Cultural Iceberg

By Edward T. Hall

# Surface Culture:

Food

Flags

Festivals

Fashion

Holidays

Music

Performances

Dances

Games

Arts & Crafts

Literature

Language

# Deep Culture:

### Communication Styles & Rules

Facial Expressions

Gestures

Eye Contact

Personal Space

Touching

Body Language

Conversational Patterns in Different Social Situations

Handling and Displaying of Emotion

Tone of Voice

### Notions of:

Courtesy and Manners

Friendship

Leadership

Cleanliness

Modesty

Beauty

### Concepts of:

Self

Time

Past and Future

Fairness and Justice

Roles Related to Age

Sex

Class

Family, etc.

### Attitudes towards:

Elders

Adolescents

Dependents

Rules

Expectations

Work

Authority

Cooperation vs. Competition

Relationships with Animals

Age

Sin

Death

### Approaches to:

Religion Raising Children

Courtship Decision-Making

Marriage Problem-Solving