society.
metanarratives:	narratives about narratives in history or other fields.
moral-practical rationality:	a way to make decisions using cultures, norms, and ethics as our rationale.
norms:	informal rights created by society that control others' action.
organic solidarity:	modern societies with a division of labor where work and interactions become differentiated by organically beneficial to everyone in society.
proletariat:	those who occupied blue-collar jobs and were the “cogs and gears” of the national economy.
punishment:	negative values attached to an action.
rationality:	using or being guided by logic or reasoning.
rewards:	actions with positive values.
self:	the ability to see yourself as a social object.

- significant symbols:** symbols that elicit expressions of the same emotion or response from individuals who interact with the symbol.
- simulacra:** copies of objects that have no original object to be copied from.
- social facts:** factors that are external to individuals and shape their behavior.
- socialism:** an economic and political system based on the cooperative management or citizens' production and distribution of goods and services normally within a democratic government.
- sociological imagination:**
the ability to see the details of our own lives in the context of larger social structures as opposed to merely personal choices or personal troubles.
- stimulus proposition:** a stimulus or set of stimuli can trigger a response.
- structure:** patterned interactions and persisting relationships that are created and maintained in society.
- success proposition:** when a person receives a reward for a specific behavior, they are more likely to repeat the behavior.
- suffrage:** the right to vote in political elections.
- technological rationality:** calculations a machine makes to mimic sensible, appropriate behaviors through the production of industrialization.