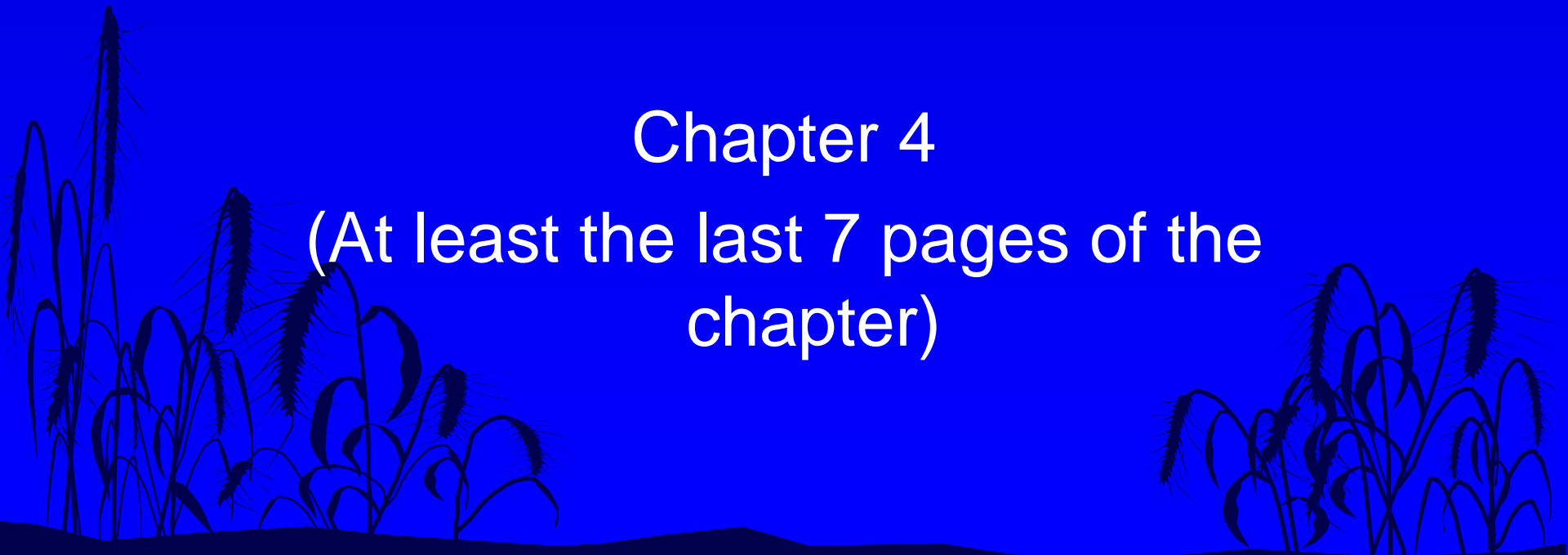


# *Social Interaction*

## Chapter 4

(At least the last 7 pages of the chapter)



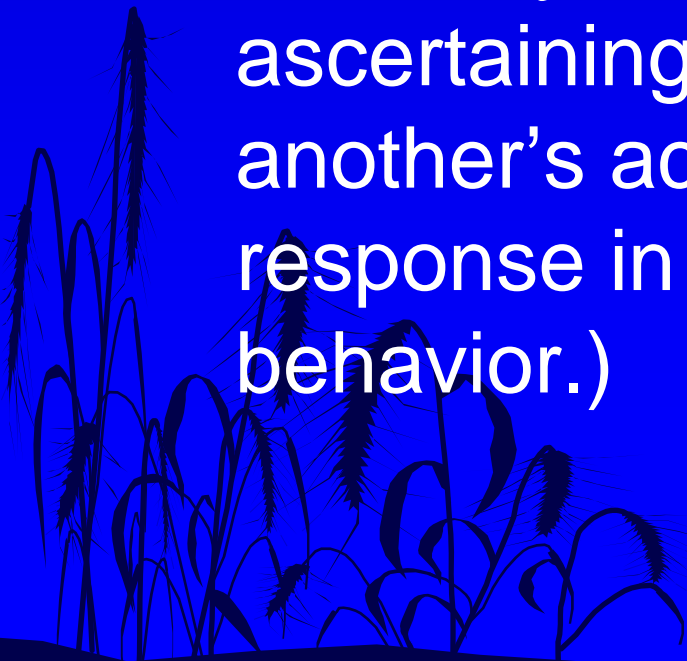
# *Social Interaction*

- Social Interaction-
- ...is the process in which people act toward or respond to others.



# *Symbolic Interactionism*

- Symbolic Interactionism-
- ...human interaction is *mediated* by the use of symbols, by interpretation, by ascertaining the meaning of one another's actions. (Stimulus and response in the case of human behavior.)



# *Symbolic Interactionism*

- Herbert Blummer-
- ...we act towards things according to the meaning we give them
- ...meaning arises out of social interaction.
- ...in any situation, we go through an internal process of interpretation,(...), in order to assign meaning to the situation and decide how to act.

# *Ethnomethodology*

- A term coined by Harold Garfinkel-
- ...an analysis of the rules (ethnomethods) people follow in everyday social interaction.
- Background assumptions- Deal with shared assumptions.
- ...behavior patterns that are so taken for granted that they are not noticed unless they are disrupted.

# *Ethnomethodology*

- Breaching Experiments-
- ...behavior in which the researcher refuse to share the basic assumptions of the situation.

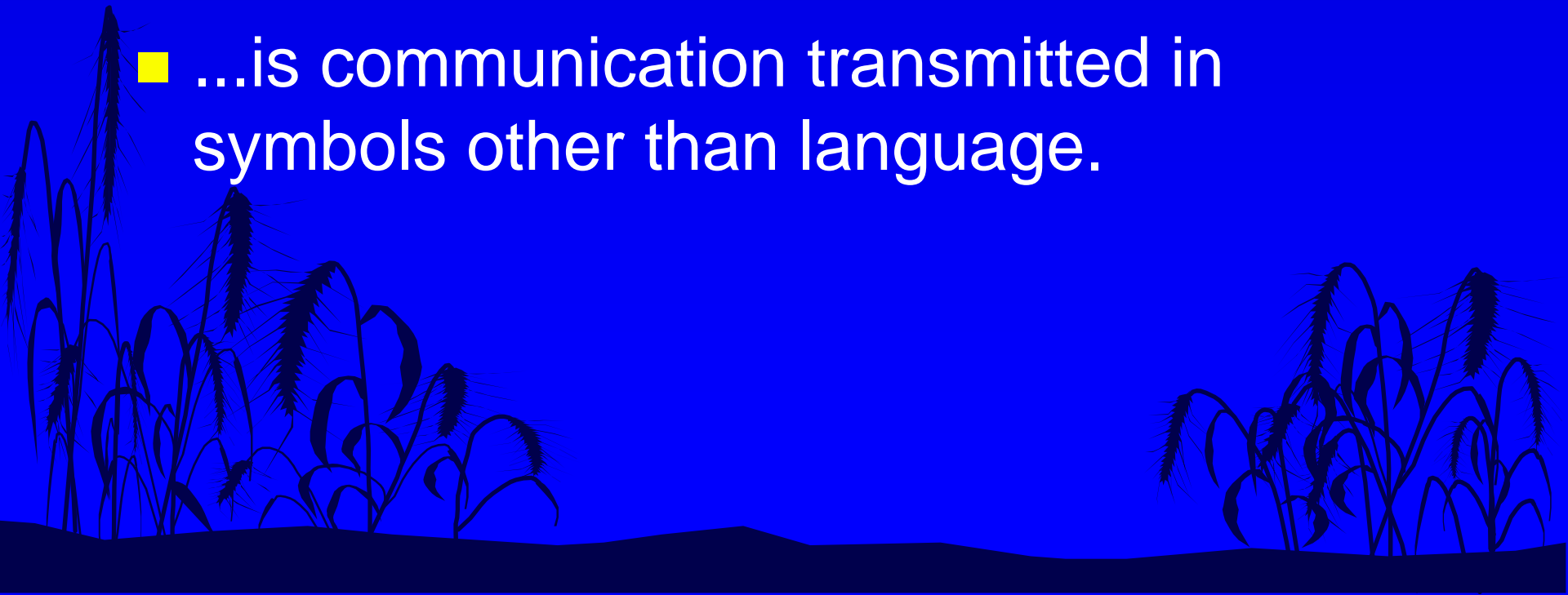


# *Dramaturgic Sociology*

- Erving Goffman- Compares human interaction to the role of actors in a theater. (Shakespeare)
- Impression Management-
- ...refers to the attempt to present ourselves to others so they will see us as we wish to be seen.
- Goal of Impression Management-

# *Dramaturgic Approach*

- Backstage/Frontstage Behavior-
- Nonverbal Communication-
- ...is communication transmitted in symbols other than language.

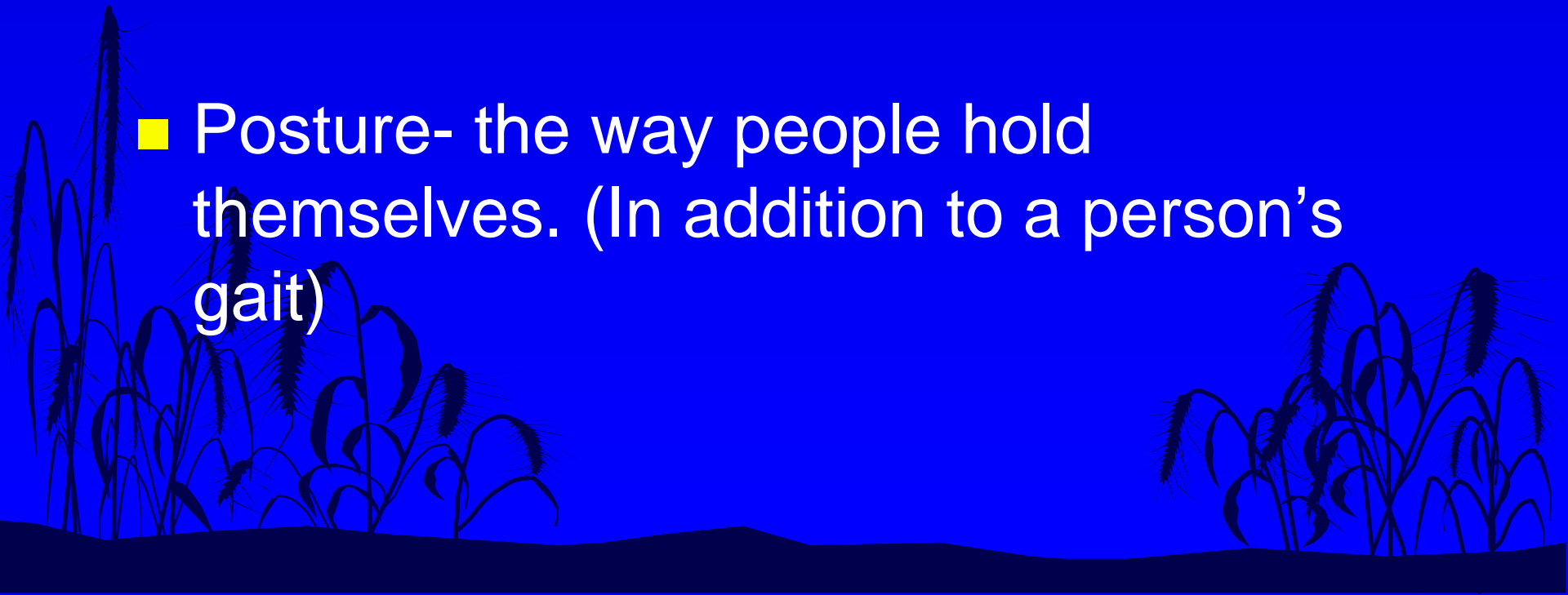


# *Types of Nonverbal Communication*

- Body Language-
- Facial expression- a rich source of nonverbal information because they reveal emotions so directly.
- Fear
- Happiness
- Surprise
- Anger

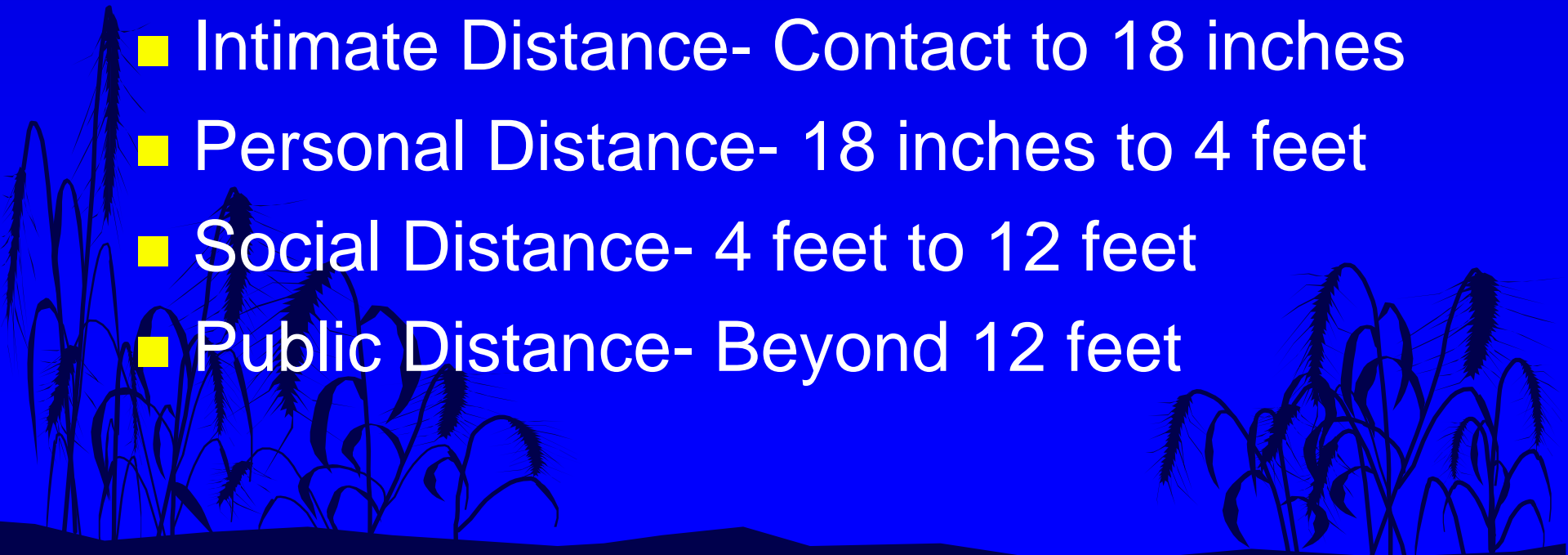
# *Types of Nonverbal Communication- Body Language Cont'd*

- Gestures- movements of the body which vary from culture to culture.
- Posture- the way people hold themselves. (In addition to a person's gait)



# *Types of Nonverbal Communication*

- Personal Space- The area surrounding a person that is employed consciously or unconsciously to convey meaning.
- Intimate Distance- Contact to 18 inches
- Personal Distance- 18 inches to 4 feet
- Social Distance- 4 feet to 12 feet
- Public Distance- Beyond 12 feet

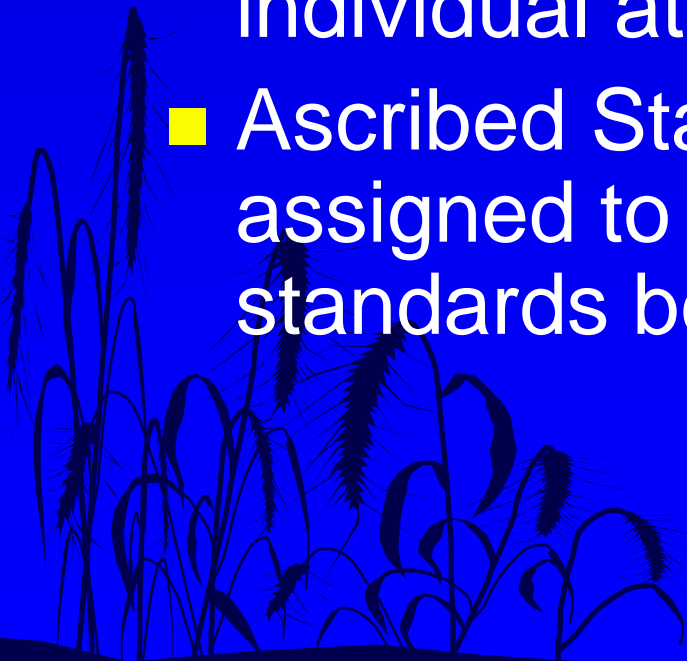


# *Social Structure*

- Refers to the way the units of a group or society relate to one another.
- Characteristics-
- ...remains stable despite changes in the population.
- ...makes possible efficient human activity.
- ...restricts personal freedom. (When excessive it may cause social change)

# *Units of Social Structure*

- Status- a socially defined position in a group or society.
- Types of Statuses:
  - Achieved Status- is the status that an individual attains through direct effect.
  - Ascribed Status- is the status that is assigned to a person according to standards beyond their control.



# *Units of Social Structure: Cont'd*

- Master Status- is the status that dominates and determines an individual's social position.
- ...usually occupationally defined.



# *Units of Social Structure:*

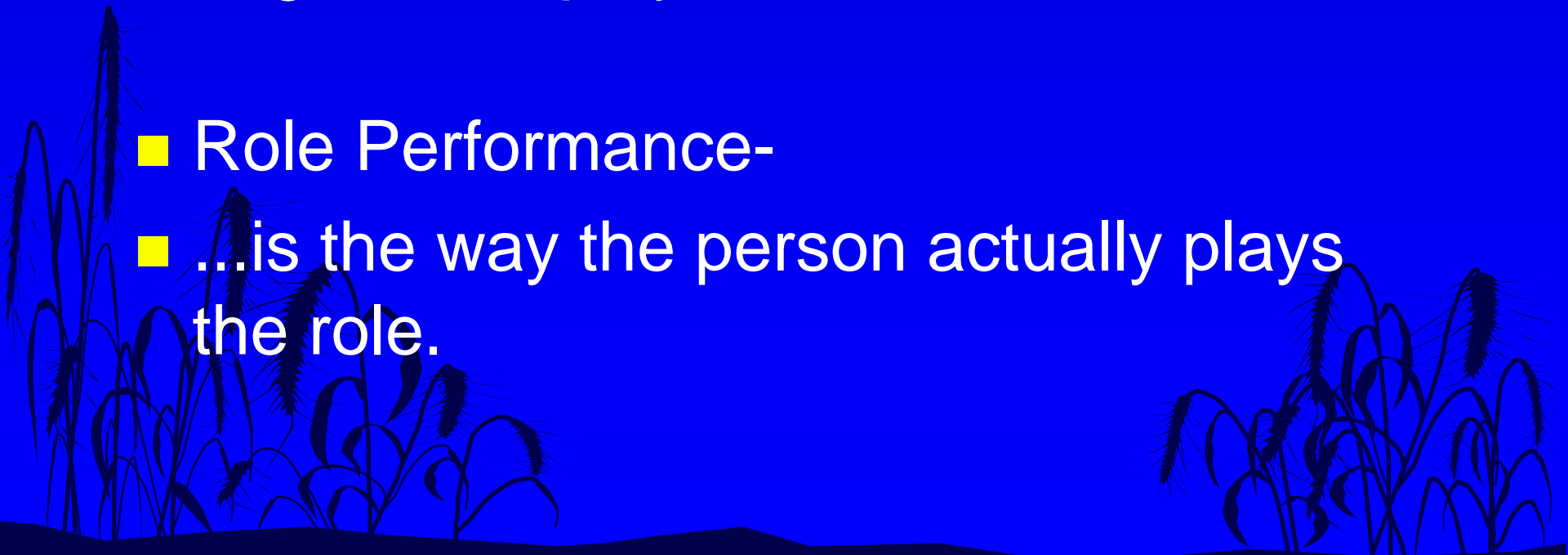
## *Cont'd*

- Role- is the behavior expected of someone with a given status in a group or society. (You occupy a status, but you play a role.)
- Types of Roles:
- Role Set-
- ...is the set of roles associated with a given status.

# *Units of Social Structure*

## *Types of Roles: Cont'd*

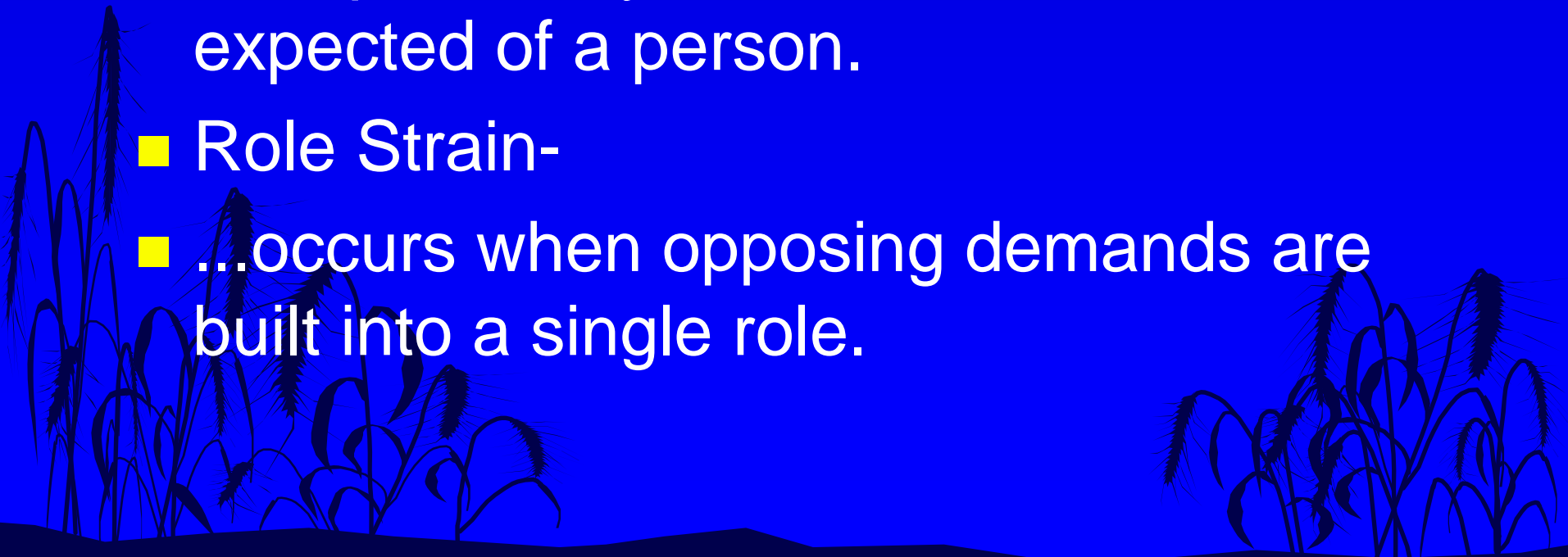
- Role Expectation-
- ...is society's definition of the way a role ought to be played.
- Role Performance-
- ...is the way the person actually plays the role.



# *Units of Social Structure*

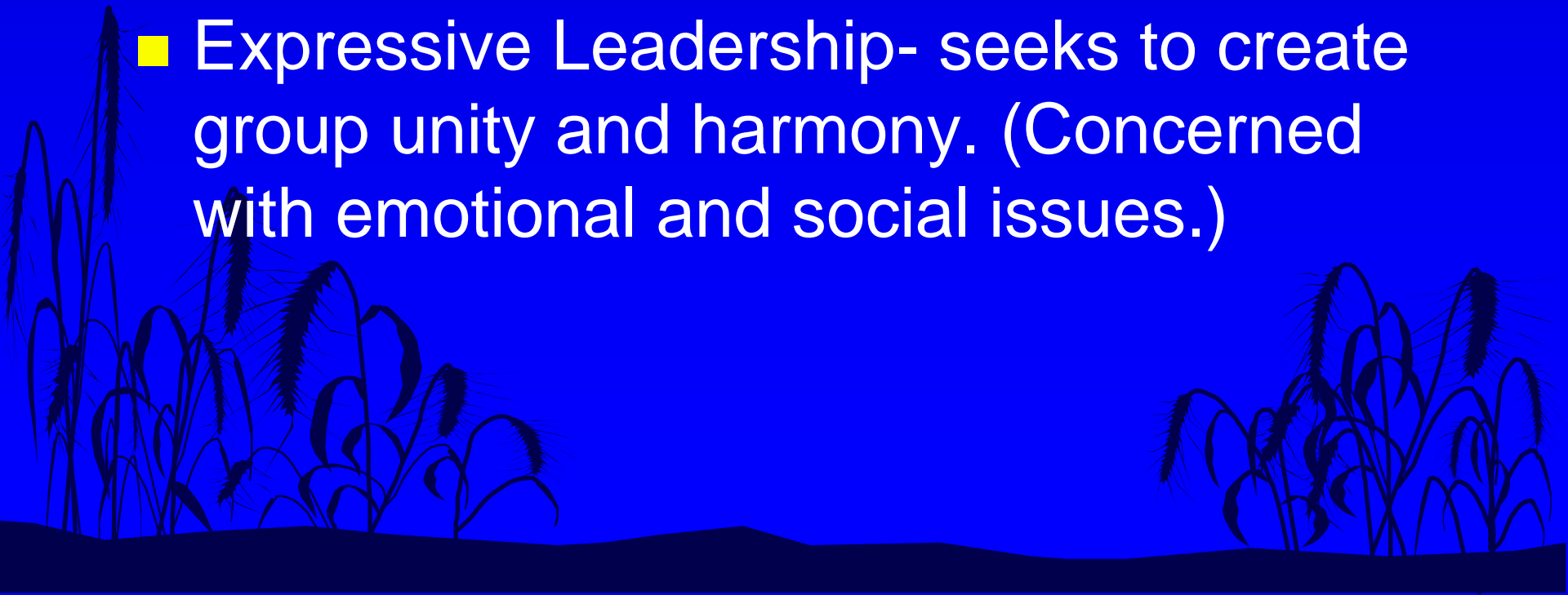
## *Types of Roles: Cont'd*

- Role Conflict-
- ...refers to the opposing demands made on a person by two or more roles expected of a person.
- Role Strain-
- ...occurs when opposing demands are built into a single role.



# *Leadership Roles*

- Instrumental Leadership- is directed toward having the group meet its goals.
- Expressive Leadership- seeks to create group unity and harmony. (Concerned with emotional and social issues.)



# *Leadership Styles*

- Authoritarian Leadership-  
Characteristics:
- Exhibits the highest degree of hostility.
- Exhibits the highest degree of aggression.
- Leaders are personal in their criticism.
- Only one person determines group policy and assigns tasks.



# *Leadership Styles*

- Democratic Leadership Style;  
Characteristics:
- Policy and tasks are decided through group discussion.
- Criticism is objective and fair.



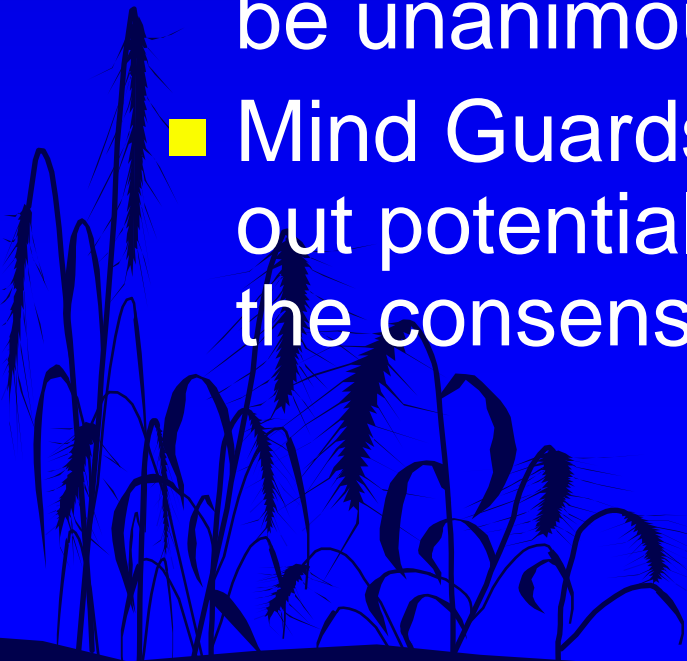
# *Leadership Styles*

- Laissez-Faire Leadership Style-  
Characteristics:
- There is complete freedom of the membership.
- There is little comment on member's actions.
- There is minimal involvement by the leadership.



# *Group Decision Making Process*

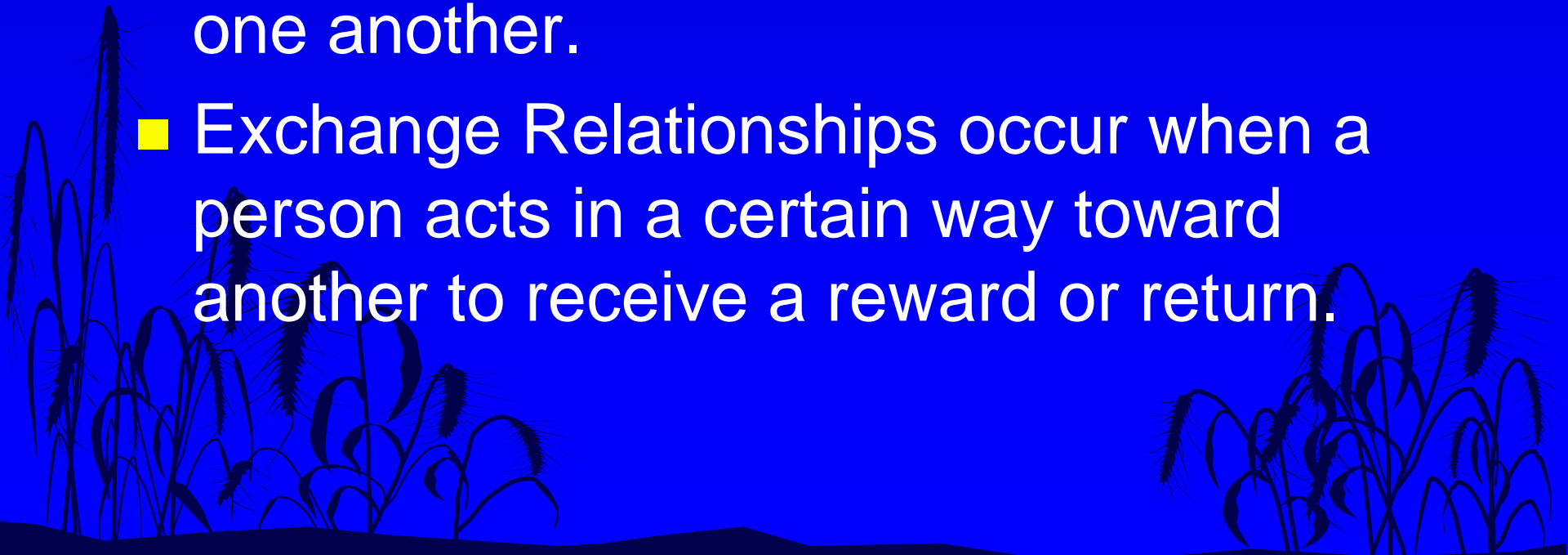
- Risky Shift- Is a phenomenon in which groups make riskier decisions than people working alone.
- Groupthink- Occurs when the desire to be unanimous overrides critical thinking.
- Mind Guards- Are members who stamp out potential dissension and protects the consensus.



# *Forms of Social Interaction*

## *Exchange Relationships*

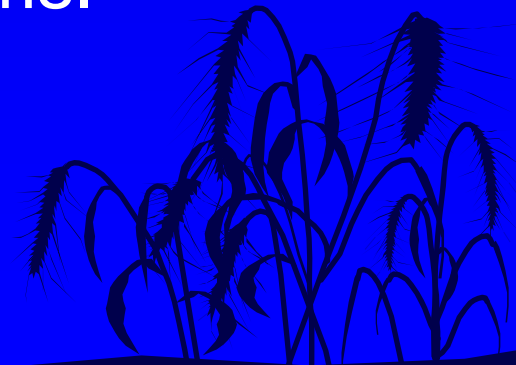
- George Homans- Exchange Theory  
...self interest is the universal motive behind the way people behave toward one another.
- Exchange Relationships occur when a person acts in a certain way toward another to receive a reward or return.



# *Forms of Social Interaction*

## *Cooperation*

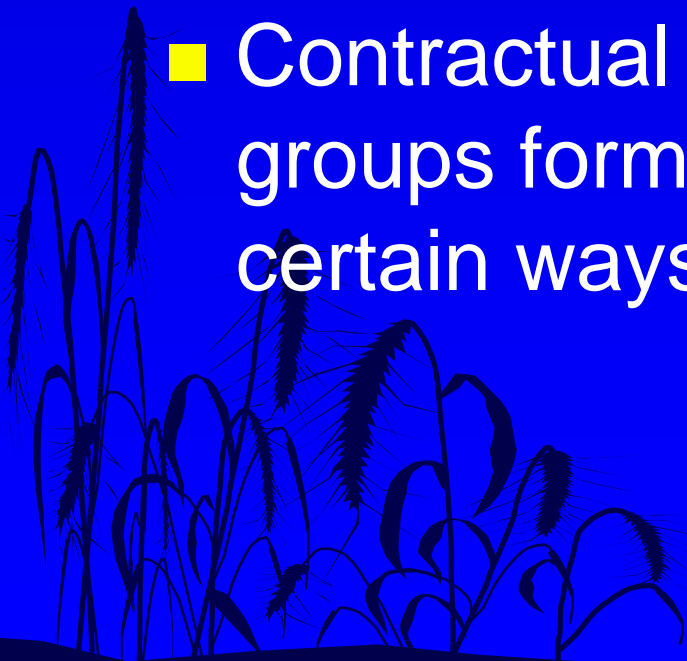
- Cooperation- Is the interaction of people or groups in order to achieve common interests or goals.
- Robert Nisbet- Types of cooperation:
- Spontaneous Cooperation- Is the oldest and most universal. (Mutual aid.)
- Traditional Cooperation- Cooperation that becomes fixed in a society's customs.



# *Forms of Social Interaction*

## *Cooperation Cont'd*

- Directed Cooperation- Cooperation that is directed by a third party.
- Contractual Cooperation- Occurs when groups formally agree to cooperate in certain ways.



# *Forms of Social Interaction*

## *Conflict Relationships*

- Georg Simmel- Defined four major types of conflicts.
- War between groups.
- Conflict within groups.
- Litigation
- Clash over impersonal ideals.



# *Positive Results of Conflict*

- Conflict can bind people on opposing sides into groups.
- Conflict can lead to needed social change.

