

STEPPING UP **AND STEPPING OUT**

LEARNING A NEW MINDSET ON BENEVOLENCE

SESSION 3: UNDERSTANDING THE MINDSET OF POVERTY

FIRST, WE HAVE TO UNDERSTAND A FEW THINGS.

☐ POVERTY

☐ LANGUAGE

☐ HIDDEN RULES



FIRST, WE HAVE TO UNDERSTAND POVERTY.

GENERATIONAL POVERTY

- Been in poverty for at least two generations**
- Has its own culture and language, hidden rules, belief systems**

SITUATIONAL POVERTY

- Lack of resources due to specific event**
- Can be temporary**



SECOND, WE HAVE TO UNDERSTAND LANGUAGE.

□ **Primary language**

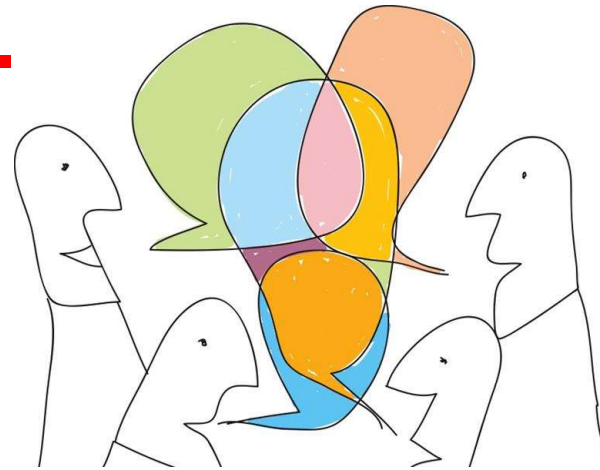
The language an individual first learned.



SECOND, WE HAVE TO UNDERSTAND LANGUAGE.

□ Secondary language

The language of the larger society that an individual must be able to use to function in the larger society.



SECOND, WE HAVE TO UNDERSTAND LANGUAGE.

Every language in the world has five registers...



- Frozen** Language that is always the same.
- Formal** Standard choice for work and school.
- Consultative** More professional.
- Casual** Language between friends; general.
- Intimate** Lovers/Twins



SECOND, WE HAVE TO UNDERSTAND LANGUAGE.

One can usually transition from one language register to an adjacent one without encountering repercussions. However, skipping one or more levels is usually considered inappropriate and even offensive.

- Frozen** Language that is always the same.
- Formal** Standard choice for work and school.
- Consultative** More professional.
- Casual** Language between friends; general.
- Intimate** Family/Twins



UNDERSTANDING LANGUAGE ORGANIZATIONAL PATTERNS

□ Manner in which the information is organized.

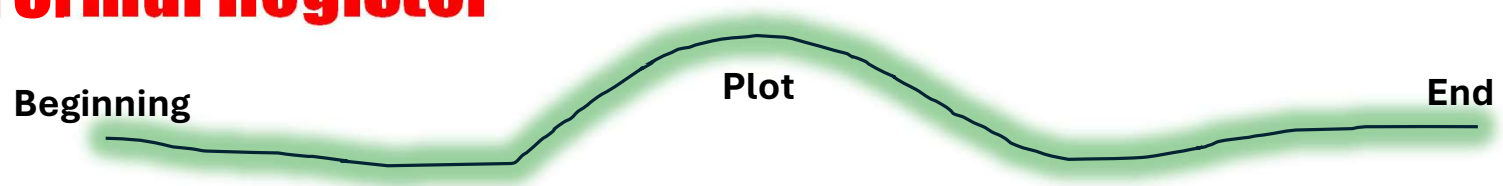


- **Formal Register Pattern:**
Get straight to the point. → ●
- **Casual Register Pattern:**
Go around and around and finally get to the point eventually. 🎯

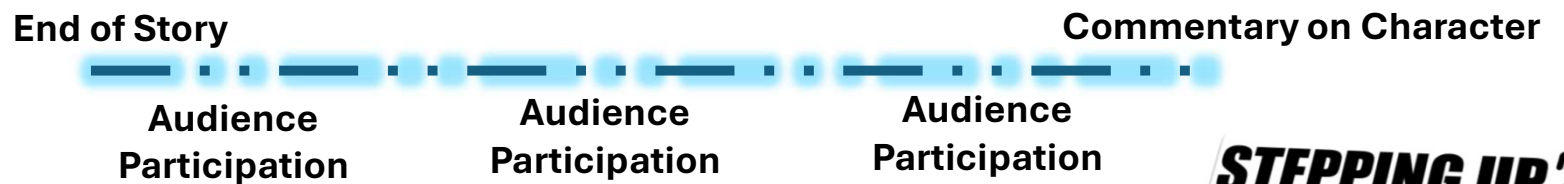
UNDERSTANDING LANGUAGE ORGANIZATIONAL PATTERNS

□ Story Structure

Formal Register



Casual Register



EVERY GROUP HAS HIDDEN RULES

□ The unspoken cues and habits of a group.

How you spend your time impacts your knowledge base and resources- and therefore the hidden rules you follow.



EVERY GROUP HAS HIDDEN RULES

**Comes out of environment
(situational learning)**

- Being in environment**
- Being taught (parental)**
- Different for each social class**
- Impacts relationships**



EVERY GROUP HAS HIDDEN RULES

- ❑ **Driving Forces: Poverty**
 - ❑ **Entertainment**
 - ❑ **Relationships**
- ❑ **Driving Forces: Middle Class**
 - ❑ **Work**
 - ❑ **Achievement**
- ❑ **Driving Forces: Wealth**
 - ❑ **Financial Connections**
 - ❑ **Social/Political Connection**



HOW DO I COMMUNICATE WITH PEOPLE IN POVERTY?

**8 Speak up for those who cannot speak for themselves,
for the rights of all who are destitute.**

**9 Speak up and judge fairly;
defend the rights of the poor and needy.**

(Proverbs 31:8-9, NIV)

- Speak up, not at.**
- Defend, not defer.**
- Protect, not provoke.**



HOW DO I COMMUNICATE WITH PEOPLE IN POVERTY?

- Listen like Jesus did- meet people where they are.**
- Learn and speak their language styles- both primary and secondary.**
- Look at yourself in their shoes.**

