

6.10 Development of the Middle Class

Name: _____ Class: _____ Date: _____ **Total: 13 marks**

KEY WORDS gospel of wealth 财富福音 • middle class 中产阶级 • managers 管理人员
• clerical workers 文职人员 • moral obligation 道德义务

Objective

Build the skills to explain the **new middle class** 中产阶级.

You must be able to:

- name the three things that fostered the middle class
- state what helped expand consumer culture
- state the Gospel of Wealth and what it produced
- explain why clerical work created a class

1 Worked examples

Study these first. Each one shows the method for a task used later.

■ **Three causes**

Corporations' need for managers and for male and female clerical workers, as well as increased access to educational institutions, fostered the growth of a distinctive middle class.

■ **Consumer culture**

A growing amount of leisure time also helped expand consumer culture. Leisure is a precondition for consumption as an activity.

■ **Gospel of Wealth**

Some business leaders argued that the wealthy had a moral obligation to help the less fortunate and improve society, as articulated in the idea known as the Gospel of Wealth, and they made philanthropic contributions that enhanced educational opportunities and urban environments.

■ **Why clerical work**

A corporation large enough to need managers and clerks creates salaried positions that are neither ownership nor manual labour. That is a new position in the economy, and a class forms around it.

2 Practice

2.1 Name the three things that fostered the middle class. [3]

2.2 State the Gospel of Wealth and what it produced. [2]

2.3 Clerical work created a class.

(a) Explain why. [2]

(b) State what helped expand consumer culture. [1]

3 Exam-style questions

3.1 Philanthropic contributions enhanced educational opportunities and [1]

- | | |
|---|---|
| A | B |
| C | D |
- A urban environments
 - B military capacity
 - C tariff revenue
 - D railroad profits

3.2 A growing amount of leisure time helped expand [1]

- | | |
|---|---|
| A | B |
| C | D |
- A consumer culture
 - B agriculture
 - C immigration
 - D segregation

3.3 A salaried clerk owns no business and does no manual work.

(a) State the position this occupies.

[1]

(b) Explain why a new class forms around it.

[2]
