

APPENDIX 6 WAY OF LIFE THEORY GLOSSARY

Underlined words are entries in this glossary

- 1**, 1-ism: Individualist, individualism; *doer*; e.g., entrepreneur
- 2**, 2-ism: Hierarch(ist), hierarchy; *ruler*; e.g., bureaucracy
- 3**, 3-ism: Egalitarian, egalitarianism; *carer/critic*; e.g., political left
- 4**, 4-ism: Fatalist, fatalism; *battler*; e.g., Homer Simpson
- 5**, 5-ism: Hermit, autonomy; non-social *loner*; e.g., Thoreau.

Types 1, 2, 3, 4 are social types of which 1, 2, 3 may be termed pro-active; in modern societies they are roughly the middle class; Type 4 tends to be blue collar or working class. Politically, Types 1 and 2 are the "dries" and "wets" of the right; Type 3 is left; Type 4 is as others allocate: left if unionised, right if populist.

Axis: three axes, X, Y, Z, hold all relational issues which underlie social relations. The words dimension and *axis* are almost synonymous but dimension may refer to a particular issue.

Beliefs: see values, Social relations, Type, Worldview, X, Y, Z.

Cosmology = worldview, mindset.

Culture: shared beliefs, attitudes and behaviours, occasionally used for way of life.

Dichotomise: divide starkly into two, e.g., into *presence v absence*, *accept v reject*, *yes v no*, *positive v negative*, + v -.

Dimension = axis but dimension may refer to a particular relational issue on an axis. There are 3 dimensions of social relations called X, Y, Z. They are analogous to length, width and height.

As a memory aid for X, Y, Z, the issues, *cooperation*, *competition* and *coercion*, are useful.

Dimensions are usually thought of as continuous scales but WOLT theorises only the two extremes. These may be called *presence* and *absence*, or + and -, or 1 and 0, or yes and no, or anything binary, dichotomous, and mutually exclusive.

Grid-group theory: developed by anthropologist Mary Douglas in the 1970s. Her "grid" corresponds to coercion on the Z axis; "group" to cooperation on the X axis.

Ideology: coherent set of beliefs, being a type's combination of worldview and social relations preferences.

Issue = relational issue.

Issue pair: two contrasting relational issues. If the contrast is strong enough to make vagueness of meaning immaterial, the pair may suffice to deduce WOLT from first principles—see, e.g., the several derivations in Appendix 1.

Lifestyle: observable behavioural preferences (or tastes) in dress, grooming, recreation, entertainment, profession, food, drink, house, decor, garden, car, and music that match worldview and social relations—see way of life. Some expected descriptors of the types' lifestyles are:

- 1: flamboyant, stylish, exotic, expensive, extravagant, self-confident
- 2: appropriate to station, compartmentalised, smooth weave, strait-laced, formal, dignified
- 3: unstructured, 'natural', messy, coarse weave, thrifty, righteous, critical
- 4: vulgar, over-priced, taste-free, heedless, casual, unaffected
- 5: detached, other-worldly, serene, comfortable, aloof

Mindset = worldview, cosmology

Nature (or mother nature): may include the whole physical environment supporting life and living, not just the biological environment.

Objective judgement: judgement from outside a social structure. This glossary is objective. Objective is not a synonym for unbiased.

Pro-active types are Types 1, 2, 3. Types 4 and 5, might be pro-active at times of social stress (4: rioting; 5: authoritative intervention).

Rational: that which is not emotional. Rational beings try to make sense of the social world and assume others do the same. The meaning is not confined to the economist's maximising of self-interest (which is a modern Type 1 rationality).

Each theoretical type is rational, logical, consistent and coherent.

Rationality = way of life

Relational issue = issue; a social concept, a social preference or policy or concern. A WOLT relational issue is a value, belief or preference which *must be settled in order for people to live socially*. That excludes emotional and purely personal concerns. Every relational issue fits on one of the axes, X, Y, Z. The four combinations formed by any contrasting pair of dichotomised relational issues fit, and constitute, the four social Types 1, 2, 3, 4, and may serve to deduce the types. For lists of relational issues see Appendix 2.

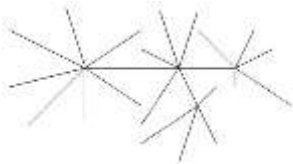
Relationality is what WOLT is about even if it is not an English word. As with natural-science theories, WOLT does not depend on definitions (notwithstanding this glossary) and the meaning of a concept is determined by its relationships to other concepts. Theoretical social

concepts are dichotomised as presence-absence extremes and interrelate via three axes, X, Y, Z.

Social issue = relational issue

Social relations: the structure of social interaction corresponding to worldview. The idealised social relations of the five types may be represented diagrammatically as follows:

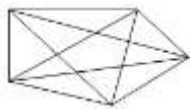
Type 1 individualist networks



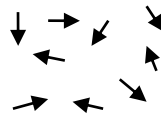
Type 2 hierarchy



Type 3 egalitarian group



Type 4 fatalist isolation



Type 5 autonomy



...where the lines represent reciprocal interaction, viz:

- 1: negotiate one on one, competitive, respect winners
- 2: the right person in the right position; cooperate with your superior, compete with peers, coerce subordinates
- 3: cooperative, harmonious, all equal
- 4: casual, isolated, ineffectual, mistrustful, ape 1s, fear 2s
- 5: no social relations.

Social type: Types 1, 2, 3, 4 (i.e., excluding the non-social Type 5).

Subjective judgement: judgement from within a *WOLT type*. The five types consist largely of subjective—but logical—perceptions.

Type: one of the four logical outcomes of views of two dichotomised issues, or a fifth type, who has no view. The social types' positions on the X, Y, Z axes are: **1** - + -, **2** + + +, **3** + - -, **4** - - +.

Type may refer to a way of life, or to a person or group adhering to a way of life. Common descriptions of the types are:

- 1: independent, self-regarding, opportunist, competitive
- 2: hierarchical, rule-respecting, cooperative, competitive, coercive
- 3: small group, norm-following, cooperative, political left
- 4: fatalist, unaffected, ineffectual, coerced, authority-dodging
- 5: socially detached, aloof, autonomous.

Values: see Social relations, Type, Worldview, X,Y,Z. Perhaps *value* is general whereas *belief* is particular. For example, people value freedom but their beliefs in freedom vary. There are (of course) five beliefs in freedom; see Appendix 1.

Way of life: (type, culture) may be divided into three aspects:

worldview, which is subjective, existing only in a person's mind;

social relations, partly subjective, partly objectively observable;

lifestyle, objectively observable tastes in grooming and decor.

WOLT: Way of life theory. All social matters which must be settled for people to live together fall into three classes fitting on three axes. Binary positions (presence or absence, plus or minus) on the axes form four social types and show the relationship of every social thing to every other social thing.

Worldview (cosmology, mindset, orientation): one of the five subjective views of how the social world works or should work, including morality, beliefs, values, attitudes, political ideology and economic preferences.

1: self-reliant, compete within bad human nature to get ahead

2: loyal to the properly authorised; people can be trained

3: everyone should voluntarily cooperate as equals

4: mistrustful, fatalistic, short-term, grab whatever is going

5: autonomous, no need to engage in the rat-race.

X, Y, Z: Three dimensions or axes holding all relational issues. The three dimensions are the three possible ways to pair-wise divide the four types. Dimensions are dichotomised as *absence* v *presence*, or *rejection* v *acceptance*, of (views of) issues such as the following:

X: 1+4 v 2+3.

The 1s and 4s *reject* X, while the 2s and 3s *accept* X.

X includes: **cooperation**, interdependence, social optimism, material pessimism, positive freedom, **equality** of condition, 'power-with', sincerity.

Y: 3+4 v 2+1.

The 3s and 4s *reject* Y, while the 1s and 2s *accept* Y.

Y includes: **competition**, self-reliance, social pessimism, material optimism, negative freedom, **equality** of opportunity, 'power-to', integrity.

Z: 1+3 v 2+4.

The 1s and 3s *reject* Z, while the 2s and 4s *accept* Z.

Z includes: **coercion**, rules, ritual, authority, clear categorisation, rank inequality, order, **equality** under the law, 'power-over', fidelity.

Thus the four types' dichotomised positions on the X, Y, Z axes are:

1 - + -, **2** + + +, **3** + - -, **4** - - +.