

## CHAPTER THREE: HIDDEN RULES AMONG CLASSES

This chapter is a must-read because it provides insights into why people from any group do what they do. Take the quiz and find out if you could survive in poverty, middle class, or wealth. This chapter helped me realize why families who live in a broken-down, dirty trailer have a new, big-screen TV.

There are a few key items to consider in this chapter. It starts by defining Hidden Rules, which are unspoken cues and habits of a group in poverty, middle class, or wealth. The chapter has a quiz that will help you determine where you fit in the spectrum and it has a list (page 59) of major hidden rules among the classes of poverty, middle class, and wealth.

The following is an example of the hidden rule in each group that defines its driving force (page 59):

Driving Force:

1. Poverty: Survival, relationships, entertainment.
2. Middle Class: Work, achievement.
3. Wealth: Financial, political, social connections.

Knowing this information has helped me tremendously. I have a middle class perspective and my driving force is all about achievement, and I work with children from poverty (F&R pop. of 84%). I tell students often to be “successful” (my driving force), and for many of my children, their driving force is survival (winning and losing). So instead of asking, “Do you want to be successful?” I now ask students, “Would you like to be a winner?” and get a much better response.

The rest of the chapter explains the benefits of understanding the hidden rules of each group, and it gives explanations for why people in poverty act in certain ways. It also gives tips for using these hidden rules; for instance it is helpful to teach the children of one class the motivations of another so that they may choose to use those rules if they like and may also come to a greater understanding of others’ behavior.