

Study Guide  
Kottak, chapter 5  
“Making a Living”

1. Necessity: challenge and response
2. foraging
3. survivals of foraging societies and other adaptive strategies
4. correlations between economy and social life (e.g., the Lakota) --- the band as social unit
5. mobility of foraging bands
6. foraging bands are exogamous (people marry outside their bands)
7. fictive kinship (namesakes)
8. division of labor based on gender (foraging bands)

9. foraging bands tend to be egalitarian (contrasts in prestige are minor and are based on age and gender)
10. cultivation as adaptive strategy: horticulture, agriculture and pastoralists
11. horticulture (simple tools/slash and burn) --- can support large permanent settlements
12. agriculture (requires more labor and uses the land more intensively and continuously)
13. agricultural societies and domesticated animals (manure as fertilizer)
14. agriculture and irrigation (e.g., the Hopi)
15. agriculture and terracing
16. costs and benefits of agriculture (emergence of class structure, origins of the "state" --- division of labor/hierarchical)
17. pastoralism: symbiotic relationship between animal and human



26. *alienation and impersonality* in industrial economies (alienation means the individual doesn't not feel strong pride in or personal identity with his or her product --- this industrial workers often impersonal relationships with their products, their coworkers and their employers. In non-industrial societies, however, the relations of production, distribution, and consumption are social relations with economic aspects. The economy is not a separate entity but is embedded in their society

27. *profit motive* and western economic theory ("human nature"/ rational choice --- "time is money")

28. the market principle: "law" of supply and demand

29. turning the "law" on its head: potlatching