**Hidden Rules Among Classes**

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|  | **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.** | **For acquisition and stability. Achievement is highly valued** | **For connections. Financial, political, social connections are highly valued.** |
| **Social Emphasis** | **Social inclusion of people he/she likes** | **Is on self-governance and self- sufficiency.** | **Emphasis is on social exclusion.** |
| **Food (Key ?)** | **Did you have enough?** | **Did you like it?** | **Was it presented well?** |
| **Clothing** | **Clothing valued for individual style and expression of personality.** | **Clothing valued for its quality and acceptance into norm of middle class. Label Important.** | **Clothing 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 by 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** | **Noblesse oblige** |
| **Language** | **Casual register. 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 money** |
| **World View** | **See world in terms of local settings** | **Sees world in terms of national setting** | **Sees world in terms of international view** |
| **Love** | **Love & acceptance conditioned, based upon whether individual is liked** | **Love and acceptance conditional & based largely upon achievement** | **Love & acceptance conditional & related to social standing & connections** |
| **Driving Forces** | **Survival, relationships, entertainment** | **Work, achievement** | **Financial, political, social connections** |
| **Humor** | **About people and sex** | **About situations** | **About social faux pas** |