

# Intro to Sociology

## The Presentation of Self

- According to sociologists, when we come into contact with others:
  - We form impressions of others and manage impressions of ourselves at the same time (i.e., **impression formation**)
    - Physical appearance → attractive vs. unattractive
      - Clothing, grooming, height, and weight (e.g., overweight being stereotyped as lacking willpower)
        - Those who are considered unattractive can be perceived as untrustable, un-intelligent, etc.
        - Those who are seen as attractive can be seen as responsible, trustworthy, intelligent, etc.
      - This is the major one, it is so obvious and simple, but so complex in terms of its meaning.
    - Verbal cues (e.g., accent, word choice, etc.) and non-verbal cues (e.g., posture, gestures, facial expressions, etc.)
    - Social group membership → (e.g., people's gender, race, sex, age, and ethnicity.)
- *The Presentation of Self in Everyday Life* by Erving Goffman (1959)
  - **Impression management** → Performances by which people attempt to present a favorable public image of themselves to their audience
    - How we carry ourselves, and how we present ourselves politically.
    - What we learn is how to look, what to say, when to say it.
    - We know what we have to do to manage our impression in the eyes of others to appear favorable
      - The primary goal is to increase the likelihood of obtaining favorable outcomes.
        - Job interviews
        - Meeting a significant other's family
        - Any kind of formal event where there is a specific dress code (ex: weddings, parties)

## Goffman and Dramaturgy – continued (2)

- **Dramaturgy** is the study of social life as theatre
  - **Front stage** → performance takes place in front of an audience – you have your script (what to say) and props (physical objects or other people used.)

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**EW Minium**



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