

Bridges Out of Poverty

Ruby K. Payne, Ph.D.
Philip DeVol
Terie Dreussi-Smith

Handouts
Version 3.0



aha! Process, Inc., Highlands, TX
www.ahaprocess.com



**The mission of
aha! Process, Inc. is to
positively impact the
education and lives of
individuals in poverty
around the world.**



Mental Model for Poverty



It's Due to Social Coherence

“Does a person have a sense of being linked to the mainstream of society, of being in the dominant subculture, of being in accord with society’s values?”

“Can a person perceive society’s messages as information, rather than as noise? In this regard, the poor education that typically accompanies poverty biases toward the latter.”

“... has a person been able to develop an ideal set of coping responses for dealing with society’s challenges?”

“... does a person have the resources to carry out plans?”

“... does a person get meaningful feedback from society—do their messages make a difference?”

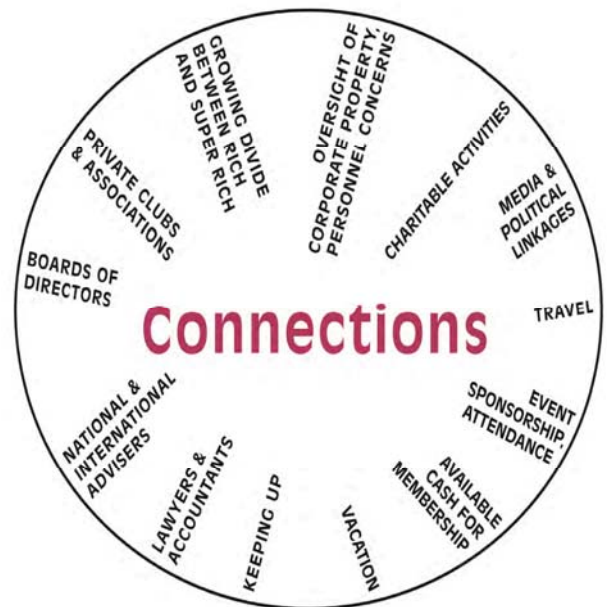
—Robert Sapolsky, Aaron Antonovsky



Mental Model for Middle Class



Mental Model for Wealth



Tyranny of the Moment

“The need to act overwhelms any willingness people have to learn.”

Source: The Art of the Long View by Peter Schwartz

“The healthier you are psychologically, or the less you may seem to need to change, the more you can change.”

Source: Management of the Absurd (1996) by Richard Farson



Mental Model of Generational Poverty

- It is a description of the concrete experience.
- It is an abstract representation of poverty.
- It depicts vulnerability.
- It depicts the relative importance and interlocking nature of the elements.
- It is a depiction of the trap: no future story, no choice, no power.



Community Sustainability Grid

	Individual Behavior	Human and Social Capital	Exploitation	Political/Economic Structures
Individual Action				
Agency Action				
Community Action				
Policy				



Key Points

1. This workshop focuses on economic environments.
2. Economic class is relative.
3. Economic class is a continuous line, not a clear-cut distinction.
4. Generational poverty and situational poverty are different.
5. This work is based on patterns within the environments of economic class. All patterns have exceptions.
6. An individual brings with him/her the hidden rules of the class in which he/she was raised.
7. Schools and businesses operate from middle class norms and use the hidden rules of middle class.
8. In order to build relationships of mutual respect between economic classes, we need to be aware of more than one set of hidden rules.
9. The more we understand how class affects us and are open to hear how it affects others, the more effective we can be.
10. In order to achieve, one may have to give up relationships (at least for a time).



Bridges Constructs

1. Use the lens of economic class to understand and take responsibility for your own societal experience while being open to the experiences of others.
2. At the intersections of poverty with other social disparities (racial, gender, physical ability, age, etc.), address inequalities in access to resources.
3. Define poverty as the extent to which a person, institution, or community does without resources.
4. Build relationships of mutual respect.
5. Base plans on the premise that people in all classes, sectors, and political persuasions are problem solvers and need to be at the decision making table.
6. Base plans on accurate mental models of poverty, middle class, and wealth.
7. At the individual, institutional, and community/policy levels: Stabilize the environment, remove barriers to transition, and build resources.
8. Address all causes of poverty (four areas of research).
9. Build long-term support for individual, institutional, and community/policy transition.
10. Build economically sustainable communities in which everyone can live well.



POWER

POVERTY

Power linked to personal respect
Ability to fight
Can't stop bad things from happening

MIDDLE CLASS

Power/respect separated
Responds to position
Power in information and institutions

WEALTH

Power in expertise, connections
Power in stability
Influences policy and direction





DRIVING FORCES

POVERTY

Survival,
relationships,
entertainment

MIDDLE CLASS

Work, achievement,
material security

WEALTH

Financial, political,
social connections



Registers of Language

REGISTER	EXPLANATION
FROZEN	Language that is always the same. For example: Lord's Prayer, wedding vows, etc.
FORMAL	The standard sentence syntax and word choice of work and school. Has complete sentences and specific word choices.
CONSULTATIVE	Formal register when used in conversation. Discourse pattern not quite as direct as formal register.
CASUAL	Language between friends and is characterized by a 400- to 800-word vocabulary. Word choice general and not specific. Conversation dependent upon non-verbal assists. Sentence syntax often incomplete.
INTIMATE	Language between lovers or twins. Language of sexual harassment.

Adapted from the work of Martin Joos



Research About Language in Children, Ages 1 to 4, in Stable Households by Economic Group

Number of words exposed to	Economic group	Affirmations (strokes)	Prohibitions (discounts)
13 million words	Welfare	1 for every	2
26 million words	Working class	2 for every	1
45 million words	Professional	6 for every	1

Source: *Meaningful Differences in the Everyday Experience of Young American Children*. (1995). Betty Hart and Todd R. Risley.



believes that one is fated or destined

↓
the behavior

↓
not get caught

↓
deny

↓
punished
forgiven



Resources



Working definition of poverty:
 “The extent to which an individual does without resources.”

FINANCIAL

Being able to purchase the goods and services of that class and sustain it.

EMOTIONAL

Being able to choose and control emotional responses, particularly to negative situations, without engaging in self-destructive behavior. Shows itself through choices.

MENTAL

Having the mental abilities and acquired skills (reading, writing, computing) to deal with daily life.

SPIRITUAL

Believing in (divine) purpose and guidance.

PHYSICAL

Having physical health and mobility.

SUPPORT SYSTEMS

Having friends, family, and backup resources available to access in times of need. These are external resources.

RELATIONSHIPS/ROLE MODELS

Having frequent access to adult(s) who are appropriate, nurturing, and who do not engage in destructive behavior.

KNOWLEDGE OF HIDDEN RULES

Knowing the unspoken cues and habits of a group.



Questions to Ask About Resources

NOTE: These questions are not designed to be used in an ask/answer format with a customer. They are a powerful tool for your team to use to find the areas in which an individual is rich.

FINANCIAL

- Is \$574 per month per person available? *
 - Is there enough income to cover all expenses?
 - Is your credit/debt ratio above 37%?
 - Do you spend more than 30% of your income on rent/mortgage?
 - Do you have enough savings to cover six months of expenses?
- * Based on 125% of 2010 Poverty Guidelines for Family of Four: \$27,563 per year/\$2,297 per month.

EMOTIONAL

- Is there evidence that the individual has persistence?
- Does the individual have the words to express feelings in a way others can receive?
- Does the individual have coping strategies (for adverse situations) that are not destructive to self or others?

MENTAL

- Can the individual read, write, and compute?
- Can the individual plan?
- Can the individual problem-solve?
- Can the individual understand cause and effect, then identify consequence?

SPIRITUAL

- Does the individual believe in divine guidance and assistance?
- Does the individual have belief in something larger than self?
- Does the individual perceive an abstract and larger perspective that provides depth and meaning to life (culture, science, higher power, etc.)?

PHYSICAL

- Can the individual take care of him-/herself without help?
- Does the physical body allow the person to work and to learn?
- Does the individual have transportation resources to get from one place to another?
- Does the individual have health and wellness?

SUPPORT SYSTEMS AND SOCIAL CAPITAL

- Who is the individual's bonding social capital? Is it positive?
- Who is the individual's bridging social capital? Is it positive?

KNOWLEDGE OF MIDDLE CLASS HIDDEN RULES

- Does this individual know the hidden rules of work and school?
- How important are achievement and work?
- Will this individual give up relationships for achievement (at least for some period of time)?



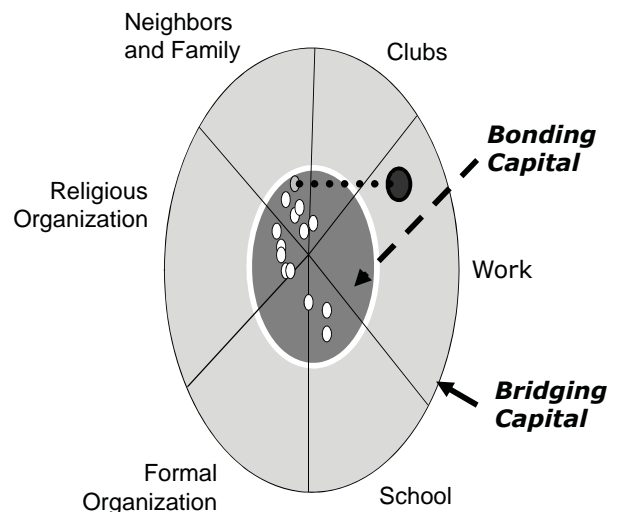
Definition of Resources



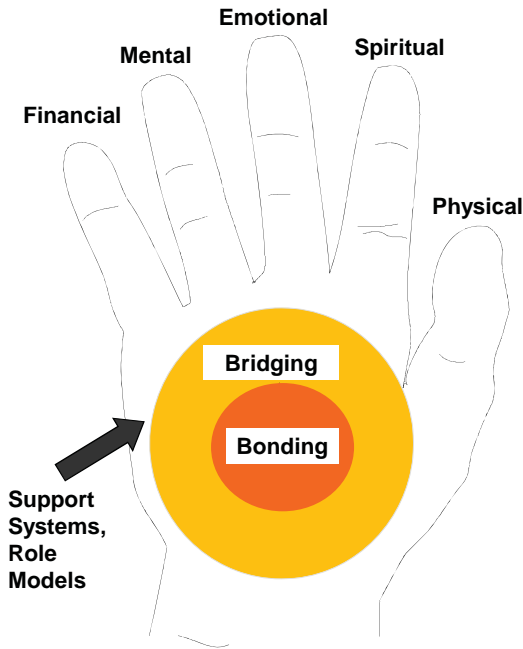
- **Connections, social networks, norms of reciprocity and trustworthiness**
- **Private and public aspects**
 - Bonding
 - Bridging
 - Thick and thin



Social Capital



Mental Model for Resources



Principles of Change

- People in poverty are problem solvers.
- Stabilize the environment.
- Provide support during transition.
- Build future stories, practice choice, and develop power and influence.
- Communities, families, and individuals build resources.
- Bring members of all 3 economic classes to the table.
- Develop strategies across all 4 areas of research.
- Plan, monitor, and evaluate using the Social Health Index.



A QUICK ALPHABETIZED GUIDE OF SOLUTIONS TO MEET YOUR NEEDS
Use these categories, sub-categories, needs, DSOs, and other products to frame needs.

Needs	ahal Process Solutions	Needs	ahal Process Solutions	Needs	ahal Process Solutions
Advocacy Gap	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized) 	Blending	<ul style="list-style-type: none"> 1. Blend for the future? 2. Blend for the future? 3. Blend for the future? 4. Blend for the future? 5. Blend for the future? 6. Blend for the future? 7. Blend for the future? 8. Blend for the future? 9. Blend for the future? 10. Blend for the future? 	Adult Process Solutions	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized)
Alternative Social Solutions	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized) 	Engage	<ul style="list-style-type: none"> 1. Engage with others? 2. Engage with others? 3. Engage with others? 4. Engage with others? 5. Engage with others? 6. Engage with others? 7. Engage with others? 8. Engage with others? 9. Engage with others? 10. Engage with others? 	Adult Process Solutions	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized)
Attendance Theory	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized) 	Empower	<ul style="list-style-type: none"> 1. Empower others? 2. Empower others? 3. Empower others? 4. Empower others? 5. Empower others? 6. Empower others? 7. Empower others? 8. Empower others? 9. Empower others? 10. Empower others? 	Adult Process Solutions	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized)
Basic Achievement Strategies	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized) 	Empower/Wellness	<ul style="list-style-type: none"> 1. Empower/Wellness? 2. Empower/Wellness? 3. Empower/Wellness? 4. Empower/Wellness? 5. Empower/Wellness? 6. Empower/Wellness? 7. Empower/Wellness? 8. Empower/Wellness? 9. Empower/Wellness? 10. Empower/Wellness? 	Adult Process Solutions	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized)
Community Connections	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized) 	Engage/Wellness	<ul style="list-style-type: none"> 1. Engage/Wellness? 2. Engage/Wellness? 3. Engage/Wellness? 4. Engage/Wellness? 5. Engage/Wellness? 6. Engage/Wellness? 7. Engage/Wellness? 8. Engage/Wellness? 9. Engage/Wellness? 10. Engage/Wellness? 	Adult Process Solutions	<ul style="list-style-type: none"> 1. Advocate for opportunity/funding? 2. Advocate for work/Social Justice? 3. Advocate for individualized attention? 4. Advocate for social justice? (individualized) 5. Advocate for social justice? (individualized) 6. Advocate for social justice? (individualized) 7. Advocate for social justice? (individualized) 8. Advocate for social justice? (individualized) 9. Advocate for social justice? (individualized) 10. Advocate for social justice? (individualized)

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Stay connected. Get our monthly informational newsletter, full of great ideas and best practices. Receive notices of free teleseminars, free resources and more.

PLEASE PRINT CLEARLY IN BLOCK LETTERS

Participant Name _____

Preferred E-mail Address* _____

*We respect your privacy and do not sell your address. Please add ahaprocess.com into your safe domain list to ensure receipt.

OR

Sign up at www.ahaprocess.com.

OR



Scan this QR code with your smart phone barcode reader to sign up for the e-newsletter.



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WORKSHOP: Bridges Out of Poverty
LOCATION: St. Cloud, MN
DATE: September 25, 2012
PRESENTER: Jodi Pfarr

PO Box 727, 421 Jones Road, Highlands, TX 77562-0727 * (800) 424-9484 * fax (281) 426-5600 * www.ahaprocess.com

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WORKSHOP: Bridges Out of Poverty
LOCATION: St. Cloud, MN
DATE: September 25, 2012
PRESENTER: Jodi Pfarr

POST-WORKSHOP EVALUATION FORM (Bridges Out of Poverty: Strategies for Professionals and Communities)

Material

- This session helped me build my knowledge and skills.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- The ideas, activities, and/or materials are practical and useful for me.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- I have analyzed the eight resources of a client or employee.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- I understand language registers, discourse patterns, and story structure.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- I understand the hidden rules among classes.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- I understand how economic realities affect patterns of living.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- I understand how mental models are effective interventions for language and cognitive barriers.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- I can identify practices for improving outcomes with individuals from generational poverty.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree

Use of information

- I will use at least one strategy or idea presented in this workshop.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- I will use this information in my decision making with clients and co-workers.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree

Over →



- I will share this information with someone else.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree

Attitude toward the presenter

- The presenter had a professional approach and style and was respectful of the audience.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree
- The presenter demonstrated a high level of knowledge and expertise.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree

Physical Facilities

- The facilities and physical arrangements were adequate for this training.
Strongly disagree.... 1 2 3 4 5 6 7 Strongly agree

What information or ideas presented in this workshop do you think you will readily implement or use in your current assignment?

How will you use this information or implement the ideas presented in this workshop?

Comments: