

Clash Of Values

Achievers

(Working & Middle-classes)

Achiever Values

AMBITION

“Hard work yields
getting ahead.”

**DELAYED
GRATIFICATION**

“Tomorrow will be
better than today.”

Non-Achievers

(The Under-class)

Subsistence Values

RESIGNATION

“Hard work *does not*
yield getting ahead.”

**INSTANT
GRATIFICATION**

“Tomorrow will *not*
be better than today.”

Anti-Achievers

(The Criminals)

Nihilistic Values

RECKLESSNESS

“Getting over”
by any means.

**PREDATORY
GRATIFICATION**

“Tomorrow will
never come.”

“Achiever” and Subsistence (“Survivor”) values by Bob Lupton

Clash Of Values

Achievers

(Working & Middle-classes)

Achiever Values

**PRESERVATION
OF PROPERTY**

Personal Ownership

**TIME
ORIENTATION**
Planning

**GOAL
ORIENTATION**
Planning

Non-Achievers

(The Under-class)

Subsistence Values

**EXPLOITATION
OF PROPERTY**

No Ownership

**CRISIS
ORIENTATION**
No Planning

**NEED
ORIENTATION**
No Planning

Anti-Achievers

(The Criminals)

Nihilistic Values

**DESTRUCTION
OF PROPERTY**

Anti-Owner's Ownership

**MOMENT
ORIENTATION**

“If it feels good, do it.”

**WANT
ORIENTATION**

“If it feels good, do it.”

“Achiever” and Subsistence (“Survivor”) values by Bob Lupton

Divergent Outlooks of Achievers and Non-Achievers

How They View:	Achievers	Non-Achievers
Social justice	Equal opportunity	Equal outcomes
Barriers to Success	Mostly internal	Almost exclusively external
Basis of Success	The actions of self	The actions of others
Effect of Values on the Poor	Non-achiever values hinder them.	Achiever values oppress them.
Self--Sabotaging Behavior	It is acting irresponsibly.	It is the fault of society.

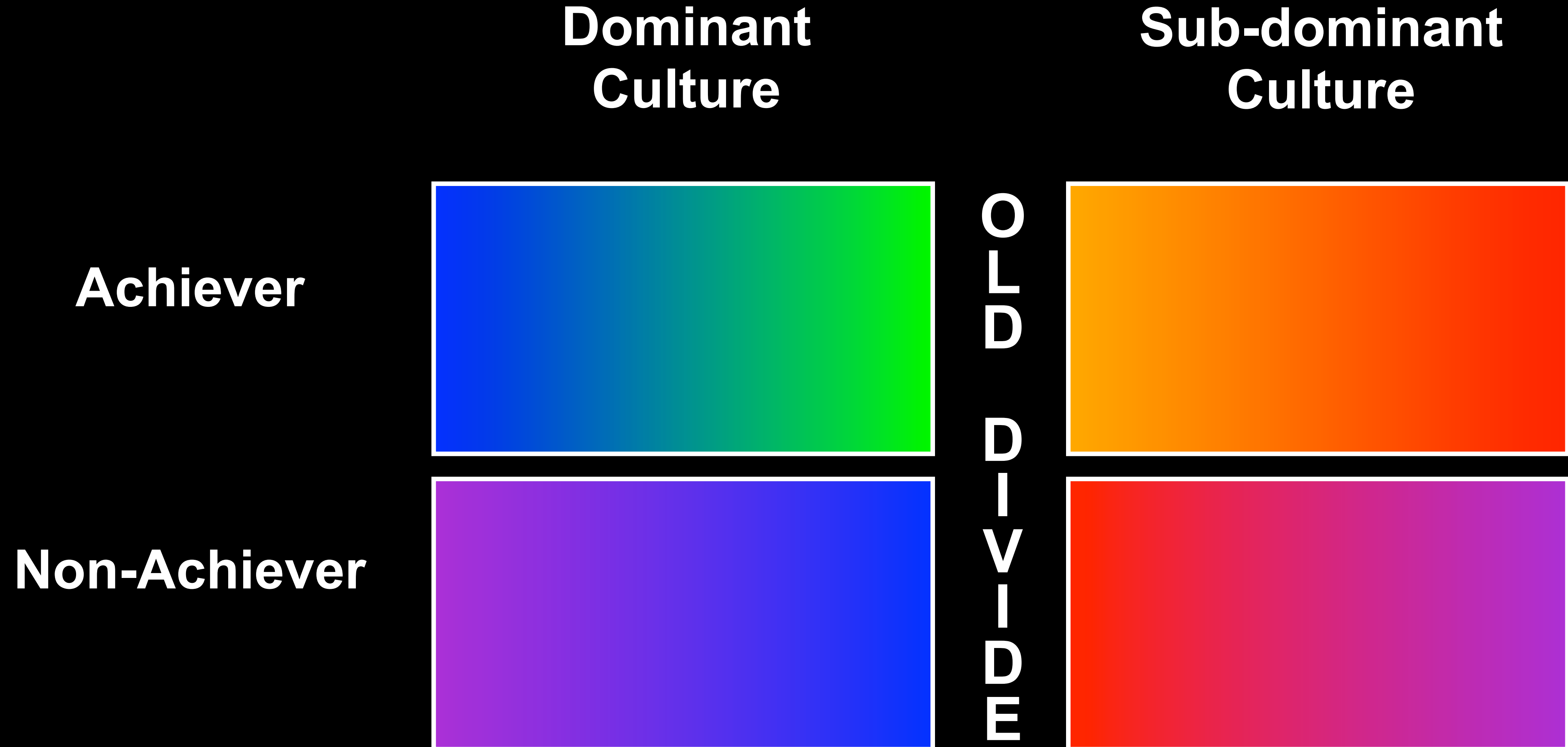
Divergent Outlooks of Achievers and Non-Achievers

How They View:	Achievers	Non-Achievers
Effect of Civilization	It humanizes.	It de-humanizes.
Relationship to the Social Situation	Self is independent of it.	Self is determined by it.
Posture Toward Society	Contribute to it.	Critique it.
Unacceptable Behavior	Criminal behavior is wrong.	“Civilized” behavior is false.
How to Gain Respect	Earn it.	Demand it.

Divergent Outlooks of Achievers and Non-Achievers

How They View:	Achievers	Non-Achievers
Responsibility	Personal	Institutional
Motivation	Personal Initiative	Institutional Compensation
Self-Destructive Behavior	Simply Destructive	Reflection of oppression
Who Must Change?	The individual	The Society

The National Cultural Divide



The National Cultural Divide

