

Exercise walk-through

Development of the Middle Class ■ 6.10

eXercise

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

Method — 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.

Method — Consumer culture

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

Method — 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.

Method — 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.

Practice 2.1 ■ 3 marks

Name the three things that fostered the middle class.

Solution 2.1

Method: Three causes

Worked steps

corporations' need for managers **B1**; their need for male and female clerical workers **B1**; increased access to educational institutions **B1**.

Practice 2.2 ■ 2 marks

State the Gospel of Wealth and what it produced.

Solution 2.2

Method: Gospel of Wealth

Worked steps

that the wealthy had a moral obligation to help the less fortunate and improve society **B1**; philanthropic contributions enhancing educational opportunities and urban environments **B1**.

Practice 2.3 ■ 2 marks

Clerical work created a class.

- (a) Explain why.
- (b) State what helped expand consumer culture.

Solution 2.3

Method: Consumer culture

Worked steps

(a) a corporation large enough to need managers and clerks creates salaried positions **B1** that are neither ownership nor manual labour **B1**. (b) a growing amount of leisure time **B1**.

Exam-style 3.1 ■ 1 mark

Philanthropic contributions enhanced educational opportunities and

A urban environments

B military capacity

C tariff revenue

D railroad profits

Solution 3.1

Method: Gospel of Wealth

A urban environments



B military capacity

C tariff revenue

D railroad profits

Worked steps

A. urban environments.

Exam-style 3.2 ■ 1 mark

A growing amount of leisure time helped expand

A consumer culture

B agriculture

C immigration

D segregation

Solution 3.2

Method: Consumer culture

A consumer culture



B agriculture

C immigration

D segregation

Worked steps

A. consumer culture.

Exam-style 3.3 ■ 1 mark

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

- (a) State the position this occupies.
- (b) Explain why a new class forms around it.

Solution 3.3

Method: Why clerical work

Worked steps

(a) a new position between ownership and manual labour **B1**. (b) the position carries its own income, education and expectations **B1**, and people occupying it come to share interests distinct from both other groups **B1**.