**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