

Hidden Rules Among Classes

	Poverty	Middle Class	Wealth
POSSESSIONS	People	Things	One-of-a-kind objects, legacies, pedigrees
MONEY	To be used, spent	To be managed	To be conserved, invested
PERSONALITY	Is for entertainment; sense of humor is highly valued	Is for acquisition and stability; achievement is highly valued	Is for connections; financial, political, social connections are highly valued
SOCIAL EMPHASIS	Social inclusion of people he/she likes	Emphasis is on self-governance and self-sufficiency	Emphasis is on social exclusion
FOOD	Key question: Did you have enough? Quantity important	Key question: Did you like it? Quality important	Key question: Was it presented well? Presentation important
CLOTHING	Valued for individual style and expression of personality	Valued for its quality and acceptance into norm of middle class; label important	Valued for its artistic sense and expression; designer important
TIME	Present most important; decisions made for moment based on feelings or survival	Future most important; decisions made against future ramifications	Traditions and history most important; decisions made partially on basis of tradition and decorum
EDUCATION	Valued and revered as abstract but not as reality	Crucial for climbing success ladder and making money	Necessary tradition for making and maintaining connections
DESTINY	Believes in fate; cannot do much to mitigate chance	Believes in choice; can change future with good choices now	<i>Noblesse oblige</i>
LANGUAGE	Casual register; language is about survival	Formal register; language is about negotiation	Formal register; language is about networking
FAMILY STRUCTURE	Tends to be matriarchal	Tends to be patriarchal	Depends on who has the money
WORLD VIEW	Sees world in terms of local setting	Sees world in terms of national setting	Sees world in terms of international view
LOVE	Love and acceptance conditional, based on whether individual is liked	Love and acceptance conditional and based largely on achievement	Love and acceptance conditional and related to social standing and connections
DRIVING FORCES	Survival, relationships, entertainment	Work, achievement	Financial, political, social connections
HUMOR	About people and sex	About situations	About social <i>faux pas</i>