

ECONOMICS/SOCIOLOGY PHRASE BOOK
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Every so often, you may find yourself a bit bored by the prospect of another evening at Jimmy's spent talking only to your economist friends. After all, even stories about the faculty members' children get tiresome at the third or fourth telling. In this situation, you might want to think about interacting socially with students in one of the University's many other disciplines. Beware! If you attempt to do this without preparation, you will quickly find that you become lost in dense of fog of apparently random jargon, confusing rules for politically correct speech and dress, and general incomprehension.

To help circumvent this problem, we have prepared the ECONOMICS TO SOCIOLOGY PHRASE BOOK to help economists adjust their way of speaking in a manner that will make it comprehensible to Sociologists. We chose Sociologists rather than Political Scientists because the latter tend to be unpleasant, emaciated people with glazed eyes, while Sociologists are often entertaining and cute. Unlike Anthropologists, they can be invited to parties without much worry for the safety of the silverware, and their rhetoric, when treated like background music, has a pleasant, lyrical rhythm. Who knows? If you use the phrase book carefully enough, you might even end up engaged to one.

To see how to use the phrase book, consider the sentence

Those poor people need more money.

Look up the word "need" in the Sociology column and replace it with the corresponding economics term, to form the translated sentence

Those poor people want more money.

Wasn't that easy? Next time you want to talk to a Sociologist, or - perish the thought - read an article in a Sociology journal, just keep the phrase book handy and you'll have no trouble at all.

Section I: Sociology to Economics

<u>Sociological Term or Phrase</u>	<u>Economics Term or Phrase</u>
rational behavior	the use of decision rules based on explicit mathematical calculation, combined with a utility function in which monetary wealth is the only argument.
need	want
different value orientations	laziness
is correlated with	is correlated with
determines	is correlated with
is caused by	is correlated with
structural	institutional
crosstabs	non-parametric regression
empirical work	crosstabs
structural analysis	OLS regression
sophisticated structural analysis	logit model
endogenous	endogenous
exogenous	endogenous
position in the urban hierarchy	what size town you live in
causal nexus	general equilibrium
exploitation	contract
discrimination	wage differential
low wage jobs	low productivity workers
corporate elite	high productivity workers
patriarchy (I)	sexual division of labor based on technological differences
patriarchy (II)	family
bourgeois sexual privatism	monogamy
non-normative family arrangements	single motherhood

social capital (I)	decentralized insurance within long term relationships
social capital (II)	your friends
model (I)	explanation
model (II)	diagram involving circles and arrows
class	a group of students
social class	a group of especially friendly students
class behavior	unexploited opportunities for gain
Marxist	Marxist
socialist	Marxist
communist	Marxist
Communist	Marxist
government	state
profit maximization	revenue maximization
profit maximizing behavior	discrimination
monopolist	large firm
unemployment	leisure
labor force detachment	leisure
macroeconomics	Keynesian demand management
conservative macroeconomics	neoclassical economics
neoclassical economics	economics
Marxist economics	sociology
socialization	information capital
hypersegregation	hyperbole

Section II: Economics to Sociology

<u>Economics Term or Phrase</u>	<u>Sociological Term or Phrase</u>
elasticity	zero
information costs	changing tastes
technological change	changing tastes
relative price change	changing tastes
rational behavior	consistent behavior
structural	absurd mathematical abstraction
economics	ex post rationalization for maintaining current institutional arrangements
Castro	Fidel
dictator	leader

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