

# SOCIAL TOOLS NEWSLETTER

NOVEMBER 30, 2011

The following is from an unpublished manuscript titled "Social Tools" by Franklin H. Ernst Jr., M.D.

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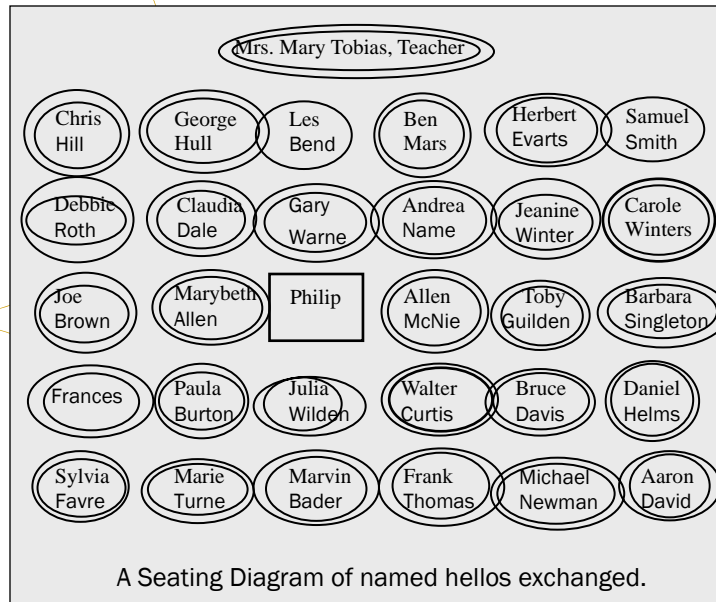
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## SOCIAL TOOLS DEALING WITH OTHERS

### DIAGRAMS TO HELP IN DEALING WITH OTHERS (DWO)

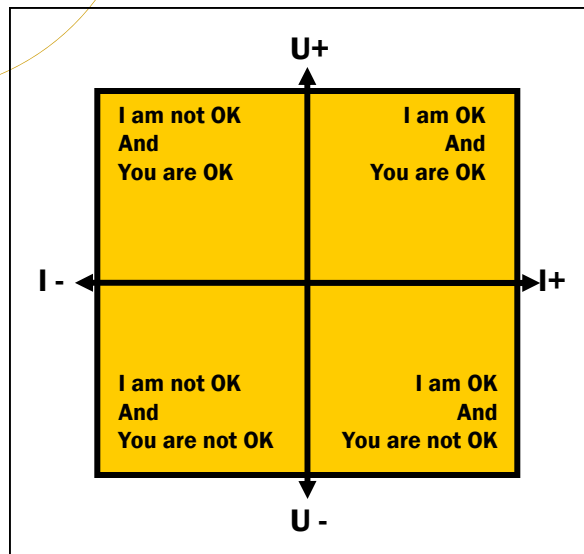
#### THE HOWDY DIAGRAM



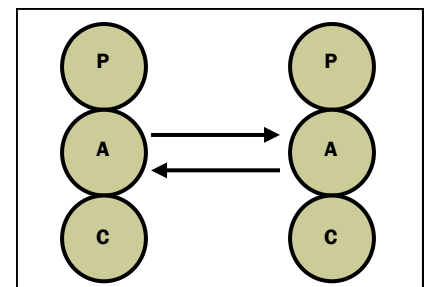
**The OK CORRAL: Grid for What's Happening** is especially useful to have as a social tool; for having personal knowledge of private dealings with another party. To further master the art of dealing with others it's helpful to learn about the OK Corral: Grid for What's Happening.

Giving a **named hello** and a getting named hello back will include giving a "You are OK" to another and getting one back. Giving someone a snarl is to give them a "You Are Not-OK." When someone gives me a putdown remark they are telling me "I Am Not-OK" from their point of view then. The strokes given and received in a day are as much as anything concerned with giving and getting "OKs" and "Not-OKs."

#### THE OK CORRAL: GRID FOR WHAT'S HAPPENING



#### A PAIR of PAC DIAGRAMS



**SPECIAL POINTS OF INTEREST:**

There are four types of social tools.

- Management of Self
- Dealing With Others
- Tickets, Talents, Hellos, Education, Trades, Techniques
- Money

DEALING WITH OTHERS

The events of a day go by one after another, each personal experience concluding either as

**I Am OK and You Are OK**

or

**I Am Not-OK and You Are OK**

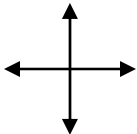
or

**I Am OK and You Are Not-OK**

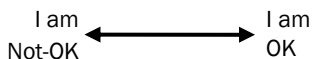
or

**I Am Not-OK and You Are Not-OK.**

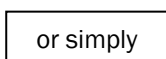
These basic combinations of "I" and "You" as "OK" or "Not-OK" can be combined into one package with a pair of indwelling lines, one horizontal and one vertical.



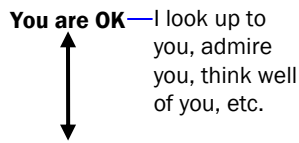
I Am Not-OK can be represented as one end of the horizontal line and I Am OK at the other end thus:



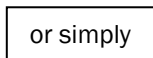
I am losing ground, feel sick, I feel sad, bad, lost confidence, nobody likes me, etc. I feel good, I am going ahead, etc.



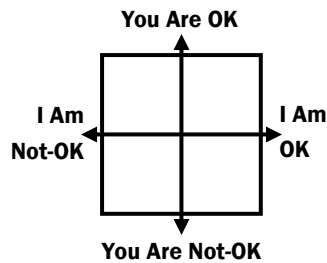
AND by representing You Are OK at the top of a vertical line and You Are Not-OK at the bottom thus:



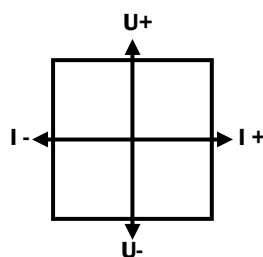
I look down on you, dislike you, etc.



This pair of arrows can be overlaid and enclosed in a box thus:



The box outline defines that these events of I'm OK or Not-OK and You're OK or Not-OK events occur at specific defined places and times. This diagram can also be drawn thus.



With this drawing (the box) a person can, among other things, tally up his days events. Use this algorithm:

**I'm OK and You're OK, I'm OK and You are not OK, I'm not OK and You are OK, I'm not OK and You are not OK.**

There are, however, further consequences of these events thus represented:

When an event comes out that **I Am OK and You Are OK** (I+ & U+) then we both have a **Get-On-With (GOW)** experience with each other, eg shake hands on an agreement.

When an event comes out that **I am Not-OK and You Are OK** (I- & U+) then we find **I Get-Away-From (GAF)** you, eg I walk away from you.

When an event ends that **I Am OK and You Are Not-OK** (I+ & U-) then we find **I Get-Rid-Of (GRO)** you, eg I dismiss you. AND

When an event ends that **I Am Not-OK and You Are Not-OK** (I- & U-) then we **Get-Nowhere-With (GNW)** each other, eg we put off further discussion, postpone any action.

And by using a grid again these four classes of outcomes are sortable.

AND

The events of a day go by one after another, each personal experience concluding either as

**I Am OK and You Are OK**

or

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or

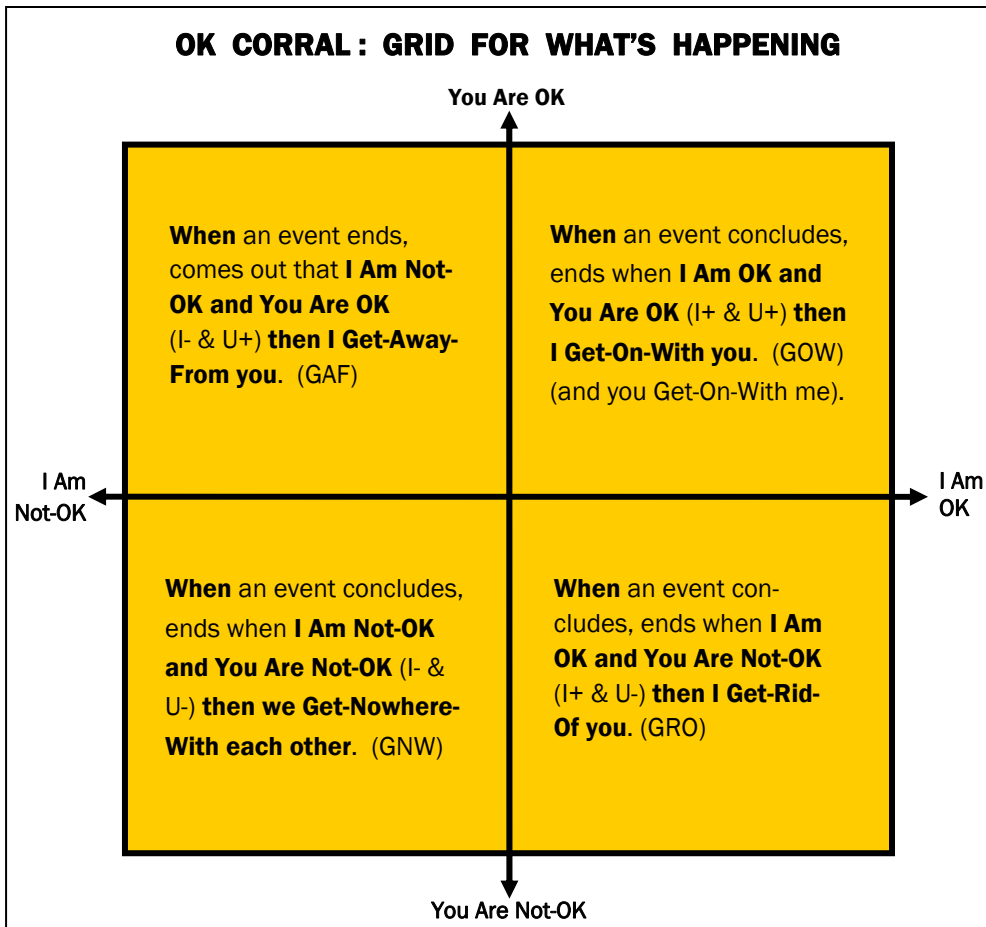
**I Am OK and You Are Not-OK**

or

**I Am Not-OK and You Are Not-OK.**

NOW we have the

**OK CORRAL: GRID FOR WHAT'S HAPPENING**



**THE NEED FOR OTHER OUTCOMES BESIDES A GET-ON-WITH: When to Get-Away-From (GAF)?**

There are many situations when it is better to not consider asserting your own OK with another. For example, when pulled over by a traffic officer for some offense, remember he has the authority. The law, his gun and badge give him more OK than you have. Here, OK is measured by legal power backed by a gun. You want to Get-Away-From (GAF) him after attending to the business at

hand with as little “damage” (Not-OK) as you can. At the end of such an encounter, you are Not-OK and the traffic officer is OK.

**GET-NOWHERE-WITH**

For example a good client or friend invites you to go to a LA Lakers basketball game. You want to preserve your own basic Okayness with him, BUT basketball isn't your favorite sport and the particular date would land you in trouble at home. You can respond with eg “That’s not a

good date for me (I Am Not-OK to accept your invite). Can I take a raincheck on it?” This again is to postpone, to refuse the invite.

**Family troubles?**

Having trouble within a family? and you don't want to be going your separate ways? Here the immediate task is to avoid a Get-Away-From / Get-Rid-Of show down, power struggle. Maybe one or both parties can come to appreciate the reasonableness of a Get-Nowhere-With (GNW) outcome for the now, for the difficult situation between each

Family Troubles?  
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**DEALING WITH OTHERS**

other. In this situation, when the going gets tough, at least one of the parties reduces his insistence on maintaining his own I-am-OK at the expense of the other, on his "being in the right." For example, when he is unable to comply with the request of the other he may postpone coming to a particular agreement with the other; postpone outright refusal to go along with the request. Instead eg "Let me think on it a bit." Or "I agree in principle with you." To postpone something is to Get-Nowhere-With (GNW) each other about the item. It does, for the **now**, avoid a showdown where one party evicts (GRO) and the other party, is evicted (GAF).

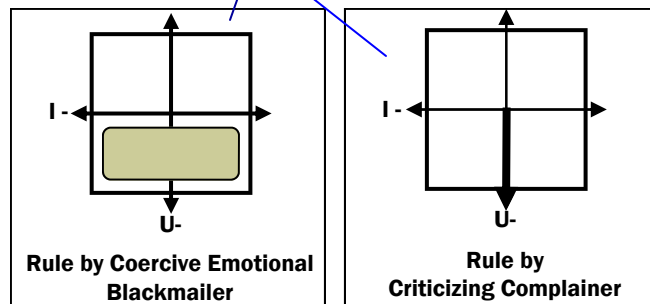
so that I can approve of you and your new behavior!)"

**CONTESTS BETWEEN GET-RID-OF AND GET-AWAY-FROM**

The contests to decide who is going to be the party doing the getting-rid-of (GRO) (because he is "more right") and who is going to be the party being gotten-rid-of, ie the get-away-from (GAF) party, because he is "less right" are often designed by a third party, by "contest" promoters, sometimes by interveners and/or trouble-makers.

**GOVERNMENT BY COMPLAINT**

These two diagrams depict the politics of government by "registered complaint."

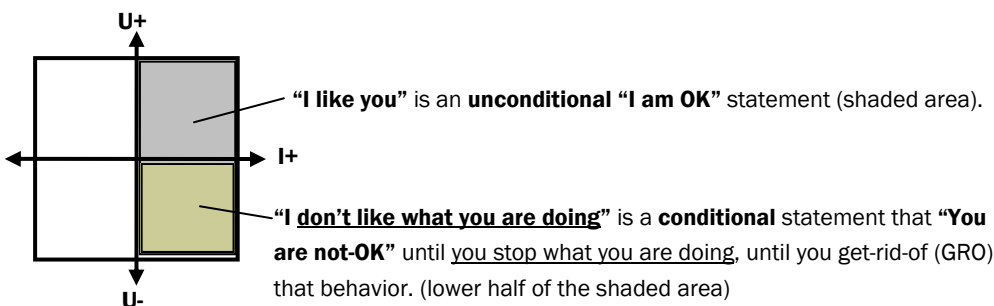


**DISCIPLINE AS SEEN IN THE OK CORRAL**

"I like you. I don't like what you are doing (now)!" is diagrammed below. "I like you, but I don't like what you are doing" is a soft, a less definitive, a so-called less harsh way of commanding as a parent or person in charge that you "You Stop that (now,

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## PEOPLE WITH SOCIAL SAVVY AND MONEY

Most people rate money at the top of the heap of social tools and I don't disagree too much with them. But, success in life comes from how you use all four classes of your social tools. Possession of money but "lack of an education" (problem with Class #3 of Social Tools - Tickets, Talents, Hellos, Education, Trades, Techniques), such as not having a High School diploma could lead to problems in keeping this money.

Similarly with difficulty in Class #2 of Social Tools - (Dealing With Others) and/or defective self management (Class #1 of Social Tools - Management of Self). You know - "A fool and his money are soon parted."

Those who get rich financially use that tool (Class #4 of Social Tools - Money) while they are also successful in handling themselves as individuals (Class #1 of Social Tools). They give special strokes to other selected people (Class #2 of Social Tools), in their dealing with others. Their specialized technical know how (Class #3 of Social Tools) is in working with the methods of trading and/or holding merchandise (certificates), stocks and bonds, real estate (deeds) or other negotiable (paper) property with (fluctuating) monetary (market) values.

Those who get rich have gotten past being overcome by the emotions of fear and greed in their market trading, conditions which do defeat many "short term investors." In other words these rich have mastered the Childhood based emotions that grip the defeated and instead have combined study, learning, experience and considered judgment (Class #1 Tool—Management of Self) on which they base their financial transactions. (See "Mad Money" by Jim Cramer)

There are riches other than money, other ways to be rich, to feel rich. That's what we who have not gotten financially rich say to console ourselves. Family, good friends, a strong faith in a living God and Jesus Christ.

In fact there are examples we can all recall of someone who did have money, then lost it. Some of these became depressed, had equated the loss of the money to a loss of worthiness.

There are others who instead then got out more among people, began to gain other friends, "found themselves again" and became successful using another ticket or talent they had. They developed their other social tools. They revived or developed skills in other talents they had.

## LIFE IS WITH PEOPLE (DWO)

Going back to basics, some hang onto the facts. They remember life is with other people with names. People want strokes and are likely to become favorable disposed to those who give "You Are OK" strokes (Class #2 of Social Tools - Dealing With Others). These use their school learning (Class #3 of Social Tools - Tickets, Talents, Hellos, Education, Trades, Techniques) and make it a point to write down the names of new people they meet and then give these new friends their names when they see and hello them. The chances of success in life are with other people wherever you are.

## WITHHOLDING APPROVAL (DWO)

Biologist Bob was a long time, elected member of his County political Central Committee. Suddenly one night without warning an apparently colluding majority presented a fraudulently based resolution to jerk his privileges of being recognized by the Chair to speak, to represent the District he came from in deliberations. Bob recognized the complete stacking of the deck for that meeting within 30 seconds while the resolution was being read for the first and only time.

The stacking included:  
1) the absence of otherwise regularly attending members whose votes, for ideological

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**DEALING WITH OTHERS**

appearances, would have defeated the motion in the resolution.

2) Bob knew the meeting Chairman had it in his power to rule the resolution out of order, as it was. Since he had not so ruled, that regardless of his vote, the Chairman was in on the collusion.

3) He knew it was irregular and against by-laws to read a resolution and act on it at the same meeting.

When asked, almost as an after thought, if Bob had anything to say before "sentence was passed", He responded "I'll wait to see how this plays out." The action was a resolution to be recorded in the minutes of the group that Bob not be allowed to speak in the monthly meeting.

At Bob's request, the vote was recorded by name (roll call vote). Bob continued, however, to attend the balance of the meetings for that term of office.

**WITHHOLDING APPROVAL (DWO)**

A year later and under a new administration Bob handed out to membership the announcement he would be continuing his vow of not speaking to any of the 12 members whose recorded votes the year before had defrauded the District he represented of political repre-

sentation on the Committee, that is, pending their handwritten apology to him for prohibiting his public input the year before.

Personally putting and keeping these 12 people on "total silence," withholding all verbal recognition while also frequently seeing and passing them at local and state meetings, and while continuing to be an active, working member in that political group attended by the public, - this was not easy for Bob to do, being a naturally outspoken, friendly, talkative person. Eventually the 12, one by one, dropped out despite up to 20 years of previous affiliation of some. Dropped out rather than - ?. Admitting they made a mistake? Admitting they did not know what they were doing at the time in question?

**WITHHOLDING APPROVAL (DWO)**

The reasoning was as follows: The resolution was written and recorded in the minutes. It prohibited Bob from being recognized by Chair to speak (for his District). The vote on the resolution was also written and recorded by name. The person who seconded the motion also knew California Election Code like the back of his hand.

With new members and

officers for the Committee on the scene the next year Bob circulated his letter. Summarizing the situation he announced in his letter that there were certain holdover members he would not be speaking to yet, since they had not yet apologized in writing for defrauding Bob.

The act of notifying the "new" Committee was to account to membership for what would otherwise appear to be bizarre behavior on the part of Bob - not speaking to particular members. This not speaking included not shaking hands with them, pending their written apology.

This selective disciplining by totally withholding any verbal or non-verbal stroking recognition is what, in prisoner terms, is called "putting somebody on silence."

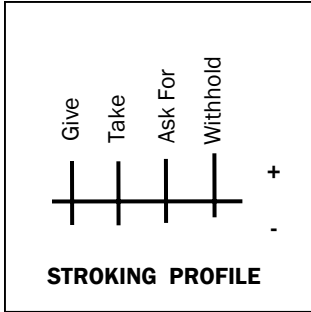
**WITHHOLDING APPROVAL (DWO)**

This is an example of measuring the management of one's self shown on the Stroking Profile. Bob kept his "Give" to the "non-offenders" on the "up" side. He kept his "Take" and "Ask For" also on the "up" side. And his Withholding of either Approval or Disapproval was positively weighted for the balance of people he knew and stroked.

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**THE TOOLS TO DO THE JOB (DWO) (Neighborhood Watch)**

It's a lot easier to do the job you have to do if you have the right tools, if you know what the equipment is which you have and know how to use it to get the job done. Equipment? Word processors, computer, pencil, paper, telephone, telephone numbers to call, field glasses and long hours by some - now this is real equipment. A tool, social or mechanical can be called a toy and used like one or be used for protecting yourself, for earning a living at work.

**THE TOOLS TO DO THE JOB (DWO) (Neighborhood Watch)**

Take It To Them ON YOUR TURF.

In the name of our newly formed "Neighborhood Watch" some of us began to take pictures of new faces and autos in the area. In the name of our Neighborhood Watch we introduce our individual selves by name and

we began introduce ourselves to new faces in the neighborhood and asked for their them for their names, to identify who they were.

Two unknown strangers began camping in their van day and night in the vacant lot next door to one of the Watchers. These vagrants were rarely seen and did not answer knocking on the van door. After a few days of this Watcher made a point of getting out of his car to point his camera at the van, take pictures of it including, license plate. The van was gone the same afternoon.

2715 Sutro Street had been a consistent problem, a new, apparently druggie group moving in every few months. A long time resident and Watcher, Hermie began to carry his camera at ready in his car and whenever the "hanging out" would pick up there Hermie would "almost unnoticeably" point his camera at the porch and those hanging out there to take a picture.

He would snap a picture through his windshield of whoever was hanging out on the porch. The "almost unnoticed" was to make sure it was noticed and talked up by those hanging out there. A few times he was hollered at by one or the other of them "What you taking a picture of?" He withheld any verbal response, in fact acted deaf and would continue driving by the place onto his errand.

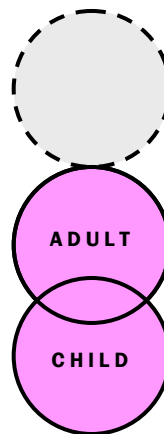
Hanger out traffic on the porch plummeted after Hermie started this, and it stayed down.

**SITUATIONALS**

Situationals are trained to and become quite adept with their developed skills in their dealing with others. Personally "situationals" have a dysfunctional personality structure. See FHEJR report of 3/7/96 to California Legislators about the "Dysfunctional Personality Structure" as part of his discussion of the proceedings of the California Constitution Revision Commission over the preceding two years. See "Letters&" Vol.1, Issue 4.

Termites

Personal values are part of the Parent Ego state. In the case of the "Situational Personality" the personal PARENT has been replaced by the "Situational Committee" parent.



"Personal judgment" is absent when the personal Parent is absent.

**Situationals are trained to and become quite adept with their developed skills in their dealing with others. Personally "situationals" have a dysfunctional personality structure.**

In the case of the "Situational Personality," the personal PARENT has been replaced by the "Situational-Committee" PARENT and its "Situational" ethics, values & instructions. (& "peer review")  
 In the background, extensive "committee work" has gone into preparation of the unit, (deactivating personal value after personal value) and a regular testing program implemented to make sure those personality elements are not coming back to life.  
 DIAGNOSTIC of the situational personality:  
 No Personal Parent.  
 Self-rekiding is active.



**Mastery of the Universe is Proportional to the Symbols Man Has by Which to Represent His Universe.**

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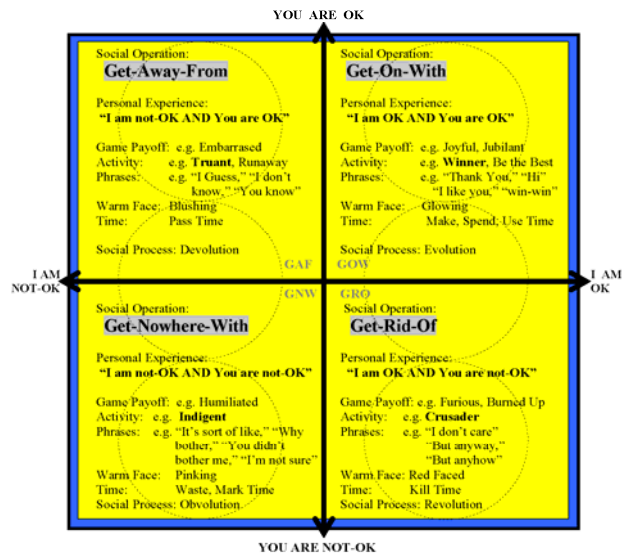
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TRANSACTIONAL ANALYSIS in the  
**OK CORRAL: Grid for What's Happening**



Transactional Analysis in the OK Corral: Grid for What's Happening, poster © 2008 Franklin H. Ernst Jr., M.D.

letters to the lovelorn. Much, much is written AND sold advising about dealings with others.