# Chapter 6

Title: 06-01Cpp.80

1. When individuals first meet, they rely on observable cues—age, sex, posture, physical appearance, tone of voice, accents, non-verbal gestures, and so forth—to construct a quick picture of one another. This process is referred to as

a. identity management

\*b. impression formation

c. self-actualization

d. status-seeking

Title: 06-02Cpp.83

2. This perspective treats social interactions as a series of theatrical performances and borrows terms from the theater:

\*a. dramaturgy

b. Goffmanesqe

c. liturgy

d. bildungsroman

Title: 06-03Cpp.84

3. According to the dramaturgical perspective, which of the following is true about the back stage region?

a. It must be accessible to the audience

b. It cannot be used for prop storage

c. While there, actors must remain in character and so cannot relax

\*d. While there, individuals may express themselves more freely because they are not required to maintain their performances

Title: 06-04Cpp.84

4. Warren owns a remodeling business. This afternoon he will meet with Bill, who is interested in hiring someone to renovate his kitchen. The job is potentially worth $23,000 dollars and so Warren is eager to communicate to Bill that he has the knowledge and experience to do the work. Warren spends the morning preparing for the meeting. He makes sure that his portfolio of pictures from completed projects is in order. From his closet, he selects a tasteful cashmere sweater and black corduroy trousers in muted colors that will show his sense of style without being flashy. He decides to drive his new Mercedes CLS to the meeting rather than the truck he uses when visiting active construction sites.

According to the dramaturgical perspective, Warren’s portfolio, clothing, and car are considered

a. liturgies

b. scripts

\*c. props

d. impressions

Title: 06-05Cpp.88

5. The spontaneous feeling an individual experiences when the identity he is trying to present is unexpectedly discredited in front of others is known as

\*a. embarrassment

b. bildungsroman

c. stigma

d. performance anxiety

Title: 06-06Cpp.89

6. Luke is at a dinner party and the conversation has turned to commuting, traffic, and driving in general. “Now, you all know I’m not sexist,” he says, “but women are the worst drivers!” He then launches into what he thinks is an amusing story about his girlfriend putting on makeup in the rearview mirror.

What term would a sociologist use to describe Luke’s statement asserting that he is “not sexist” before making what some would consider an offensive comment?

a. cooling out

b. account

\*c. disclaimer

d. a big fat lie

Title: 06-07Cpp.89

7. While rushing to class, Nguyen accidentally bumps into another student. “I’m sorry,” he says. Nguyen’s apology is considered

a. an account

b. a disclaimer

c. an embarrassment

\*d. aligning action

Title: 06-08Cpp.89

8. Accounts, disclaimers, and apologies are types of

\*a. aligning actions

b. restoration hardware

c. prima facie

d. stigma

Title: 06-09Cpp.89

9. Aligning actions serve a variety of functions. Which of the following is not one of those functions?

a. restoration of order

b. identity repair

c. affirmation of the “rules” for proper conduct

\*d. creation of additional disruption and embarrassment

Title: 06-10Cpp.80

10. The meanings people attach to observable cues—such as age, sex, skin color, and weight—are influenced by cultural background.

\*a. True

b. False

Title: 06-11Cpp.83

11. According to Goffman, individuals do not engage in impression management unless they are trying to deceive others.

a. True

\*b. False

Title: 06-12Cpp.90

12. The term “stigma” refers to a deeply discrediting trait or quality that may cause an individual to be perceived as incompetent, untrustworthy, or morally deficient.

\*a. True

b. False

Title: 06-13Cpp.

13. The attributes and traits that are stigmatized vary according to time and culture.

\*a. True

b. False

Title: 06-14Cpp.86, 87

14. The ability to manage one’s impression is learned.

\*a. True

b. False

Title: 06-15Cpp.83

15. G. H. Mead developed the dramaturgical perspective.

a. True

\*b. False