First, understand that this is a STUDY GUIDE.  It should guide the way you focus your attention, but not reduce your studying to this flimsy piece of paper.

Second, this sheet tells you what is important to know.  But for you to pass and do well on the test you will need to do much more than memorize.  You must be able to understand concepts, apply concepts, understand debates, discuss debates, understand theory, explain theory, etc.
If you have a superficial knowledge of the above, then you will do superficial on the test.
That being said, the following are points you should understand and know.

1) All the articles: You should know the main points of all the articles either from Perucci and Perucci or Blackboard.  If I told you to know specific concepts or brought up specific points in class about the articles, then you should know those as well.

**Chapter 1:**
What are the three themes of class
How is work best defined
What are the main characterisitcs of the different types of societies throughout history (starting with Hunting and Gathering)
What are the main differences between these societies
Describe the evolution of capitalism.  How and where did it start?  What caused it to change?
TERMS: division of labor, social relations of production, bureaucracy, ideology, social stratification, guilds, feudal society, merchant capitalism, putting-out industry, cottage industry, Protestant work ethic, journeyman, Industrial Revolution, indentured labor, imperial society, post-industrial society

**Chapter2 :**
What is reliability and validity? How is work commonly researched in the discipline?   Know the difference between qualitative and quantitative. What are strengths and weaknesses of two. Know ethnography, survey, historical studies.   What are some problems with measuring unemployment and employment?

**Chapter 3**
What characteristics make-up satisfaction?  What causes satisfaction?
What characteristics make-up alienation?  What is alienation?  How does Marx’s concept of alienation differ from constructs of satisfaction?
When workers are dissatisfied or alienated what are the consequences for businesses?
What is self-actualization?  How does one acheive it?
Terms: intrinsic and extrinsic rewards, commitment, instrumental orientation, sabotage and resistance

**Stratification**What is structural inequality?  Know information about SI in US.
What is equal opportunity?  How is it violated in the United States? What is supply versus demand side economics?
What does the Bowles article argue?  Can equality in education exist in a capitalist society according to Bowles?  How can we have equal opportunity?
Why is measuring a society’s well-being by GNP problematic?

**Chapter 4**Why won't laws prevent discrimination?
What factors contribute to hiring discrimination?  What factors contribute to pay/promotional discrimination?
How can networking be considered discriminatory?
How is job segregation related to discrimination?
BE PREPARED to explain what comparable worth discrimination is and what it's not!
Understand all the factors involved in Tokenism.
What are some policies that have attempted to address discrimination?
What is Affirmative Action?
What are some paradoxes we maintain about affirmative action that leads to its resistance by whites?
How do home responsibilities lead to discrimination?
What’s sexual harrassment?
What are the different types of unemployment?
What are safety concerns for workers in jobs?  What policies does your book discuss regarding safety?
Terms: job segregation, dual labor market, homosocial reproduction, gender and race typing, tokenism, comparable worth discrimination, severance pay, chronic stress injury, indoor air pollution, right-to-know legislation, occupational disease

**Chapter 5**
What’s the history of nonpaid work?
What social reasons are there for the devaluation of nonpaid work?
What policies exist to help bridge the conflict between nonpaid and paid work?  How do they differ from other countries?
Explain how nonpaid work is essential to the present economy. Give examples.
What’s occupational steering?
How does socialization affect work?
Affect of children on work-life
TERMS: (from articles)  stalled revolution, family myth, gender ideologies, mealtime rituals, love versus work, politics of comparison, invisible work, feeding the family, work/love dichotomy
(From book) socialization, dead-end job, job ladder, occupational mobility, role overload and conflict, flextime, work sharing, block scheduling AND occupational steering

**Chapter 6**
What were the three early labor unions?  What were their goals and how did they differ from each other?  How did May Day and the Pullman strike affect the labor movement?
What ways did the government ( treat the judicial, legislative and executive branch separately) resist labor unions historically?
What ways did businesses resist labor unions?
What is freedom of contract?
What is the Wagner Act?  Why do some argue the Wagner is Pro-Labor and others argue it is Anti-Labor?
What's the Taft-Hartley Act?    How did it affect unions?
What is the NLRA?  NLRB?
How did the rise of the CIO change things?  Were their tactics successful?
Do unions really have the power to bankrupt a company?   Be able to explain.
What are some concerns that unions face today?
How do businesses resist unions today?
Terms: solidarity, general and mass strike, secondary boycott, sit-down strike, collective bargaining, seniority, grievance procedure, internal democracy, corporate campaign

**All the articles that were in the reader or handed-out in class have a set of questions that you should be able to answer: These questions can be found on this web-site (including the Klein article).  Under 338handouts.  Then choose the author’s last name.**

**Chapter 7**
What’s technology.  What does it mean to say that technology is socially constructed. BE ABLE TO EXPLAIN WELL.
What’s Hawthorne Effect
How does the organization of a business affect technology
What three organizational structures are they?
What are the four organizational characteristics of these structures?
How does a participatory workplace differ from the other two structures?
What are HR, Participatory or Scientific Management techniques?  How are techniques different from structures?
What’s Bureaucracy?  What characteristics make bureaucracy. What are strengths and weaknesses of a bureaucracy.
What’s informal work cultures and how do they relate to bureaucracy

**Chapter 9**
Understand the debate about how technology affects skills, wages, autonomy and employment. (Those claiming high tech is a net gain for society versus those who argue that opposite)
What are new (positive and negative) opitions for workers in high-tech workplaces
What’s telecommuting.  Strengths and weaknesses
What’s electronic surveillance

**Chapter 14:**
What is a marginal worker?  What four characteristics help to define a marginal worker?  Why are there marginal workers?  What affect does being in a marginal workforce have on workers?
TERMS: underemployment, shadow economy, dual labor market, core/periphery,  under-class.
How do race/ethnicity and gender relate to marginal workers?
What social characteristics are associated with marginal workers?  What’s the shrinking middle-class thesis?
Why do workers take marginal jobs?
Why do employers want marginal workers?
Who benefits from marginal jobs?

**KNOW THE NAOMI KLEIN ARTICLES (BOTH CHAPTERS)   “The Discarded Factory.”   What’s the IMF (structural adjustment loans), World Bank and WTO. How do these organizations contribute to Klein’s argument?**

**Chapter 15**

**What is a corporation? What did Adam Smith think of corporations? Know a little of the history of corporations. What does it mean to say that corporations are socially constructed? How has the U.S. socially constructed corporations? How have U.S corporations changed over time as a result? Three causal factors that affect corporate growth? What 4 concerns are there about corporate power?**

**TERMS: Oligopoly, monopoly, vertical integration, predatory pricing, mergers, diversification, lean production, golden parachute, subcontracting, Fordism**

**Chapter 16**
What two theories exist to explain how globalization will affect the world economy?  Understand the logic of the theories.
What empirical evidence exists for these two theories?  What theoretical problems do these theories have?
What’s an MNC
What’s protectionism?
What’s neo-imperialism?
Why is primitive accumulation necessary for the emergence of capitalism?
How do MNC’s affect developing nations?
How do the different countries organize their economies: What’s the relationship between business, labor and government in different developed countries.  What’s the underside to the Japanese economy.
What would a pro-labor economy look like?  What would a pro-business country look like?
What international trading policies have arisen in the last 20 years?
How is labor responding?
What’s free trade?  Fair trade?
What are border plants?
“Many Cheap Foreign Imports Come at Too High a Price” What’s this mean?