



UNIVERSIDADE LUSÍADA
LISBOA

Course Unit Program
Sociology

Academic Year 2026/2027

1. Organic Unit

Faculty of Business and Economic Sciences

2. Course

Marketing

3. Cycle

1st

4. Course Unit

Sociology (V1010)

5. Scientific Area

6. Curricular Year

1st

7. Type of Curricular Unit / Semester

2nd Semester



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8. Class type and workload (work time)

Theoretical classes:

Practical classes:

Theoretical-Practical Classes 30,00

Tutorial Guidance: 20,00

9. ECTS Credits

6,00

10. Scientific Area Coordinator

11. Regent

Prof. Doutora ISABEL CRISTINA DE SEIXAS PATRICIO DUARTE DE ALMEIDA

12. Assistants

13. Teaching Language

Portuguese

14. General Objectives

- 1: Provide an introductory understanding of Sociology as a social science, focusing on its key concepts, theories, and methods;
- 2: Promote the application of sociological insights to markets, consumption, organisations and the social relations that shape marketing, highlighting their relevance for students in this field.

15. Specific Objectives

- 1: Identify the object of study, core concepts, and main theoretical approaches in Sociology;
- 2: Describe the methods and techniques used in sociological research;
- 3: Relate sociological theories and concepts to issues in marketing and other social sciences;
- 4: Foster a mindset of scientific rigour in the observation and analysis of social reality.

16. Skills to be acquired

- 1: Identify and explain the object of study of Sociology and its main paradigms and concepts;
- 2: Compare and relate sociological perspectives to social, organisational and market phenomena;
- 3: Apply sociological theories and concepts to the analysis of current social contexts and issues;
- 4: Develop communication skills through the structured presentation of ideas and arguments based on sociological content;
- 5: Adopt a critical and informed stance towards social reality.



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17. Teaching Methodology

Lectures on the topics of the programme;
Indications, distribution and discussion of bibliography and other appropriate documents;
Organisation of presentations by students with extensive discussion and use of various sources of information.

18. Course Unit Program

1. What is Sociology
 - 1.1 Object
 - 1.2 Historical emergence
 - 1.3 Sociology and other social sciences
 - 1.4 Linking Sociology to Marketing
 - 1.5 Classification, virtualities and limits of available techniques.
2. Main sociological paradigms and their application to Marketing
 - 2.1. Marxism
 - 2.2 The comprehensive sociology of Max Weber
 - 2.3 Structural-functionalism and the systemic paradigm
 - 2.4 Rational choice theory
 - 2.5. Interactionism
 - 2.6 Contemporary sociology: P. Bourdieu, A. Giddens, M. Castells and U. Beck.
3. Social processes and institutions
 - 3.1 Globalisation, markets and social transformations;
 - 3.2 Subjective well-being, lifestyles and consumption;
 - 3.3 Markets, business, consumption and social responsibility
 - 3.4 Welfare state and social Europe.
 - 3.5 Labour, unemployment and precariousness;
 - 3.6 Inequalities, poverty and exclusion;
 - 3.7 Social classes

19. Assessment Methods

The Regulations for the Assessment of Knowledge and Skills currently in force will apply. Under continuous assessment, oral contributions distributed throughout the teaching period and a final written test will be mandatory.

20. Didactic Resources

Recommended bibliography
Texts
Statistical information
Press and other media.

21. Sustainability Objectives



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SDG 4: Promotes quality higher education through critical thinking and interdisciplinary analysis.

SDG 5: Encourages the analysis and understanding of gender inequalities in social and economic phenomena.

SDG 10: Supports the identification and reduction of socio-economic inequalities, preparing students to address issues of distribution and opportunity.

SDG 16: Emphasises the role of transparent and just institutions in building sustainable and equitable societies.

22. Keywords

Sociology

Scientific method

Social processes

Institutions.



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23. Main Bibliography

Author(s): Mark Granovetter
Title: Society and Economy: Framework and Principles
Edition: 1st Year: 2017
Local: USA
Publisher: Harvard University Press
ISBN Code: 9780674975217

Author(s): J.M.Carvalho Teixeira et Al
Title: Sociologia
Edition: 1ª Edição Year: 2013
Local: Lisboa
Publisher: Escolar Editora
ISBN Code: 9789725923030

Author(s): Manuel Castells
Title: Sociedade em Rede
Edition: 9ª Year: 2006
Local: Sao Paulo
Publisher: Editora Paz e Terra
ISBN Code: 8521903294.

24. Complementary Bibliography

Author(s): Mark Granovetter and Richard Swedberg
Title: The Sociology of Economic Life
Edition: 3rd Year: 2011
Local: Boulder, CO
Publisher: Westview Press
ISBN Code: 978-0-8133-4455-3

Author(s): Anthony Giddens
Title: Sociologia
Edition: 8ª Edição Year: 2010
Local: Lisboa
Publisher: Fundação Calouste Gulbenkian
ISBN Code: 9789723110753



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Ficha técnica MIP / MIP Datasheet	
Título / Title	Course Unit Program 'SOCIOLOGIA': Academic Year 2026/2027
Autor / Author	Prof. Doutora ISABEL CRISTINA DE SEIXAS PATRICIO DUARTE DE ALMEIDA
Classificação / Classification	-
Descritores / Descriptors	-
Colaborador(es) / Colaborator(s)	-
Data Hora / Date Time	
Formato de dados / Data Format	Texto / Text, PDF
Estatuto de utilização / Usage	Acesso público / Public Access
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