

## **Exam 2 Review Guide**

### **SOC 157**

This exam will have both multiple-choice and short answer questions. The multiple choice will be worth 50% of the exam, and the short answer will be worth 50%.

**The multiple choice questions will be created from concepts covered in the questions listed below.**

**Short Answer Questions: I will choose 5 questions from this list (each question will be worth 10 points)**

- 1.) First, describe schema and how these influence cognitive processing. Second, describe how such processes can influence conflict and conflict dynamics.
- 2.) How can “self-fulfilling prophecies” influence conflict dynamics?
- 3.) Describe and contrast these models of conflict: aggressor-defender, conflict spiral and structural change
- 4.) What is deterrence? What are the five important deterrence requirements?
- 5.) Be prepared to give an example of a society or group of people who behaved in a way that suggested they were trying to deter future transgressions.
- 6.) Be prepared to describe some psychological changes that can occur during conflict dynamics.
- 7.) Describe an “institution of social control”. What is the main purpose of such institutions?
- 8.) Describe how institutions are structured (rules, sanctions, actors).
- 9.) What are some examples of “laws” and “social norms”. How do these differ?
- 10.) Be prepared to define and give examples of all of the rule types discussed in lecture.
- 11.) Be prepared to give examples and definitions for all of the levels of social control. (e.g., first-party, second-party, third-party).
- 12.) What are the main differences between torts and crimes? What is Mala in se and Mala Prohibitum
- 13.) Describe what might happen if the formal legal system is weak or corrupt. In other words, what happens if people cannot use formal justice institutions.
- 14.) What is the difference between instrumental and expressive homicides? Which one might be easier to deter by the criminal justice system.
- 15.) Know: severity, celerity, certainty, general deterrence, specific deterrence.
- 16.) What evidence supports or contradicts that idea that capital punishment is a strong deterrent on homicide?
- 17.) Discuss what I meant by people acting within institutions in the beginning of lecture 9.
- 18.) Concerning a dispute, be prepared to describe the following strategies or options that people might take: break, yield, negotiate, delegate, coerce.
- 19.) What is the difference between mediation and adjudication?

- 20.) Why do people coerce other parties when resolving disputes? Why might violence be a preferred strategy of conflict resolution?
- 21.) What is the difference between hard and soft negotiation?
- 22.) Describe the difference between negotiating over principles or interests as contrasted to positions or people?
- 23.) What are some ways in which people can focus on interests? [slide 25-27 or so in Lecture 9]
- 24.) What do conflict theorists mean when they discuss the “two brains”
- 25.) What are some possible negotiation outcomes?
- 26.) What are the challenges of conflict negotiation among parties with long-term relationships?
- 27.) What did the British do when they took control of India? What was the Sepoy Rebellion? What were some of the big events in Gandhi’s life? For example, you should know some general facts about him, and some of his greatest actions such as the Salt March.
- 28.) Read the book Gandhi’s way, and be prepared to answer general questions that will be written from my lecture slides. Don’t panic about the details, but do have clear in your mind the main ideas from these chapters.
- 29.) In general, how common is divorce? What do marital couples fight about?
- 30.) Why is marital conflict important?
- 31.) What is sexual selection? How does this explain sexual dimorphism?  
From this perspective, why are women more “choosy” than men?
- 32.) What do data from lonely hearts want ads suggest?
- 33.) Explain jealousy from an evolutionary perspective.
- 34.) What are “love stories” and how do these influence marital conflict?
- 35.) Why is conflict minimal among newlyweds? What is meant by “taking off the rose colored glasses”
- 36.) Describe how couples either avoid or engage in their issues. How do men and women typically differ?