

Name _____

The Secret Rules We All Follow: Understanding Social Norms

Short Answer Key

1. An example of a descriptive norm is people raising their hands in class to answer questions. People follow it because they want to participate and not disrupt the class.
2. Injunctive norms are at play when people queue in a line at a grocery store checkout. They ensure orderly and fair service for everyone.
3. Understanding social norms can help individuals navigate social settings by knowing what is expected of them and avoiding behavior that might be considered inappropriate.
4. Martin Luther King Jr. challenged social norms related to racial segregation in the United States. His actions led to advancements in civil rights and greater equality for African Americans.
5. Cultural variation in social norms means that what is considered polite or acceptable behavior can vary between different cultures. For example, bowing is a sign of respect in some cultures but not in others.

