SOCIOLOGY – REVIEW FOR CLEP EXAM

C. Wright Mills	(1916-1962) American sociologist who coined the term, "the sociological imagination". The sociological imagination states that a certain quality of mind is required if we are to understand ourselves in relation to society. Sociological Imagination expresses both an understanding that personal struggles can and do reflect broader social issues, and also faith in the ability of humans to alter the course of history. Mills believed we must be able to view society "humanistically". Additionally Mills popularized the term, "New Left" and wrote the book "The Power Elite."
The 5 Social Sciences	1. Psychology: Individual behavior and mental processes. 2. Economics: Production, distribution, consumption of goods and services. 3. Political Science: Political philosophy and forms of government. 4. Anthropology: Primitive and modern culture. 5. Sociology: Study of society and human behavior, the "Social", the immediate concern.
Auguste Comte and the Origin and Sociology	"Founder of Sociology." In 1838 Auguste Comte (1798-1857) coined the term sociology as a way of demarcating the field. Auguste is known for a process called Positivism: which is applying the scientific method to the social world. Auguste hoped that sociologists would not only discover social principles, but reform society.
Herbert Spencer	Herbert Spencer (1820-1903) is sometimes called the second founder of sociology. Spencer disagreed with Comte and thought sociologists should not work toward social reform but let societies go through, "natural evolution/survival of the fittest." Spencer is known for Social Darwinism.
Humanistic Perspective	Humanistic sociologists see sociology as a way to advocate/advance human welfare. They seek self-realization, the full development of a cultivated personality, and the improvement of the human social condition.

Scientific Perspective	The approach to sociology that stresses acquiring objective empirical knowledge (the actual knowledge derived from experience or observation that can be measured or counted.) The scientific perspective is not concerned with the uses to which such knowledge is put, the scientific perspective stresses, "what is," not "what should be."
Charles Horton Cooley	(1864-1924) Economist turned social psychologist, Charles theorized the "self-concept". The self concept, which is formed in childhood, is reevaluated every time the person enters a new social situation. Cooley refers to this as "the looking glass." The stages are 1) we imagine how we appear to others. 2) Wonder whether or not others see us the same way we see ourselves/observe and absorbed their reactions to us 3) develop conceptions of ourselves based on the judgement of others.
The Looking Glass	Term coined by Charles Horton Cooley (1864-1924). 1) we imagine how we appear to others 2) wonder whether others see us the way we see ourselves/observe and absorbed their reactions to us 3) develop conceptions of ourselves based on the judgement of others.
Socialization	Socialization is the process by which we learn/are trained to be members of society, to take part in new situations and to participate in group settings.
Primary Socialization	Primary socialization is the initial socialization that a child receives through which he or she becomes a member of society (Social heritage, culture).
Secondary Socialization	An already socialized person experiencing socialization in new sectors of society (i.e. school, job).
Class Conflict	Marx's term for the struggle between capitalists and workers. The Bourgeoisie (those who own means of production) and the proletariat (the exploited class who do not own means of production).
Content Analysis	The quantitative or qualitative techniques employed to describe the contents of materials.
Secondary Analysis	Analysis of existing sources of information such as old records/data.

Unobtrusive Observation	No communication with the person being observed is necessary so that he or she is unaware that he or she is an object of research. Observation from a distance.
Participant Observation	(Field research) In ethnography, the technique of learning a people's culture through social participation and personal observation within the community being studied, as well as interviews and discussion with individual members of the group over an extended period of time. 2) Observation by a researcher who is (or appears to be) a member of a group or participant in the study. May or may not reveal themselves.
Experimental Group	A subject or group of subjects in an experiment that is exposed to the factor or condition being tested.
Control Group	In an experiment, the group that is not exposed to the treatment; contrasts with the experimental group and serves as a comparison for evaluating the effect of the treatment.
Stratified Sampling	Stratified sampling uses the differences already existing in a population (ex: male/female) as a basis for selecting a sample. Participants are then chosen from that population at random.
Systematic Sampling	A sampling method in which a pattern is used to select members of a population.
Representative Sample	A sample that accurately reflects the characteristics of the population as a whole
Random Sample	A sample that fairly represents a population because each member has an equal chance of being chosen for study.
Explanatory Survey	captures information in order to test theories and casual or correlational relationships between variables.
Independent Variable	Independent variable influences another variable.
Dependent Variable	A variable being influenced by another (cause and effect).
Correlational Relationship	A type of relationship when a change in one variable coincides with, but doesn't necessarily cause a change in the other. Two things perform in a synchronized manner; example - good at A, also good at B. Does not mean A causes B to preform or B causes A to preform.

Casual Relationship	When one variable causes a change in another variable.
Ethical Dilemma's of Sociologists	1) Will research hurt the participants/does the knowledge justify the risks? 2) Invasion of privacy. Should privacy be maintained under all circumstances? 3) Does the subject have the right to know they are being studied? Is consent necessary? 4) Does it matter how the results will or can be applied? 5) is deception in conducting or reporting research even justified?
Peter Principle	"In a hierarchy, every employee will tend to rise to the level of his/her incompetence."
Polygamy	Man having multiple wives at once.
Polygamy	A form of marriage in which a person may have two or more spouses simultaneously.
Ageism	A deep unease on the part of young people about getting old.
Pluralism	A state in which people of all races and ethnicities are distinct but have equal social standing
Glass Ceiling Effect	an invisible barrier limiting career advancement of women and minorities
Verstehen	An approach to the study of social life developed by Max Weber in which sociologists mentally attempt to place themselves in the shoes of other people and identify what they think and how they feel; translates roughly as "understanding."
Feminization	The increasing concentration of poverty among women, especially unmarried women and their children.
Vassalage	A feudal system in medieval society based on reciprocal responsibilities of loyalty and service between lords and serfs.
Interpretive Sociology	The study of society that focuses on the meanings people attach to their social world, derived from the work of Mead and Blumer.
Symbolic Interaction	Approach that focuses on the interactions among people based on mutually understood symbols.
Dramaturgy	Approach that depicts human interaction as theatrical performances. Interpreting, defining, and evaluating our own and others' actions and using those evaluations to control/project certain "images" of ourselves.

Inductive Theory	Proceeds from concrete observations from which general conclusions are inferred through a process of reasoning.
Deductive Theory	Proceeds from general ideas, knowledge, or understanding of the social world from which specific hypotheses are logically deduced and tested.
Conflict Theory	A theoretical framework in which society is viewed as composed of groups that are competing for scarce resources. The conflict paradigm views society as being characterized by conflict and inequality. It asks questions like, "What/who are the dominant interests expressed in this society?" Sociologists viewing the world from a conflict perspective question how race, sex, social class, and age are associated with social inequality.
Modern Conflict Theory	Generally associated w/work of Coser, Dahrendorf, and Mills, the modern conflict theory sees conflict between groups or social organizations, not just class.
Karl Marx	(1818-1883) German philosopher and founder of Marxism, the theory that class conflict is the motor force driving historical change and development. Scientific socialist who coauthored "The Communist Manifesto." Contended that a class struggle between the bourgeoisie (capitalists who own means of production) and the proletariat (exploited working class) would lead "to the dictatorship of the proletariat" which in turn would be a transitional phase leading to a classless society.
Stages of Research	1) define the problem, 2) identify and review the literature, 3) formulate a hypothesis, 4) select and implement a research design to test hypothesis, 5) draw a conclusion.
Theological Stage	First stage identified by Auguste. Scientists look toward the supernatural realm of ideas for an explanation of what they observed.
Metaphysical Stage	Second stage (Auguste). Scientists see society as a natural rather than a supernatural phenomenon
Positive Stage	According to Auguste Comte, during the positive (final) stage of human social development, people embrace rational scientific explanations for observed phenomena.

Grand Theory	Developed by Talcott Parsons, grand theory is based on aspects of the real world forming a conception of society as a stable system of interrelated parts.
Talcott Parsons	(1902-1979) Leading Functional theorist, advocated grand theory, was one of the twentieth centuries leading sociologists. Theory of "Sick Role".
Sick Role	A socially recognized set of rights and obligations linked with illness.
George Herbert Mead	(1863-1931) A sociologist who believed that people develop their self-images through their interactions with other people. He said that the self consists of two parts: the "I" and the "Me." The "I" initiates action. The "Me" continues, interrupts, or changes action depending on others' reactions. Invented symbolic interactionism, believed to understand society, you must understand its symbols.
Symbolic Interactionism	A theoretical perspective in which society is viewed as composed of symbols that people use to establish meaning, develop their views of the world, and communicate with one another. (George Herbert Mead)
Weber's Ideal Type	Understanding that society constructed these ideal types that all members of the society strive to be, and that they are good for creating a scientific basis to understand individual derivations.
Aggregate	Number of people who happen to be in the same place at the same time but do not "belong" together.
Master Status	The status a person is most identified.
Achieved Status	A social position a person takes on voluntarily that reflects personal ability and effort
Ascribed Status	A social position assigned to a person by society without regard for the person's unique talents or characteristics.
Status Set	All the statuses a person holds at a given time
Role Conflict	Conflict among the roles connected to two or more statuses

Max Weber	(1864-1920) German sociologist and contemporary of Durkheim's that regarded the development of rational social orders as humanity's greatest achievement. Saw bureaucratization (the process whereby labor is divided into an organized community and individuals acquire a sense of personal identity by finding roles for themselves in large systems) as the driving force in modern society. Regarded the emergence of Rationalism as the major development of human history. Verstehen. Used cross-cultural and historical materials to trace causes of social change. Believed religion is the central force of social change and capitalism (Protestant/Catholic studies).
Rationalism	A belief or theory that opinions and actions should be based on reason and knowledge rather than on religious belief or emotional response (Advocated by Weber).
Association	Relationship formed on the basis of an agreement or mutual goal.
Communal Relationship	Relationships in which people's primary concern is being responsive to the other person's needs. Formed on the basis of a subjective feeling of the parties, "we belong together," whether or not the feeling is personal or based on tradition.
Role Strain	Condition in which the roles of a single status are inconsistent or conflicting.
Acculturation	The modification of the social patterns, traits, or structures of one group or society by contact with those of another; the resultant blend (mostly minor culture to major- i.e. immigrants).
Social Category	People who share a social characteristics.
Social Group	A collection of people who interact with one another in an orderly fashion and have a certain feeling of unity.
Ferdinand Tönnies	(1853-1936) distinguished between gemeinschaft (community) and gesellschaft (society).
Gemeinschaft	a type of society in which life is intimate; a community in which everyone knows everyone else and people share a sense of togetherness.
Gesellschaft	A term used by Ferdinand Tönnies to describe a community, often urban, that is large and impersonal, with little commitment to the group or consensus on values.

Patrilineal	based on or tracing descent through the male line.
Parkinson's Law	work expands to fill time available for completion.
Neolocality	couple establishes new residence.
Mores	(Sociology) the conventions that embody the fundamental values of a group.
Matrilineal	Relating to a social system in which family descent and inheritance rights are traced through the mother.
Matriarchy	A form of social organization in which a female is the family head and title is traced through the female line.
Material Culture	Physical things people attach meaning to.
Bureaucracy	A rationally designed organizational model whose goal is to preform complex tasks as efficiently as possible. , A system of managing government through departments run by appointed officials.
Ego	According to Freud, the decision-making component of personality that operates according to the reality principle. The ego defines opportunities, the goals one strives toward, is executive; directs ID energies, is partially conscious, and delays actions until appropriate. The most conscious part of the personality, the ego checks and controls the id.
id	In Sigmund Freud's theory, the portion of the personality that contains our instincts and our irrational desires. It is largely unconscious and very demanding. It lives according to the pleasure principle, which is to maximize pleasure and minimize pain, and demands immediate gratification of biological needs (i.e. sex, food). The id represents these unconscious strivings without specific direction or purpose, which must be repressed and channeled into socially acceptable directions. Repression and identification.
Super Ego	Freud; "moral watchdog"; governs behavior by reality and morality, often taught by parents, church and/or community; standards develop through interaction; conscience. (Ages 4-5) Responsible for guilt, shame, demands perfection and serves as ones conscience. Judicial part of the personality.

Postindustrial	The time in society that came after the Industrial Revolution. A society whose economic system is engaged primarily in the processing and control of information as their "main source of sustenance."
Preindustrial	Birth and death rates high, population grows slowly, infant mortality high.
Deviance	Behavior that violates the standards of conduct or expectations of a group or society. A departure from the norm.
Ideal Bureaucracy	Weber characterized this by a hierarchy of authority and a system of rules and procedures designed to create an optimally effective system for large organizations. 1) Paid officials at a fixed salary 2) Officials who are accorded certain rights and privileges as a result of making a career out of holding office. 3) Regular salary increases, seniority rights. 4) Officials who qualify to enter the organization due to advanced organizational or vocational training. 5) Rigidly defined rights and responsibilities. 6) Officials are responsible for obligations of office and keeping work separate from personal lives.
Dyad	(George Simmel) A social group with two members in which the absence of one member destroys the group.
Triad	(George Simmel) Addition of a third person that sometimes serves as a mediator. (Mom, Dad, Child)
Nonmaterial Culture	Ideas, knowledge, values, and beliefs that influence people's behavior.
Culture	Beliefs, customs, and traditions of a specific group of people.
Carol Gilligan	(1936-pres) maintained that Kohlberg's work was developed by only observing boys and overlooked potential differences between the habitual moral judgments of boys and girls; girls focus more on relationships than laws and principles- although there are no essential differences between the psyches of boys and girls
Lawrence Kohlberg	(1927-1987) Inspired by Paiget, studied moral development of children. Created a theory of moral development that has 6 levels; focuses on moral reasoning rather than overt behavior.

6 Stages of Moral Reasoning	Lawrence Kohlberg. 2. Self-interest orientation (What's in it for me?) (Paying for a benefit) Level 2 (Conventional) 3. Interpersonal accord and conformity (Social norms) (The good boy/girl attitude) 4. Authority and social-order maintaining orientation (Law and order morality) Level 3 (Post-Conventional) 5. Social contract orientation 6. Universal ethical principles (Principled conscience)
8 Stages of Psychosocial Development	1) Trust vs. mistrust (infancy). Nurturing stage. 2) Autonomy vs. shame and doubt (early childhood), due to being unable to handle situations one encounters in life. 3) Initiative vs. guilt (preschool years), child develops either a sense of Initiative and self confidence or feelings of guilt depending on how successful they are in exploring their environment and dealing with peers. 4) Industry vs. inferiority (grammar school years), focus shifts away from family to school where the child develops conceptions of being industrious or inferior. 5) Identity vs. role confusion (adolescence), failure to establish a clear and firm sense of one's self results in identity confusion 6) Intimacy vs isolation (young adulthood), one meets or fails to meet the challenge presented by young adulthood of forming stable relationships, outcome: Intimacy or Isolation. 7) Generativity vs stagnation (middle adulthood), A persons' contribution to the well being of others through citizenship, work, and family becomes self generated, and fulfilling primary tasks of adulthood is complete. 8) Integrity vs despair (late adulthood), developmental challenge posed by the knowledge one is dying. Challenge is to find a sense of continuity and meaning, not to despair.
Erik Erikson	(1902-1994) 8 Stages of Psychosocial Development. Non-freudian, humanistic. Departing from Freud's emphasis on childhood and instinct, Erikson delineated 8 Stages of Psychosocial Development theory to show how people evolve through the life span. Each stage is marked by a psychological crisis that involves confronting "Who am I?"
Formal Operational Stage	During this final stage of cognitive development, a person is able to think abstractly, relativistically, and hypothetically.

Concrete Operational Stage	Third stage in Piaget's theory, the stage of cognitive development (from about 6 or 7 to 11 years of age) during which children gain the mental operations that enable them to think logically about concrete events.
Preoperational Stage	In Piaget's theory, the stage (from about 2 to 6 or 7 years of age) during which a child learns to use language but does not yet comprehend the mental operations of concrete logic.
Sensorimotor Stage	First stage in Piaget's theory. A stage of development that begins at birth and lasts through infancy in which infants acquire information about the world by sensing it and moving around with it
Jean Piaget	(1896-1980) Swiss psychologist proposed a theory of cognitive development. This 4-stage theory of cognitive development, said that two basic processes work in tandem to achieve cognitive growth (assimilation and accommodation). He stressed the part social life plays in becoming conscious of one's own mind. Cognitive development does not occur automatically.
Erving Goffman	(1922-1983) Considered the self to be a reflection of others. In every "role" we undertake there is a virtual self waiting to be carried out. Goffman used the term role-distance to describe the gap that exists between who we are and who we portray ourselves to be. Dramaturgical analysis-describes how we resemble actors on a stage as we play out our various roles.
Sigmund Freud	(1856-1939) Austrian neurologist who originated psychoanalysis. Sigmund considered biologu (biological drives) to be the primary source of human activity. Said that human behavior is irrational; behavior is the outcome of conflict between the id (irrational unconscious driven by sexual, aggressive, and pleasure-seeking desires) and ego (rationalizing conscious, what one can do) and superego (ingrained moral values, what one should do). Believed personality is shaped by identification and repression. Psychosexual development.
Resocialization	The process of adopting new norms, values, attitudes, and behaviors.

Total Institution	An institution that regulates all aspects of a person's life under a single authority, such as a prison, the military, a mental hospital, or a convent.
Functionalism	A school of psychology that focused on how our mental and behavioral processes function - how they enable us to adapt, survive, and flourish. Inspired by Emile Durkheim and Herbert Spencer, functionalism originally started as a theory of society being a system of interrelated parts
Structural Functionalism	A theoretical perspective that views society as an organized system, analogous to the human system, that is made up of a variety of interrelated parts or structures that work together to generate social stability and maintain society (Proponent: Radcliffe Brown)
Emile Durkheim	(1858-1917) French sociologist that got Sociology recognized as a separate academic discipline. Compared suicide rates. Identified importance of Social Integration in social life. Studied patterns of behavior. Believed in functionalism and the scientific method.
Social Integration	The degree to which members of a group or a society feel united by shared values and other social bonds.
Macro-level Analysis	an examination of large-scale patterns of society
Micro-level Analysis	an examination of small-scale patterns of society
Ethnocentrism	Belief in the superiority of one's nation or ethnic group.
Cultural Relativism	Not judging a culture but trying to understand it on its own terms.
Positive Sanction	a reward or positive reaction for following norms, ranging from a smile to a prize
Negative Sanction	an expression of disapproval for breaking a norm, ranging from a mild, informal reaction such as a frown to a formal reaction such as a prison sentence or an execution.
Norms	A society's stated and unstated rules for proper conduct.
Sapir-Whorf Hypothesis	Language creates a way of thinking and perceiving., A theory claiming that language influences perception. Example: people who are into decorating can distinguish color by descriptive adjectives i.e. pearl white.

Folkways	Norms not strictly enforced. , Informal norms or everyday customs that may be violated without serious consequences within a particular culture.
Subculture	A group of people with shared value systems based on common life experiences and situations, distinguished- yet still a part of a larger culture.
Counterculture	A culture with lifestyles and values opposed to those of the established culture.
Cultural Universal	Customs and practices that occur across all societies.
Sociobiology	A theoretical approach that explores ways in which human biology affects how we create culture.
Cultural Lag	Ogburn's term for human behavior lagging behind technological innovation.
Iron Law of Oligarchy	A principle of organizational life under which even a democratic organization will eventually develop into a bureaucracy ruled by a few individuals.
Cultural Diffusion	The spread of ideas, customs, and technologies from one people to another.
Peer Group	A social group whose members have interests, social position, and age in common.
Mass Media	Forms of communication, such as newspapers and radio, that reach millions of people.
Agents of socialization	Family (most important); TV/media (growing in importance); friends/peers; school (formal socialization). How we develop (absorb) opinions & beliefs.
Manifest Functions	Functions that lead to an expected (beneficial) consequence or outcome.
Latent Functions	Unintended beneficial consequences of people's actions.
Anticipatory Socialization	Learning that helps a person achieve a desired position in advance.
Degradation Ceremony	A term coined by Harold Garfinkel to describe an attempt to remake the self by stripping away an individual's self-identity and stamping a new identity in its place.
Social Institution	An organized pattern of beliefs and behavior centered on basic social needs.
Organic Solidarity	Durkheim's term for the interdependence that results from people needing others to fulfill their jobs; solidarity based on the interdependence brought about by the division of labor

Mechanical Solidarity	Durkheim's term for the unity (a shared consciousness) that people feel as a result of performing the same or similar tasks
Role Performance	The ways in which someone performs a role; showing a particular "style" or "personality".
Face-saving behavior	Erving Goffman's term for the strategies we use to rescue our performance when we experience a potential or actual loss of face.
Sign Vehicle	A term used by Goffman to refer to how people use social setting, appearance, and manner to communicate information about the self.
Ethnomethodology	Study of how people use background assumptions to make sense of their everyday life.
Background Assumption	A deeply embedded common understanding of how the world operates and of how people ought to act.
Social Construction of Reality	The process by which people creatively shape reality through social interaction, the use of background assumptions and life experiences to define what is real.
Pastoral Society	a society based on the pasturing of animals.
Horticultural Society	A preindustrial society in which people plant seeds and crops rather than merely subsist on available foods.
Agricultural Society	A society that uses plows and draft animals in growing food. A society based on large scale agriculture.
Industrial Revolution	(1750-1850), A series of improvements in industrial technology that transformed the process of manufacturing goods. Machines replaced animals.
Primary Group	A small group characterized by intimate, face-to-face association and cooperation.
Secondary Group	A large and impersonal social group whose members pursue a specific goal or activity.
In-groups	Groups toward which one feels loyalty.
Out-groups	Groups toward which one feels antagonism.
Reference Group	Any group that individuals use as a standard for evaluating themselves and their own behavior.
Instrumental Leader	Group leadership that focuses on the completion of tasks.
Expressive Leader	Socioemotional leader. Group leadership that focuses on the group's well-being, increases harmony and minimizes conflict.
Authoritarian Leader	An individual who leads by giving orders.

Democratic Leader	An individual who leads by trying to reach a consensus.
Laissez-faire Leader	Informal type of leader, allows individuals to function independently.
Groupthink	A process in which members of a cohesive group emphasize concurrence at the expense of critical thinking in arriving at a decision.
Charismatic Authority	Authority based on exceptional individual abilities and characteristics that inspire devotion, trust, and obedience.
Conflict Paradigm	Views society as being characterized by conflict and inequality. (Whose interests are expressed, and who benefits/suffers from social arrangements).
Contagion Theory	Theory developed by Gustave LeBon that contends that crowds exert a distinct milieu that powerfully influences its members.
Convergence Theory	Theory that indicates that individuals, not the crowd, possess particular motivations.
Craze	A type of collective behavior in which people become obsessed with wanting something because "everyone else seems to have it."
Cult	Religious organization consisting of a small group of followers surrounding a charismatic leader.
Emergent-Norm Theory	A theory to explain the group mind. This theory suggests that a powerful norm emerges in a group and becomes the standard for behavior. These are norms that become relevant at the time, based upon the makeup of the group.
Exogamy	Marriage between people of different social categories
Kinship	A social bond based on common ancestry, marriage, or adoption
Mass Hysteria	A collective emotional response to tension and anxiety in a group.
Qualitative Method	Methods that attempt to collect information about the social world that cannot be readily converted to numeric form. Relies on personal observation and description of social life to explain behavior.
Quantitative Method	Makes use of statistical and other mathematical techniques of quantification or measurement in their efforts to describe and interpret their observations

Social Mobility	Movement of individuals or groups from one position in a society's stratification system to another.
Polyandry	A polygamous mating system involving one female and many males.
Hawthorne Effect	A change in a subject's behavior caused simply by the awareness of being studied.
Spurious Relationship	A false association between two variables that is actually due to the effect of some third variable.
Normative Theory of Prejudice	States that individuals become prejudiced when such attitudes are so ingrained in their society's norms and values that they get passed on from generation to generation without question.
Gentrification	A process of converting an urban neighborhood from a predominantly low-income renter-occupied area to a predominantly middle-class owner-occupied area.
J.L Moreno	(1889-1974) Developed Sociometry, Theory of Interpersonal Relations, Social Network Analysis.
Sociometry	A method for assessing popularity and unpopularity that involves having students rate the social status of other students.
Anomic Suicide	Suicide that occurs as a result of too little social regulation.
Altruistic Suicide	Suicide that occurs when one experiences too much social integration or norms of society are drastically altered.
Egotistic Suicide	Weak social ties that fail to attach the person to the group.
Intra-generational Social Mobility	A change in social position occurring during a persons lifetime/career.
Comparable Worth	refers to programs to pay the same wages for jobs that have comparable responsibilities or require comparable skills. It is intended to change situations where men get paid more for doing jobs that are not the same, but are comparable to, jobs that women do. The issue raised when women who hold traditionally female jobs are paid less than men for working at jobs. requiring comparable skill
White Collar and Service Workers	Since 1900 in the United States, the growing percentage of the work force is in White Collar and Service Workers.

Nuclear Family	A married couple and their unmarried children living together.
Neolocal Family	Living or located away from both the husband's and the wife's relatives.
Kingsley Davis and Wilbert Moore	Developed the Functionalist theory of stratification. Sociologists who argued that stratification is a functional necessity. Argued that the most difficult jobs in any society are the most necessary and require the highest rewards and compensation to sufficiently motivate individuals to fill them. Once the roles are filled, the division of labor functions properly. Davis and Moore hypothesized that high rewards are necessary to motivate individuals to complete the long periods of training required for some occupations, such as physician. This theory does not consider factors such as seniority, unionization, physical labor or appeal to values.
Robert Michels	Developed the Theory of the Iron Law of Oligarchy - once a small group gains power they resist any new leadership from outside the group. Theorized in political and economic institutions.
Demographers	Scientists who study population. (Study of the growth, composition, distribution, and migration of human populations.
Hunting and Gathering	Hunting and gathering societies are characterized by small size, low level of technology, equal status among adults, lack of strong authority figures, and consensus on values. Adaptations based on the harvest of wild plants and animals.
Upward Social Mobility	Movement up the social class ladder.