

# 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  
Courtship  
Marriage

Raising Children  
Decision-Making  
Problem-Solving