

# REFERENCE GROUP (SOCIOLOGY)

A reference group is a group of people whose norms influence a person's behaviors. We use the group as a 'frame of reference' to make behavioral decisions.

## DEFINITION

The concept of reference groups gives us a lens through which we can understand how group norms influence our behaviors. It demonstrates that we tend to want emulate the behaviors of the groups we identify with or aspire toward (our 'in groups'), and avoid behaviors of the groups with which we do not identify (our 'out groups').

## EXAMPLES

- **Membership Reference Groups:** Groups with which we feel affiliation, so we try to uphold their norms and behaviors.
- **Aspirational Reference Groups:** Groups we aspire to be part of, so we emulate their behaviors and norms.
- **Dissociative Reference Groups:** Groups a person wants to ensure they are not associated with.

# Reference Groups

**John F. Rauthmann, Ryne  
Sherman, David C. Funder**



## Reference Groups:

**Reference Groups and the Theory of Revolution (Routledge Revivals)** John Urry, 2013-05-13 First published in 1973 this is a reissue of John Urry's important and influential study of the theory of revolution Part 1 offers a detailed discussion of the concept of the reference group tracing its development from the symbolic interactionist tradition and then showing how it came to be used in ways which emasculated some of the suppositions of that tradition Part 2 sets out a theory of revolutionary dissent in which Dr Urry emphasizes the interconnection between analyses on the level of the social structure and the social actor The final section demonstrates the value of this theory by using it to account for the varying patterns of action and revolutionary thought and action in the Dutch East Indies in the first half of this century

*Persuasion in Advertising* John O'Shaughnessy, Nicholas J. O'Shaughnessy, 2004 A practical and in depth guide to the art of advertising persuasion this book draws on research concepts and case examples from the US and Europe to explain advertising theories and set out strategies for adoption

**Advanced Theory and Practice in Sport Marketing** Eric C. Schwarz, Jason D. Hunter, Alan LaFleur, 2013 Effective marketing is essential for any successful sport organization from elite professional sports teams to local amateur leagues Now in a fully revised and updated second edition *Advanced Theory and Practice in Sport Marketing* is still the only text to introduce key theory and best practice at an advanced level The book covers every key functional and theoretical area of sport marketing including marketing research information systems consumer behavior logistics retail management sales management e commerce promotions advertising sponsorship and international business This new edition includes expanded coverage of important contemporary issues including social responsibility and ethics social media and networking relationship and experience marketing recovery marketing and social marketing Every chapter contains extended cases and first hand accounts from experienced sport marketing professionals from around the world Following those cases are questions encouraging students and practitioners to apply their theoretical knowledge to real world situations and to develop their critical thinking skills while each chapter also includes helpful features such as definitions of key terms summaries and guides to further reading A companion website includes an impressive array of additional teaching and learning resources including a test bank of exam questions PowerPoint slides and extra case studies for lecturers and instructors and useful web links self test multiple choice questions and glossary flashcards for students *Advanced Theory and Practice in Sport Marketing* goes further than any other sport marketing text in preparing the student for the real world of sport marketing It is essential reading for any upper level undergraduate or postgraduate course in sport marketing or sport business and for anybody working in sport marketing looking to develop and extend their professional skills

**Status, Power and Ritual Interaction** Theodore D. Kemper, 2011 Printbegr nsninger Der kan printes op til 5 % af bogens samlede indhold

*Group Leadership in Staff Training* Eileen Blackey, 1957

**Handbook of Data Analysis** Melissa A Hardy, Alan Bryman, 2004-05-25 This text provides a reliable guide to the basic

issues in data analysis such as the construction of variables the characterization of distributions and the notions of inference

**Brands, Branding, and Consumerism** Ayantunji Gbadamosi, 2025-03-10 This book focuses on exploring the dynamics of brands and branding in relation to individual consumers and societal members behaviour The term consumerism is often used in two different contexts which are 1 the dynamics of consumption that delineate consumers and link them and 2 the notion of consumer movement that advocates the rights of the consumers against the powers of businesses Both of these are explored in various ways in the book The chapters address different aspects of consumption activities in relation to branding encapsulating personal influences on consumption such as motivation perception learning attitude the self and personality Similarly chapters on how social settings influence brand consumption ranging from culture sub culture and reference groups are incorporated into the book Apart from luxury brand consumption social media marketing and consumer protection in relation to branding context other contemporary topics such as ethics and sustainable consumption in relation to branding are also covered with regard to brands and branding in the book **You Can Choose to be Happy** Tom G.

Stevens PhD, 2010-04-05 Dr Stevens research identifies specific learnable beliefs and skills not general inherited traits that cause people to be happy and successful **Essentials of Health Care Marketing, Fourth Edition** Eric N.

Berkowitz, 2016-08-15 New Fifth Edition of Essentials of Health Care Marketing coming in March 2021 Essentials of Health Care Marketing Fourth Edition will provide your students with a foundational knowledge of the principles of marketing and their particular application in health care Moreover the text offers a perspective on how these principles must shift in response to the changing environmental forces that are unique to this market Intercultural Communication James W.

Neuliep, 2016-12-27 In the fully updated Seventh Edition of Intercultural Communication A Contextual Approach bestselling author James W Neuliep provides a clear contextual model visually depicted by a series of concentric circles for examining communication within cultural microcultural environmental sociorelational and perceptual contexts Students are first introduced to the broadest context the cultural component of the model and progress chapter by chapter through the model to the most specific dimensions of communication Each chapter focuses on one context and explores the combination of factors within that context including setting situation and circumstances Highlighting values ethnicity physical geography and attitudes the book examines means of interaction including body language eye contact and exchange of words as well as the stages of relationships cross cultural management intercultural conflict and culture shock **Sociological Theory in Use (RLE Social Theory)** Kenneth Menzies, 2014-08-21 Central to most sociologists self image is the claim that their theories are based on research However using a random sample of 680 articles appearing in major American British and Canadian journals Dr Menzies shows that in some areas of sociology the wide gap between theory and research means that much of sociological theory is virtually untested He explains how theory is embodied in eight particular types of research critically examines these research theories and contrasts them with the positions of modern theorists The sample of journal

articles also permits a comparison of British American and Canadian sociology By contrasting on how researchers use theories Dr Menzies is able to reassess several theories For instance symbolic interactionist research uses embedded causal claims and stands in a dialectical relationship to other sociological research while the research version of conflict theory depends on external causes to explain social change The implications of using statistical techniques like factor analysis and regression are also considered in relation to the form of explanation

**The Oxford Handbook of Psychological Situations** John F. Rauthmann, Ryne Sherman, David C. Funder, 2020-07-01 Situations matter They let people express their personalities and values provoke motivations emotions and behaviors and are the contexts in which people reason and act The psychological assessment of situations is a new and rapidly developing area of research particularly within the fields of personality and social psychology This volume compiles state of the art knowledge on psychological situations in chapters written by experts in their respective research areas Bringing together historical reviews theoretical pieces methodological descriptions and empirical applications this volume is the definitive go to source for a psychology of situations

**Society in Focus** William E. Thompson, Joseph V. Hickey, Mica L. Thompson, 2018-11-13 Society in Focus An Introduction to Sociology Ninth Edition emphasizes how society and social forces affect everything from globalization and international policies to day to day activities in our personal lives In this edition the authors go beyond the mere questioning of issues to take a closer look at the social world in which we live They provide an integrated approach that uses sociological thinking to help students analyze and understand key concepts To focus increased attention on sociological thinking and research methods they have chosen four key themes media and technology globalization cultural diversity and trends for the future Because sociology is about all of us and our daily lives it is an eminently practical and useful discipline for understanding our social world This Ninth Edition Includes specific student outcomes for each chapter as well as assessment items linked to those outcomes new chapter opening vignettes that give real life examples illustrating important terms concepts and theories included in that chapter updated data statistics maps charts boxes and tables citing the latest research available examples of the powerful impact of media and technology on society especially the role social media play in helping to shape and define our daily social lives new photos and cartoons accompanied by critical thinking questions that reinforce and illustrate important sociological terms concepts and theories

Power, Trust, and Meaning S. N. Eisenstadt, 1995-06-15 S N Eisenstadt is well known for his wide ranging investigations of modernization social stratification revolution comparative civilization and political development This collection of twelve major theoretical essays spans more than forty years of research to explore systematically the bases of human action and society Framed by a new introduction and an extensive epilogue which are themselves important statements about processes of institutional formations and cultural creativity the essays trace the major developments of contemporary sociological theory and analysis Examining themes of trust and solidarity among immigrants youth groups and generations and in friendships kinships and patron client relationships Eisenstadt explores larger questions of social

structure and agency conflict and change and the reconstitution of the social order He looks also at political and religious systems paying particular attention to great historical empires and the major civilizations United by what they reveal about three major dimensions of social life power trust and meaning these essays offer a vision of culture as both a preserving and a transforming aspect of social life thus providing a new perspective on the relations between culture and social structure

**Social Groups in Action and Interaction** Charles Stangor, 2004 The goal of Social Groups in Action and Interaction is to review and analyze the human group as it operates to create both social good and potentially social harm The book provides relatively equal emphasis on topics traditionally considered from an intra group perspective for instance conformity minority influence group decision making leadership and task performance as well as topics derived from an inter group perspective e g social categorization social identity intergroup conflict stereotyping prejudice and discrimination In addition topics that are not unique to either of these two approaches and yet which are important aspects of group relations such as culture crowd behavior social representations and negotiation are also covered Chintrepreneurship or Shanzhai Model Jiangning Zhao, 2023-04-18 Theoretically the formational and developmental mechanism of Shanzhai Model the Chintrepreneurship the China way of Doing Business theorized in this text in addition to complying with the traditionally Western dominated frameworks of risk taking oriented technology oriented resource oriented and speculation oriented also creates the peculiar or updated characteristics complementary and supplementary to the existing theories of entrepreneurship and strategic management The peculiar characteristics of Shanzhai Model may be attributed to the government policy guidance from macroeconomic level to technology development level and to market expansion level through the regulated cycle process of CCP government Five Year Plan Such a dynamic process of government policy system determines the dynamisms of China economy industry and enterprises linking the previous weaknesses into the upgrade or rectification of the next five year plan forcing enterprises to obligately upgrade or adjust their business and management operations given the absolute autocracy of China government Practically the imitation based cost saving operations on the enterprise level the Wolf Like clustered industry chain operations organized by the principle of Risks Resources Benefits Sharing on the industry level and the Price to Performance products advantages on the market level together they have been contributing to the leapfrog of China economy by taking advantages of increasingly globalized business environment and the network Internet information technology system turning China into an economic Shanzhai corruption Shanzhai and a political Shanzhai imposing the One Belt One Road hegemonism on the harmony of international community Is it too late The contribution of this text material may benefit MBA Ph D students in management and especially benefiting to those corporate executives Regardless of De Globalization or De China campaigns the flow of business is inevitably and eternally beyond the boundaries of countries one way or another sooner or later Note that a document of year to year government policies is prepared interested contact Dr Johnny by email jiangning zhao yahoo com or by phone 001 604 773 0783 or 001 778 655

1016     Public Reason and Diversity Gerald Gaus,2022-08-04 This volume offers the most important essays of the leading liberal theorist Gerald Gaus     Wise and Foolish Virgins Sally Galman,2012-04-12 *Wise and Foolish Virgins* White Women at Work in the Feminized World of Primary School Teaching by Sally Campbell Galman asks the question what does it mean for an entire profession to be numerically dominated by white women and what is the relationship between teacher preparation and professional feminization The book tells the story of three very different teacher preparation programs explores the hopes and struggles of the mostly white female students in those programs and opens a window upon the closed world of teacher educators themselves who must straddle multiple worlds and multiple masters With one foot in ancient allegory and the other in contemporary popular culture this text addresses the complex ecologies of gender identity and negotiation between student teachers teacher educators and policy makers against the politicized backdrop of pop culture feminization and the unique contours of homogenization in the emerging elementary teaching force     *Modelling and Empirical Evaluation of Labour Supply Behaviour* Isolde Woittiez,2012-12-06 One of the major issues of policy makers in The Netherlands is to reduce the high unemployment rate In 1988 economic growth was substantial in all OECD countries which led to an increase in employment The economic growth also induced extra labour supply especially of married women which altogether led to a smaller reduction in the unemployment rate than could have been expected in view of the economic growth see Rapportage Arbeidsmarkt 1989 The estimated official unemployment rate in 1988 is still 11.0% of the total labour force Therefore there is a strong interest in policies that seek to increase employment the demand side of the labour market as well as in understanding the factors that influence labour supply In this thesis we try to further such understanding by constructing a detailed model of household labour supply The data we use relate to Dutch households in 1985 In that year the official rate of unemployment was 15.9% A distinguishing feature of Dutch labour supply is its very low level of female labour force participation e.g. in 1985 it was only 35.2% Apart from Spain which had a similar participation rate most other industrialized OECD countries had a participation rate of around 60% see OECD Labor Force Statistics     **Creating Marketing Magic and Innovative Future Marketing Trends** Maximilian Stieler,2017-01-06 This volume includes the full proceedings from the 2016 Academy of Marketing Science AMS Annual Conference held in Orlando Florida entitled *Creating Marketing Magic and Innovative Future Marketing Trends* The marketing environment continues to be dynamic As a result researchers need to adapt to the ever changing scene Several macro level factors continue to play influential roles in changing consumer lifestyles and business practices Key factors among these include the increasing use of technology and automation while juxtaposed by nostalgia and back to the roots marketing trends At the same time though as marketing scholars we are able to access emerging technology with greater ease to undertake more rigorous research practices The papers presented in this volume aim to address these issues by providing the most current research from various areas of marketing research such as consumer behavior marketing strategy marketing theory services marketing advertising

branding and many more Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complementing the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science



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