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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. | 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 they like. | Emphasis is on self-governance and self-sufficiency. | Emphasis is on social inclusion. |
| **Food** | Key Question: Did you have enough? Quantity is important. | Key Question: Did you like it? Quality important. | Key Question: Was it presented well? Presentation important. |
| **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 time is most important. Decision made for moment based on feelings or survival. | Future time is 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. | Believes in noblesse oblige (nobility obliges) |
| **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 money. |
| **World View** | Sees world in terms of local setting. | Sees the world in terms of national setting. | Sees the world in terms of international view. |
| **Love** | Love and acceptance is conditional, based upon 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 Force** | Survival, relationships, entertainment. | Work, achievement. | Financial, political, social connections. |

WN Response: Pick a row that stands out to you. Pick something you agree or disagree with. Talk about books/movies/TV shows where you have seen in the different classes. Is this chart true and accurate? Where do you fit in on this chart?