**Iceberg Theory of Culture**

Fine Arts

Literature

Drama Classical Music

Folk Dancing Games

Cooking

Notions of Modesty

Conceptions of Beauty

Ideals of Governing Child Raising

Rules of Descent Cosmology

Relationship to Animals

Patterns of Superior/Subordinate Behavior

Definitions of Sin Courtship Practices

Conception of Justice Incentives to Work

Notions of Leadership Tempo of Work Theory of Disease

Conception of Cleanliness Patterns of Group Decision-Making

Attitudes Toward the Dependent Approaches to Problem Solving

Eye Behavior Conception of Status Mobility Conception of Past and Future

Roles in Relation to Age, Sex, Class, Occupation, Kinship, and So Forth Definition of Insanity

Conversational Patterns in Various Social Contexts Nature of Friendship Ordering of Time

Preference for Competition or Cooperation Body Language Social Interaction Rate

Notions of Adolescence Notions about Logic and Validity Patterns of Handling Emotions

Facial Expressions Arrangements of Physical Space AND MUCH, MUCH MORE…

**Just as nine-tenths of the iceberg is out of sight and below the water line, so is nine-tenths of culture out of conscious awareness. The out-of-awareness part of culture has been termed deep-culture.**

Source: Adapted from *Beyond Culture* (1976) by Edward T. Hall