

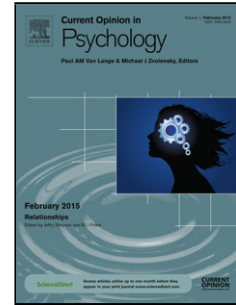
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Cultural Models of Self and Social Class Disparities at Organizational Gateways and Pathways

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Highlights

- Working-class contexts foster interdependent models of self.
- Middle-class contexts and professional organizations espouse independent models.
- The resulting mismatch in models disadvantages working-class employees/applicants.
- Mismatches, and disadvantages, occur at organizational gateways and pathways.
- Despite equal qualifications, social class disparities in career outcomes exist.

Abstract

Attaining a college degree has traditionally been assumed to be key to upward social and professional mobility. However, college graduates from working-class backgrounds achieve less career success in professional, white-collar workplaces compared to those from middle-class backgrounds. Using a cultural models approach, we examine how the independent cultural beliefs and practices promoted by professional organizations disadvantage people from working-

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