

EXAM  
CODE **105**

CATALOG  
NUMBER **SOCx105**

TAKE ADVANTAGE OF ONLINE  
**PRACTICE  
EXAMS**  
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# Introduction to Sociology

CREDIT  
HOURS

**3**

LEVEL

**LOWER**

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## SECTION ONE

# Preparing for the Exam

## Before You Choose This UExcel Exam

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### Uses for the Examination

- Excelsior College, the test developer, recommends granting three (3) semester hours of lower-level undergraduate credit to students who receive a letter grade of C or higher on this examination.
- Other colleges and universities also recognize this exam as a basis for granting credit or advanced standing.
- Individual institutions set their own policies for the amount of credit awarded and the minimum acceptable score.

Examinees who have applied to Excelsior College should ask their academic advisor where this exam fits within their degree program.

Examinees **not enrolled** in an Excelsior College degree program should check with the institution from which they wish to receive credit to determine whether credit will be granted and/or to find out the minimum grade required for credit. Those who intend to enroll at Excelsior College should ask an admissions counselor where this exam fits within their intended degree program.

For more information on exam availability and actual testing information, see the [Exam Registration and Information Guide](#).

### Examination Length and Scoring

This examination consists of 120 multiple choice and other type questions. You will have two (2) hours to complete the exam. Your score will be reported as a letter grade. Questions are scored either correct (1) or incorrect (0). There is no partial credit. Each credit-bearing exam contains pretest questions, which are embedded throughout the exam. They are indistinguishable from the scored questions. It is to your advantage to do your best on all the questions. Pretest questions are being tried out for use in future versions of the exam.

The UExcel exams do **not** have a fixed grading scale such as A = 90–100%, B = 80–90%, and so forth, as you might have seen on some exams in college courses. Each UExcel test has a scale that is set by a faculty committee and is different for each exam. The process, called standard setting, is described in more detail in the [Technical Handbook](#). Excelsior puts each exam through a standard setting because different test questions have different levels of difficulty. To explain further, getting 70% of the questions right on the exam when the questions are easy does not show the same level of proficiency as getting 70% of questions correct when the questions are hard. Every form of a test (a form contains the test questions) has its own specific grading scale tailored to the particular questions on each exam form.

Please also note that on each form, some of the questions (referred to as pretest questions) count toward the score and some do not; the grading scale applies only to those questions that count toward the score. The area with percentage ratings on the second page of your score report is intended to help identify relative strengths and weaknesses and which content areas to emphasize, should you decide to take the examination again. Your grade

is **based on only the scored questions**. Therefore, the percentage ratings do not necessarily reflect the total percentage that counted toward your grade.

For the best view of the types of questions on this exam, see the sample questions in the back of this guide. Practice, practice, practice!

## Score Reporting

For most of our examinations, based on performance, an examinee is awarded a letter grade of A, B, C, or F. A letter grade of D can be given, but credit is awarded for A, B, and C letter grades only. The letter grades reported to examinees indicate that their performance was equivalent to the performance of students who received the same letter grade in a comparable, on-campus course.

More specifically, the letter grade indicates the examinee's proficiency relative to the learning outcomes specified in the exam content guide. Following are general descriptions of examinee performance at each level:

## Letter Grade Description

- A Highly Competent: Examinee's performance demonstrates an advanced level of knowledge and skill relative to the learning outcomes.
- B Competent: Examinee's performance demonstrates a good level of knowledge and skill relative to the learning outcomes.
- C Marginally Competent: Examinee's performance demonstrates a satisfactory level of knowledge and skill relative to the learning outcomes.
- D Not Competent (no credit recommended): Examinee's performance demonstrates weak knowledge of the content and minimal skill relative to the learning outcomes.<sup>①</sup>
- F Fail (no credit recommended): Examinee's performance demonstrates no knowledge of the content and no skill in the subject relative to the learning outcomes.

Credit is transcribed by Excelsior College for examinees who achieve letter grades of C or higher.

We encourage colleges and universities to use the Excelsior College letter grades of A, B, and C as acceptable standards for awarding credit.

<sup>①</sup> In general, two-hour exams do not award a D letter grade.

See page 22, at the back of this content guide, for a sample UExcel Grade Report for Examinations.

## Excelsior College Bookstore

The Excelsior College Bookstore offers recommended textbooks and other resources to help you prepare for UExcel exams.

The bookstore is available online at (login required): [www.excelsior.edu/bookstore](http://www.excelsior.edu/bookstore)

## Excelsior College Library

Library services are available to students enrolled in a degree program at Excelsior College. Created through our partnership with the Sheridan Libraries of The Johns Hopkins University, the library provides access to journal articles, books, websites, databases, reference services, and many other resources. To access the Excelsior College Library, visit [www.excelsior.edu/library](http://www.excelsior.edu/library) (login is required). Access to the library is available 24/7.

## Take Charge of Your Own Learning

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At Excelsior College, independent, self-directed study supported by resources we help you find is not a new concept. We have always stressed to students who take exams that they are acting as their own teacher, and that they should spend as much time studying for an exam as they would spend in a classroom and on homework for a corresponding college course in the same subject area.

Begin by studying the content outline contained in this content guide, at its most detailed level. You will see exactly which topics are covered, and where chapters on those topics can be found in the Recommended Resources. You will see exactly where you might need to augment your knowledge or change your approach.

The content outline, along with the learning outcomes for this exam and recommended textbooks, will serve as your primary resources.

## How Long Will It Take Me to Study?

Study for a UExcel exam is comparable to an equivalent college-level course. As an independent

learner, you should study and review as much as you would for the same subject in a campus-based college course. If you already have a background in the subject, you may be able to pass the exam successfully with fewer hours of study. It depends upon the learner as well as the subject, the number of credits (for example, a 6- or 8-credit exam will require more hours of study than a 3-credit exam), and the length of the exam. We strongly encourage you to create a long-term action or study plan, so that you have a systematic approach to prepare for the exam. We've included guidelines for creating such a plan.

## How Can I Create an Effective Long-Term Study Plan?

**1. Determine the time you will require to complete your preparation for this exam.** If you have not studied the subject before, you should plan to budget approximately 45 hours of study time for every credit: 135 hours for 3 credits, 180 hours for 4 credits, 270 hours for 6 credits, and 360 hours for 8 credits. These hours are rules of thumb based on expectations for a student taking a course in the subject; it may take you more or less time, depending on how familiar you are with the material and how easily you absorb the information studying on your own. Aside from the content review, you should then factor in time to search for and use other resources, and to complete any projects and assignments in the study materials that will clarify your understanding of the topics in the content outline (that part in the content guide where the specific areas of study are spelled out). Spend more time on concepts and areas in which you feel you are weak. Totaled, this is approximately the amount of time you should expect to devote to a three-credit, campus-based course. The actual amount of time you require depends on many factors, and will be approximate. If your background is weak, you may need to set aside substantially more than 135–150 hours. If your background is strong, you may budget less time.

Take a few minutes to review the content outline to assess your familiarity with the content. Then, in the space below, write the number of hours you will allocate to complete preparing for the exam.

Hours Required =

## 2. Determine the time you will have available for study.

In self-study, you need structure, as well as motivation and persistence, and a methodical approach to preparation. There is no set class to keep you on task. You have to do that yourself. Construct a time-use chart to record your daily activities over a one-week period. The most accurate way to do this is to complete the chart on a daily basis to record the actual amount of time you spend eating, sleeping, commuting, working, watching television, caring for others and yourself, reading, and everything else in an adult's life. However, if your schedule is regular, you might prefer to complete the chart in one sitting and, perhaps, by consulting your appointment book or planner.

After you have recorded your activities, you will be ready to schedule study periods around these activities or, perhaps, instead of some of them. In the space below, write the number of hours you will be able to set aside for study each week.

Hours Required =

## 3. Divide the first number by the second number.

This will give you the number of weeks you will need to set aside for independent study. For example, if you think you will require 170 hours of study and you have 10 hours available to study each week, divide 170 hours by 10 hours and you will get 17. This means that you will need about 17 weeks to complete this course of study. However, you will also need to allow about a week for review and self-testing. Moreover, to be on the safe side, you should also add two weeks to allow for unforeseen obstacles and times when you know you will not be able to study (e.g., during family illnesses or holidays). So, in this case, you should allot a total of 18 to 19 weeks to complete your study.

## 4. Schedule your examination to coincide with the end of your study period.

For example, if you plan to allow 18 weeks for study, identify a suitable examination date and begin study at least 18 weeks before that date. (The date you begin study assumes that you will have received all of your study materials, particularly textbooks, by that time.)

### **5. Format a long-term study plan.**

You will need to use a calendar, planner, or some other tool to format and track your long-term study plan. Choose a method that is convenient and one that keeps you aware of your study habits on a daily basis. Identify the days and exact hours of each day that you will reserve for study throughout your whole independent study period. Check to see that the total number of hours you designate for study on your long-term study plan adds up to the number of hours you have determined you will need to complete this course of study (Step 1).

### **6. Record in your long-term study plan the content you plan to cover during each study period.**

Enter the session numbers, review, and examination preparation activities you will complete during each study period. While it is suggested that approximately 160–170 hours of study is required for this exam, each and every student may require different timelines based on their comfort with, and comprehension of, the material.

You now have a tentative personal long-term study plan. Keep in mind that you will have to adjust your study plan, perhaps several times, as you study. It is only by actually beginning to work systematically through the material, using the content outline, that you will be able to determine accurately how long you should allow for each unit.

## **What Learning Strategy Should I Use?**

The following guidelines are intended to help you acquire the grounding in the knowledge and skills required for successful completion of this examination.

### **1. Approach learning with a positive attitude.**

Most students are capable of learning subject content if they devote enough time and effort to the task. This devotion will give you a positive edge and a feeling of control.

### **2. Diligently complete the exact work you specified in your study plan.**

Your study plan is being designed for the specific purpose of helping you achieve the learning outcomes for this exam.

### **3. Be an active learner.**

You should actively engage in the learning process. Read critically, take notes, and continuously monitor your comprehension. Keep a written record of your progress, highlight content you find difficult to grasp, and seek assistance from someone in your learning community who can help you if you have difficulty understanding a concept.

### **4. Be patient: you may not understand everything immediately.**

When encountering difficulty with new material, be patient with yourself and don't give up. Understanding will come with time and further study. Sometimes you may need to take a break and come back to difficult material. This is especially true for any primary source material (original letters, documents, and so forth) that you may be asked to read. The content outline will guide you through the material and help you focus on key points. You will find that many concepts introduced in earlier sessions will be explained in more detail in later sessions.

### **5. Apply your learning to your daily life.**

Use insights you gain from your study to better understand the world in which you live. Apply the learning whenever you can. Look for instances that support or contradict your reading on the subject.

### **6. Accommodate your preferred way of learning.**

How do you learn best? Common ways to learn are reading, taking notes and making diagrams, and by listening to someone (on video or live). Others learn by doing. Do any of these descriptions apply to you? Or does your learning style vary with the learning situation? Decide what works for you and try to create a learning environment to accommodate your preferences.

## **Study Tips**

Become an active user of the resource materials. Aim for understanding rather than memorization. The more active you are when you study, the more likely you will be to retain, understand, and apply the information.

The following techniques are generally considered to be active learning:

- **preview or survey** each chapter

- **highlight or underline text** you believe is important
- **write questions or comments** in the margins
- **practice re-stating content** in your own words
- **relate what you are reading** to the chapter title, section headings, and other organizing elements of the textbook
- **find ways to engage** your eyes, your ears, and your muscles, as well as your brain, in your studies
- **study with a partner or a small group**
- **prepare your review notes** as flashcards or create recordings that you can use while commuting or exercising

When you feel confident that you understand a content area, review what you have learned. Take a second look at the material to evaluate your understanding. If you have a study partner, the two of you can review by explaining the content to each other or writing test questions for each other to answer. Review questions from textbook chapters may be helpful for partner or individual study, as well.

Study smart for your UExcel exam! Success starts with establishing a relationship with your advisor.

## Using UExcel Practice Exams

The official UExcel practice exams are highly recommended as part of your study plan. They can be taken using any computer with a supported web browser such as Google Chrome.

The practice exam package comes with two sets of questions. Please be aware that there will be fewer questions on the practice exams than there will be on the exam you take for credit. Generally, the practice questions will not be the same as the ones you will see when you take the actual exam for credit. They are intended to expose you to the types of questions you'll encounter in the actual exam. Practice questions are a tool, and do not provide a full exam experience. For example, the practice question sets do not have time limitations. Begin with the Content Guide, especially the detailed content outline. Memorizing specific questions and answers on the practice sets is not as effective as using the questions to practice, along with the content outline, to see which concepts you may need to study further. To register for the practice exam, visit [www.excelsior.edu](http://www.excelsior.edu) and log into your MyExcelsior

account. **Please note: You must be registered for the corresponding credit-bearing exam before you can register for the practice exam.**

Practice exams are not graded. Rather, they are intended to help you make sure you understand the subject and give you a sense of what the questions will be like on the exam for credit. Ideally, you would check any questions you got wrong, look at the explanations, and go back to the textbook to reinforce your understanding. After taking both forms of the practice exam, you should feel confident in your answers and confident that you know the material listed in the content outline.

Practice exams are one of the most popular study resources. Practice exams are typically shorter than the credit-bearing exam. Since the questions are drawn from the same pool of questions that appear on the credit-bearing exam, what you will see when you sit for the graded exam will be roughly the same. Used as intended, these practice exams will enable you to:

- Review the types of questions you may encounter on the actual exam.
- Practice testing on a computer in a timed environment.
- Practice whenever and wherever it is convenient for you.

Take two different forms of a practice exam within a 180-day period. (We highly recommend that you take the first form of the practice exam as a pretest, early in the study period. Use the results to identify areas to further study and carry out a plan. Then take the second form as a post-test and see how much you have improved.)

Although there is no guarantee, our research suggests that exam takers who do well on the practice exams are more likely to pass the actual exam than those who do not take advantage of the opportunity. Note that since the practice exams are not graded (calibrated) the same way as the scores on the credit-bearing exam, it will be hard for you to use the practice exams as a way to predict your score on the credit-bearing exam. The main purpose of the practice exams is for you to check your knowledge and to become comfortable with the types of questions you are likely to see in the actual, credit-bearing exam.

## About Test Preparation Services

Preparation for UExcel® exams and Excelsior College® Examinations, though based on independent study, is supported by Excelsior College with a comprehensive set of exam learning resources and services designed to help you succeed. These learning resources are prepared by Excelsior College so you can be assured that they are current and cover the content you are expected to master for the exams. These resources, and your desire to learn, are usually all that you will need to succeed.

There are test-preparation companies that will offer to help you study for our examinations. Some may imply a relationship with Excelsior College and/or make claims that their products and services are all that you need to prepare for our examinations.

Excelsior College does not endorse the products and services of any tutorial or test preparation firm. We do not review the materials provided by these firms for the content or compatibility of their material and resources with UExcel® exams or Excelsior College Examinations®. No test preparation vendor is authorized to provide admissions counseling or academic advising services, or to collect any payments, on behalf of Excelsior College. Excelsior College does not send authorized representatives to a student's home nor does it review the materials provided by test preparation companies for content or compatibility with Excelsior College examinations.

To help you become a well-informed consumer, we suggest that before you make any purchase decision regarding study materials provided by organizations other than Excelsior College, you consider the points outlined on our website at [www.excelsior.edu/testprep](http://www.excelsior.edu/testprep).

## Exam Preparation Strategies

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Each learner is different. However, all learners should read the content outline in the exam's Content Guide and ensure that they have mastered the concepts. For someone with no prior knowledge of the subject, a rule of thumb is 135 hours of study for a 3-credit exam—this number is just to give you an idea of the level of effort you will need, more or less.

## Content Guides

This content guide is the most important resource. It lists the outcomes, a detailed content outline of what is covered, and textbooks and other study resources. It also has sample questions and suggestions for how to study. Content guides are updated periodically to correspond with changes in particular examinations and in textbook editions. Examinees can download any of the latest free UExcel content guides by visiting the individual exam page or from the list at [www.excelsior.edu/contentguides](http://www.excelsior.edu/contentguides).

### Using the Content Outline

Each content area in the content outline includes the most important sections of the recommended resources for that area. These annotations are not intended to be comprehensive. You may need to refer to other chapters in the recommended textbooks. **Chapter numbers and titles may differ among textbook editions.**

This content outline contains examples of the types of information you should study. Although these examples are many, do not assume that everything on the exam will come from these examples. Conversely, do not expect that every detail you study will appear on the exam. Any exam is only a broad sample of all the questions that could be asked about the subject matter.

### Using the Sample Questions and Rationales

Each content guide provides sample questions to illustrate those typically found on the exam. These questions are intended to give you an idea of the level of knowledge expected and the way questions are typically phrased. The sample questions do not sample the entire content of the exam and are not intended to serve as an entire practice test.

# Recommended Resources for the UExcel Exam in Introduction to Sociology

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The resources listed below were selected by the faculty members on the examination committee for use in developing this exam.

Resources listed under “Strongly Recommended” were used by the committee to verify all the questions on the exam. Please refer to the Content Outline to see which parts of the exam are cross-referenced to these resources.

Resources listed under “Optional” provide additional material that may deepen or broaden your understanding of the subject, or that may provide an additional perspective on the exam content. Textbook resources, both Strongly Recommended and Optional, may be purchased from the Excelsior College bookstore at [www.excelsior.edu/bookstore](http://www.excelsior.edu/bookstore).

You should allow ample time to obtain the necessary resources and to study sufficiently before taking the exam, so plan appropriately, with an eye towards your own personal learning needs. See the sections in this guide on the Excelsior College Bookstore and the Excelsior College Library, and under Reducing Textbook Costs, to help you secure the Strongly Recommended resources successfully.

## Textbook Editions

Textbook editions listed in the UExcel content guides may not be the same as those listed in the bookstore. Textbook editions may not exactly match up in terms of table of contents and organization, depending upon the edition. However, our team of exam developers checks exam content against every new textbook edition to verify that all subject areas tested in the exam are still adequately available in the study materials. If needed, exam developers will list additional Strongly Recommended resources to ensure that all topics in the exam are still sufficiently covered. Public libraries may have the textbooks you need, or may be able to obtain them for you through interlibrary loan to reduce textbook costs. You may also consider financial aid, if you qualify, to further help defray the steep cost of textbooks. A section on open educational

resources (OER) has been included in this guide to help you locate additional, possibly free resources to augment your study.

## Strongly Recommended

Macionis, J. (2019). *Sociology* (text only) (17th ed.). Upper Saddle River NJ: Pearson Prentice Hall.

The study materials may be purchased from the [Excelsior College Bookstore](#).

## Optional Resources

The examination development committee did not identify any specific optional resources for this exam. If you would like to explore topics in more depth, we encourage you to refer to available Open Educational Resources (OER).

## Reducing Textbook Costs

Many students know it is less expensive to buy a used textbook, and buying a previous edition is also an option. The Excelsior College bookstore includes a buyback feature and a used book marketplace, as well as the ability to rent digital versions of textbooks for as long as students need them. Students are encouraged to explore these and the many other opportunities available online to help defray textbook costs.

## Open Educational Resources

There are many resources available online free of charge that may further enhance your study for the exam. Known as Open Educational Resources (OER), these may be textbooks, courses, tutorials, or encyclopedias. Any additional OER that you find independently should be used to augment study—not as replacements for the Strongly Recommended resources.

Most sites for university-based OER can be searched through [www.ocwconsortium.org](http://www.ocwconsortium.org) and/or [www.oercommons.org](http://www.oercommons.org).

Sites that specialize in web courses designed by college professors under contract with the website sponsor, rather than in web versions of existing college courses, include:

[www.education-portal.com](http://www.education-portal.com)

[www.opencourselibrary.org](http://www.opencourselibrary.org) (abbreviated as OCL)

We have included specific courses that cover material for one or more UExcel® exams from the sites in the listings above. It's worth checking these sites frequently to see if new courses have been added that may be more appropriate or may cover an exam topic not currently listed.

Sites like Khan Academy ([www.khanacademy.com](http://www.khanacademy.com)) and iTunes U feature relatively brief lessons on very specific topics rather than full courses. Full courses are also available on iTunes U (<http://www.apple.com/education/ipad/itunes-u/>). We have chosen a few courses and collections for this listing.

### **Open Online Textbooks**

BookBoon

<http://bookboon.com/en/textbooks-ebooks>

Flatworld Knowledge

<http://catalog.flatworldknowledge.com/#our-catalog>

### **College Readiness**

Khan Academy

<http://www.khanacademy.org/>

Hippocampus

<http://www.hippocampus.org/>

Open Course Library

<http://opencourselibrary.org/collg-110-college-success-course/>

### **Study Aids**

Education Portal

<http://education-portal.com/>

Khan Academy

<http://www.khanacademy.org/>

Annenberg Learner

<http://www.learner.org/>

OpenCourseWare

<http://ocwconsortium.org/en/courses/search>

OER Commons

<http://www.oercommons.org/>

Open Course Library

<http://www.opencourselibrary.org/>

To achieve academic success, rate yourself at Excelsior College's Self-Regulated Learning Lab. Visit the Diagnostic Assessment & Achievement of College Skills site at <https://srl.daacs.net/>

It's free!

## SECTION TWO

# Content Outline

### **General Description of the Examination**

The UExcel Introduction to Sociology examination is based on material typically taught in a one-semester, three-credit, lower-level survey course in sociology.

The examination measures knowledge of facts and terminology, understanding of concepts such as the perspective of sociology, social foundations, differentiation, and inequality, and the ability to apply this information to everyday life examples.

No prior knowledge of sociology is required before beginning study for this examination.

### **Learning Outcomes**

After you have successfully worked your way through the recommended study materials, you should be able to demonstrate the following learning outcomes:

1. Demonstrate an understanding of the sociological perspective including classical and contemporary theories and the major sociological research methods. (Aligns to GECC 4.2 and 5.1)
2. Understand the various aspects of the social framework including culture, society, socialization, social interaction, social groups, and organizations. (Aligns to GECC 4.2 and 5.1)
3. Summarize the major issues surrounding differentiation and inequality, such as deviance and conformity, social stratification, race and ethnicity, sex and gender, and aging. (Aligns to GECC 4.2 and 5.1)
4. Identify the major social institutions including the family, education, religion, politics, work and the economy, and health and medicine. (Aligns to GECC 4.2 and 5.1)
5. Understand the process of social change including population dynamics, urbanization, globalization, ecology, collective behavior, and the future of society. (Aligns to GECC 4.2 and 5.1)

### **General Education Career Competencies Addressed in this Exam**

GECC-4: Cultural Diversity and Expression: Explain the dynamics of social identity or cultural differences within interpersonal and societal relations.

GECC-5: Global Understanding: Explain how social, political, economic, or cultural forces shape relations between individuals and groups around the world.

## Content Outline

The content outline describes the various areas of the test, similar to the way a syllabus outlines a course. To fully prepare requires self-direction and discipline. Study involves careful reading, reflection, and systematic review.

The major content areas on the Introduction to Sociology examination, the percent of the examination, and the hours to devote to each content area are listed below.

Content Area	Percent of the Examination	Hours of Study*
I. The Sociological Perspective	10%	14
II. The Social Foundations	20%	27
III. Differentiation and Inequality	30%	41
IV. Social Institutions	30%	41
V. Social Change	10%	14
<b>Total</b>	<b>100%</b>	

\*Approximate: For those examinees who know the topic well, less time may be needed to learn the subject matter. For those who are new to the subject matter, more time may be required for study.

NOTE: Occasionally, examples will be listed for a content topic to help clarify that topic. However, the content of the examination is not limited to the specific examples given.

### I. The Sociological Perspective

#### 10 PERCENT OF EXAM

##### Macionis

Ch. 1, The Sociological Perspective

Ch. 2, Sociological Investigation

Ch. 4, Society

A. What is sociology?

B. Contemporary sociology and society

1. Symbolic interactionism

2. Structural functionalism

3. Conflict perspective

4. Feminist theory

5. Race-conflict approach

6. Famous social theorists

a. Marx

b. Weber

c. Durkheim

d. DuBois

e. Martineau

f. Mills

g. Merton

h. Lenski

C. Research methodologies

1. Critical research methods

2. Interpretive research methods

3. The scientific method

- a. Formulating hypotheses
- b. Testing hypotheses
- c. Steps in conducting an investigation
- d. Inductive vs. deductive thought

## II. The Social Foundations

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### 20 PERCENT OF EXAM

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#### Macionis

[Ch. 3, Culture](#)

[Ch. 5, Socialization](#)

[Ch. 6, Social Interaction in Everyday Life](#)

[Ch. 7, Mass Media and Social Media](#)

[Ch. 8, Groups and Organizations](#)

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#### A. Culture

- 1. Elements of culture
  - a. Language
  - b. Norms
  - c. Symbols
  - d. Values and beliefs
  - e. Technology
  - f. Real vs. ideal culture
- 2. Cultural diversity
  - a. High culture and popular culture
  - b. Subculture
  - c. Multiculturalism
  - d. Counterculture
  - e. Cultural relativism and ethnocentrism
- 3. Theoretical analyses of culture

#### B. Socialization

- 1. The socialization process
- 2. Agents of socialization
  - a. Family
  - b. School
  - c. Peers
  - d. Media
- 3. The life course

- 4. Theoretical analyses of socialization

#### C. Social interaction

- 1. Status
- 2. Role
- 3. Social construction of reality
- 4. The presentation of self

#### D. Social groups

- 1. Primary and secondary groups
- 2. Leadership
- 3. Conformity
  - a. Ingroups and outgroups
- 4. Networks

#### E. Formal organizations

- 1. Types and origins of formal organizations
- 2. Bureaucracy
  - a. Characteristics
  - b. Problems
  - c. Oligarchy
  - d. Challenges of race, sex, and the changing nature of work
  - e. McDonaldization of society

## III. Differentiation and Inequality

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### 30 PERCENT OF EXAM

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#### Macionis

[Ch. 9, Sexuality and Society](#)

[Ch. 11, Social Stratification](#)

[Ch. 12, Social Class in the United States](#)

[Ch. 13, Global Stratification](#)

[Ch. 14, Gender Stratification](#)

[Ch. 15, Race and Ethnicity](#)

[Ch 16, Aging and the Elderly](#)

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#### A. Social stratification

- 1. Caste and class
- 2. Wealth and income
- 3. Power

4. Prestige
  5. Social classes in the US
  6. Social mobility
  7. Poverty
  8. Theoretical perspectives on stratification
    - a. Functionalism
    - b. Conflict
    - c. Symbolic interactionism
- B. Global stratification**
1. High income countries
  2. Middle income countries
  3. Low income countries
  4. Global wealth and poverty
  5. Slavery
  6. Explanations of global poverty
  7. Modernization theory
  8. Dependency theory
- C. Race and ethnicity**
1. Prejudice, stereotypes, and racism
  2. Discrimination
  3. Dominant-minority group relations
    - a. Pluralism
    - b. Assimilation
    - c. Segregation
    - d. Genocide
  4. Diversity in the US
    - a. Native Americans
    - b. Categories of White Americans
    - c. African Americans
    - d. Asian Americans
    - e. Hispanic Americans/Latinos/Latinas
    - f. Arab Americans
- D. Gender and sexuality**
1. Gender inequality and stratification
    - a. Patriarchy
    - b. Sexism
    - c. Women's second shift
    - d. Intersectional theory
2. Gender and socialization
  3. Theoretical analyses of gender
    - a. Structural functionalism
    - b. Social conflict
    - c. Feminism
  4. Sexuality
    - a. The sexual revolution
    - b. Sexual orientation
    - c. Adolescent pregnancy
    - d. Pornography
    - e. Prostitution
    - f. Sexual violence
    - g. Theoretical analyses of sexuality
      - 1) Structural functionalism
      - 2) Symbolic interactionism
      - 3) Social conflict
- E. Aging**
1. Life expectancy
  2. An aging society in the US
  3. Age stratification
  4. Retirement and poverty
  5. Caregiving and elder abuse
  6. Ageism
  7. Death and dying
  8. Theoretical analyses of aging
    - a. Structural functionalism
    - b. Symbolic interactionism
    - c. Social conflict
- IV. Social Institutions**
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- 30 PERCENT OF EXAM**
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- Macionis**
- Ch. 10, Deviance**
  - Ch. 17, The Economy and Work**
  - Ch. 18, Politics and Government**
  - Ch. 19, Families**
  - Ch. 20, Religion**
  - Ch. 21, Education**

**A. Economy and work**

1. Agricultural revolution
2. Industrial revolution
3. Information revolution
4. Global economy
5. Economic systems
  - a. Capitalism
  - b. Socialism
6. The US economy
7. Corporations

**B. Politics and government**

1. Power and authority
2. Democracy
3. Authoritarianism
4. Totalitarianism
5. Special-interest groups
6. Revolution
7. Terrorism
8. War and peace
9. Theoretical analyses of power
  - a. Pluralist model
  - b. Power elite model
  - c. Marxist model

**C. The family**

1. Marriage and marriage patterns
2. Stages of family life
3. US families
4. Problems of family life
  - a. Divorce
  - b. Blended families
  - c. Family violence
5. Alternative family forms
6. Theoretical analyses of families
  - a. Structural-functional analysis
  - b. Social conflict and feminism
  - c. Symbolic interactionism

- d. Social-exchange theory

**D. Religion**

1. Religious organizations
  - a. Church
  - b. Sect
  - c. Cult
2. Secularization
3. Civil religion
4. New age seekers
5. Theoretical analyses of religion
  - a. Structural functionalism
  - b. Symbolic interactionism
  - c. Social conflict
  - d. Weber's The Protestant Ethic and the Spirit of Capitalism

**E. Education**

1. The functions of education
  - a. Socialization
  - b. Cultural innovation
  - c. Social integration
  - d. Social placement
  - e. Latent functions
2. Education and social inequality
  - a. Problems in the schools
  - b. Other issues
    - 1) School choice
    - 2) Home schooling
    - 3) Special needs students
    - 4) Teacher shortage

**F. Health and medicine**

1. Health and society
  - a. Smoking
  - b. Eating disorders
  - c. Obesity
  - d. Sexually transmitted diseases
  - e. Inequality and health
2. The medical establishment
  - a. Scientific medicine
  - b. Holistic medicine
  - c. Paying for medical care

3. Theoretical analysis of health and medicine
  - a. Structural-functional analysis
  - b. Symbolic-interaction analysis
  - c. Social-conflict and feminist analysis

- b. Social conflict
- c. Tönnies
- d. Durkheim
- e. Weber
- f. Marx
- g. Postmodernism

#### G. Crime and deviance

1. Deviance
2. Crime
  - a. Types of crimes
  - b. The US criminal justice system
3. Social control
4. Theoretical approaches
  - a. Structural functionalism
  - b. Symbolic interactionism
  - c. Social-conflict analysis

## V. Social Change

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### 10 PERCENT OF EXAM

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#### Macionis

Ch. 23, Population, Urbanization, and Environment

Ch. 24, Collective Behavior and Social Movements

Ch. 25, Social Change: Traditional, Modern, and Postmodern Societies

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#### A. Demography

1. Fertility
2. Mortality
3. Migration
4. Population composition

#### B. Theories of population growth

#### C. Cities and urbanization

#### D. The environment

#### E. Social change

1. Collective behavior
2. Social movements
3. Causes and approaches to social change
4. Theoretical analyses of modernity
  - a. Structural functionalism

## SECTION THREE

# Sample Questions

The sample questions give you an idea of the level of knowledge expected in the exam and how questions are typically phrased. They are not representative of the entire content of the exam and are not intended to serve as a practice test.

Rationales for the questions can be found on pages 17–18 of this guide. In that section, the correct answer is identified and each answer is explained. The number in parentheses at the beginning of each rationale refers to the corresponding section of the content outline. For any questions you answer incorrectly, return to that section of the content outline for further study.

1. According to Auguste Comte, which stage came first in the development of history?
  - 1) metaphysical
  - 2) prescientific
  - 3) theological
  - 4) traditional
2. What is the job of sociological theory?
  - 1) to control people's behavior in large groups
  - 2) to explain social behavior in the real world
  - 3) to promote peace and harmony throughout the world
  - 4) to determine the correct research methodology that should be used
3. Which is most heavily emphasized by critical sociology?
  - 1) not imposing one's values on one's research
  - 2) the meaning people attach to their world
  - 3) systematic observation
  - 4) the need for change
4. Which is one type of formal organization identified by Amitai Etzioni (1975)?
  - 1) pragmatic
  - 2) cooperative
  - 3) coercive
  - 4) conjunctive
5. Which is an example of the "McDonaldization" of society?
  - 1) A person obtains cash from an automatic teller machine.
  - 2) A couple negotiate the particulars of a vacation with a travel agent.
  - 3) A professor tailors an exam to the unique needs of each student.
  - 4) A traveler spends the night at a local bed and breakfast.
6. Which is the result of a postindustrial economy?
  - 1) Organizations have more levels of authority than ever before.
  - 2) Organizations have become more flexible than ever before.
  - 3) There has been a decrease in productivity.
  - 4) There has been a decrease in the number of routine service jobs.

7. Which statement is correct about premarital sex in the United States?
- 1) Premarital sex is accepted by a majority of young people today.
  - 2) Three-quarters of high school seniors have had premarital sexual intercourse.
  - 3) Since 1900, fewer women are having premarital sex.
  - 4) There has been a sharp increase in premarital sex among men in their 50s to mid-60s.
8. Which country has the highest rate of prostitution?
- 1) Iran
  - 2) Brazil
  - 3) China
  - 4) United States
9. Merton's strain theory of deviance uses which term to describe someone who accepts society's conventional goals but rejects the conventional means to obtain them?
- 1) conformist
  - 2) innovator
  - 3) retreatist
  - 4) ritualist
10. What is meant by the term glass ceiling?
- 1) an informal barrier that prevents women from being promoted at work
  - 2) measuring a woman's worth in terms of her physical appearance
  - 3) a form of social organization in which males dominate females
  - 4) defining administrative support work as women's work
11. According to Weber, which accounts for the Protestant work ethic?
- 1) Most religions claimed that much of human suffering is just punishment from God. Therefore, people hoped for a better life in the after world.
  - 2) Christians believed that their numbers would grow if they formed large corporations. Therefore, increasing numbers of Americans worked for these companies.
  - 3) Early Calvinists believed that prosperity was a sign of God's favor. Therefore, they were willing to work hard in order to accumulate wealth.
  - 4) Nineteenth century preachers taught that the more people worked, the richer they would become. Therefore, as people's wealth increased, they donated more to the church.
12. Which is the most common Protestant denomination in the United States?
- 1) Episcopalian
  - 2) Presbyterian
  - 3) Baptist
  - 4) Methodist
13. How is the crude birth rate calculated?
- 1) Divide the number of live births in a year by the total population.
  - 2) Divide the number of live births in a year by the number of females of child-bearing age in a population.
  - 3) Divide the number of live births in a year by the total population and multiply the result by 1,000.
  - 4) Divide the number of live births in a year by the number of females of child-bearing age in a population and multiply the result by 1,000.
14. Which is true of rumors?
- 1) They arise only when people have clear information about a subject.
  - 2) They interest only a small circle of people who know a particular person.
  - 3) They remain unchanged as they are passed along from person to person.
  - 4) They are difficult to stop unless a credible source provides factual information
15. Which is most likely a fad?
- 1) denim jeans
  - 2) movies
  - 3) Pokémon cards
  - 4) tattoos

## SECTION FOUR

# Rationales

1.
  - 1) This was the second stage.
  - 2) This was not a stage identified by Comte.
  - \*3) This was the first stage followed by metaphysical and scientific.
  - 4) This describes a world view addressed by sociologist Max Weber.
2.
  - 1) See 2).
  - \*2) The purpose of a theory is to explain observable phenomena. In the case of sociology, theory exists to explain observed social behavior.
  - 3) This is a desirable goal, of course; however, it is not the purpose of sociological theory.
  - 4) Theory does not necessarily determine the correct course of action to be taken by a researcher.
3.
  - 1) This is the opposite of what critical sociology emphasizes.
  - 2) This is valued by interpretive sociology.
  - 3) This is valued by scientific sociology.
  - \*4) This is valued by critical sociology.
4.
  - 1) See 3).
  - 2) See 3).
  - \*3) Etzioni distinguishes among utilitarian, normative, and coercive organizations according to why people participate in them. People usually join coercive organizations involuntarily, as an aspect of punishment or medical treatment.
  - 4) See 3).
5.
  - \*1) This is an example of McDonaldization, because it is modeled after a fast food restaurant. It emphasizes efficiency, uniformity, and control.
  - 2) This is not an example of McDonaldization, because it involves customization.
  - 3) See 2).
  - 4) This is not an example of McDonaldization, because it involves patronizing an independent business instead of a chain hotel.
6.
  - 1) Organizations have become flatter.
  - \*2) Communication and creativity are valued more highly.
  - 3) Organizations have become more productive.
  - 4) There are more routine service jobs.

\*correct answer

7.

- \*1) The clear majority of young people today accept premarital sex.
- 2) Only slightly more than half of high school students have had premarital sexual intercourse.
- 3) The percentage of women engaging in premarital sex has increased sharply.
- 4) The increase for men of this “baby boomer” generation has been slight, but for women, the increase has been large.

8.

- 1) Iran has an extremely low rate of prostitution. Although it is a patriarchal society, strong Islamic teachings keep the rate very low.
- \*2) Brazil’s rate of prostitution is extremely high. Prostitution is more common in poor countries where a strong patriarchal tradition combines with limited opportunities for women.
- 3) China has an extremely low rate of prostitution, probably because official government policies enforcing sexual equality portray prostitution as oppression.
- 4) The United States has a moderate rate of prostitution: in a recent survey, one in six men reported paying for sex. This is typical in high-income nations with “Western” norms.

9.

- 1) A conformist accepts both goals and means.
- \*2) An innovator accepts goals but rejects means.
- 3) A retreatist rejects both goals and means.
- 4) A ritualist rejects goals but accepts means.

10.

- \*1) This is the definition of a glass ceiling.
- 2) This is part of what Noami Wolf called the beauty myth.
- 3) This is patriarchy.
- 4) This is the definition of pink-collar jobs.

11.

- 1) This describes a social-conflict approach to religion.
- 2) Weber did write about the relationship between religion and the rise of industrial capitalism, but he did not say this.
- \*3) According to Weber, Protestant religion informed an entire economic system.
- 4) This is more similar to the contemporary “prosperity gospel” than to the idea of the Protestant work ethic as outlined by Weber.

12.

- 1) Less than 2 percent of Americans who indicate a preference claim to be Episcopalian.
- 2) Less than 3 percent of Americans who indicate a preference claim to be Presbyterian.
- \*3) Over 17 percent of Americans who indicate a preference claim to be Baptist.
- 4) Less than 7 percent of Americans who indicate a preference claim to be Methodist.

13.

- 1) This is not the correct formula.
- 2) See 1).
- \*3) This is the formula used by demographers for computing the crude birth rate.
- 4) See 1).

14.

- 1) Rumors thrive in a climate of uncertainty.
- 2) This is true of gossip, not rumors.
- 3) Rumors are unstable as they are passed along.
- \*4) Rumors are difficult to stop without convincing information to the contrary.

15.

- 1) Jeans have been around since the 1870s.
- 2) Movies have been around for over a century and continue to be extremely popular.
- \*3) Like all fads, these were extremely popular for a brief time only.
- 4) Tattoos have been around for many years and continue to be popular.

\*correct answer

## SECTION FIVE

# Taking the Exam

## Registering for Your Exam

### Register Online

[www.excelsior.edu/examregistration](http://www.excelsior.edu/examregistration)

Follow the instructions and pay by Visa, MasterCard, American Express, or Discover Card.

### Examination Administration

Pearson Testing Centers serve as the administrator for all Excelsior College computer-delivered exams.

### Accessibility Services

Excelsior College is committed to the principle that every individual should have an equal opportunity to enroll in an Excelsior College degree program, to register for courses or examinations in order to demonstrate their knowledge and skills under appropriate conditions, and to complete a degree.

The Accessibility Services Office at Excelsior College is responsible for considering requests for reasonable accommodations for individuals with verifiable, documented disabilities. If you are requesting an accommodation due to a disability/condition, complete a [Request for Accommodation form](#).

### Computer-Delivered Testing

The UExcel exams are delivered by computer. You can take this exam either in a [Pearson VUE testing center](#) or at your home or office with an online proctor. If you are interested in remote proctoring, visit [PearsonVUE OnVUE online proctoring](#).

The system is designed to be as user-friendly as possible, even for those with little or no computer

experience. On-screen instructions are similar to those you would see in a paper examination booklet. You will use either the keyboard or the mouse to submit your answers, depending upon the type of question.

Before taking your exam, we strongly encourage you to go on a virtual tour of the testing center. To access this tour, click the What to Expect in a Pearson VUE test center at the following link: [home.pearsonvue.com/test-taker/security.aspx](http://home.pearsonvue.com/test-taker/security.aspx)

You also will receive a small, erasable whiteboard if you need one.

### Breaks

Breaks are only permitted for exams taken at Pearson VUE Testing Centers, and are not permitted during exams delivered via online proctoring.

### Online Proctoring

As of spring 2021, Excelsior is offering an [online delivery option for UExcel exams](#), using OnVUE, Pearson VUE's online delivery and proctoring service.

You must use a personal (vs. an employer's) computer if you want to take the exam online and not in a testing center, so the exam can be effectively delivered to you.

Breaks are not allowed during an exam taken online from home. You may not leave your seat during an online-proctored exam, so be prepared to sit for two or three hours. If you need extra time, the exam will have to be taken at a PearsonVUE Testing Center, and an accommodation formally requested.

**NOTE:** English Composition, Spanish, Music, and College Writing will NOT be available for online proctoring.

# On the Day of Your Exam

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## Important Reminders

On the day of your exam, remember to:

- dress comfortably: the computer will not mind that you're wearing your favorite relaxation outfit
- arrive at the test site rested and prepared to concentrate for an extended period
- allow sufficient time to travel, park, and locate the test center
- be prepared for possible variations in temperature at the test center due to weather changes or energy conservation measures
- bring your ID, but otherwise, don't weigh yourself down with belongings that will have to be kept in a locker during the test.

## Academic Integrity Nondisclosure Statement

- All examinees must agree to the terms of the Excelsior College Academic Integrity Policy before taking an examination. The agreement will be presented on screen at the Pearson VUE Testing Center before the start of your exam.
- Once the examinee agrees to the terms of the Academic Integrity Nondisclosure Agreement (NDA), the exam will begin.

If you choose not to accept the terms of the agreement

- your exam will be terminated
- you will be required to leave the testing center
- you will not be eligible for a refund. For more information, review the Student Policy Handbook at [www.excelsior.edu/studentpolicyhandbook](http://www.excelsior.edu/studentpolicyhandbook).

Student behavior is monitored during and after the exam. Electronic measures are used to monitor the security of test items and scan for illegal use of intellectual property. This monitoring includes surveillance of Internet chat rooms, websites, and other public forums.

## UExcel Grade Report

After you complete the exam, you will be issued a UExcel Grade Report for Examinations. See the [sample UExcel Grade Report](#) in this content guide.

## Grade Appeals

If you believe that your score grade is incorrect, you may appeal your grade to [examcredit@excelsior.edu](mailto:examcredit@excelsior.edu). Details about the appeals process are in the [Student Handbook](#).

## What If I Miss My Appointment?

If you don't cancel or reschedule your testing appointment 24 hours before your test appointment, you will have to pay the full fee of the exam, even if you don't show up.

## Late Arrivals

You will also forfeit the exam fee if you arrive to the test center more than 15 minutes late.

## Information About UExcel Exams for Colleges and Universities

A committee of teaching faculty and practicing professionals determines the learning outcomes to be tested on each exam. Excelsior College Center for Educational Measurement staff oversee the technical aspects of test construction in accordance with current professional standards. To promote fairness in testing, we take special care to ensure that the language used in the exams and related materials is consistent, professional, and user friendly. Editorial staff perform systematic quantitative and qualitative reviews to ensure accuracy, clarity, and compliance with conventions of bias-free language usage.

Excelsior College, the test developer, recommends granting three (3) semester hours of lower-level undergraduate credit to students who receive a letter grade of C or higher on this examination. Other colleges and universities also recognize this exam as a basis for granting credit or advanced standing. Individual institutions set their own policies for the amount of credit awarded and the minimum acceptable grade.

# Introduction to Sociology

## Exam Development

## Committee

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Heather D. Gautney, PhD (The Graduate Center at the  
City University of New York, Sociology, 2006)  
Assistant Professor of Sociology, Fordham University

Reid M. Golden, PhD  
(University at Albany, Medical Sociology, 1986)  
Professor of Sociology, Hartwick College

Dustin Kidd, PhD  
(University of Virginia, Sociology, 2004)  
Assistant Professor of Sociology, Temple University

# Sample Grade Report

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Excelsior College  
GRADE REPORT FOR EXAMINATIONS

Contact ID:

Test Date: 11/21/2020

Letter Grade: C

Examination Code and Title: 210 Statistics

Recommended Credit:  
3 Lower Level

Your examination results are expressed as a Letter Grade of A, B, C, or F. Your results are automatically verified when they are received at Excelsior College. If an error is detected, you will be notified immediately.

**Recommended Credit** is the number of semester hours credit that Excelsior College awards and recommends for your grade. Excelsior College awards and recommends credit for letter grades of C or better.

**If you plan to take another examination**, you may download free content guides and the User's Guide by visiting our website at [www.excelsior.edu/exams/content-guides/](http://www.excelsior.edu/exams/content-guides/).

**If you need an Excelsior College Official Examinations Transcript** to document the credit you have earned for this examination for another institution, the request can be made online by accessing the Excelsior College website ([www.excelsior.edu](http://www.excelsior.edu)), logging into your MyExcelsior account, and scrolling down to the For Exams Takers box and clicking on the Request transcripts link. If you do not already have a MyExcelsior username and password, you can obtain one at no cost by accessing the Excelsior College website, clicking the Log In to MyExcelsior button, and then clicking the link "Create a MyExcelsior User Account."





7 Columbia Circle, Albany, New York 12203-5159

Phone | toll free 888-647-2388 or 518-464-8500

TDD | 518-464-8501

Fax | 518-464-8777

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