

# Alphabet of Behavior Newsletter

February 19, 2018

The following is from an unpublished manuscript titled "The Howdy Diagram" by Franklin H. Ernst Jr., M.D.

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## Special points of interest:

### Rx

Activate the "Howdy Diagram":

The "Exchanged Named Hello" exercise can be accomplished by a large group of people. The upper limit, however, is thirty people.

Enthusiasm comes from the abundance of free O.K.'s given and received during named hello exchanges.

## The "Howdy diagram"

### Memorizing Names

We don't personally advocate memorizing techniques for remembering names. However, you can use a variety of memorizing techniques if you find them useful. And many people do find memorizing valuable.

Some people have a very specialized talent for instantly remembering names, for gobbling them up, as if the supply of names was almost exhausted, gorging on them, then being able to regurgitate them.

One time Van demonstrated this talent in front of 80 people that he had never met before. He asked each person for their name and when he had collected all of them he recited each person's name back to the individual and assembled 80 to hear. This was followed by his challenging cute kid defying anyone to recall even twenty names.

HE WON! Van's talent was not usual, as most people who saw his exhibition said. His ability to remember, retain, or recall people's names was very, very unusual.

Another way to look at this is that this was a chance to recognize the compliant Child in Van, that was hypertrophied in not only this ability, but other areas: Van's volcanic rages occasionally burst out from under the rigidness of the super tight internal control necessary to accomplish this amount of memorizing and her believing compliant adaptation.

For a period in his life, Van Tuf used to glory in the exhibition, of this, his talent. "Say, you're Hazel Harried aren't you? I haven't seen you in six years now", this after having met Hazel along with others on two different occasions several years before. "Clarissa Cool it, why weren't you at the Board of Directors last month," after

one previous introduction. "Thomas Tagawi, where ever have you been?" having met him twice before 24 and 18 months prior.

Coming up with names, whether an hour or twenty years later, was a stunt; awesome to behold, and frightening for some people. This person would hear a name once only, and somehow never forget it - "never" meaning very rarely.

It reminded onlooker of a stamp collector who knew every stamp in his collection and which ones he needed to complete the set.

Van was a savant on names, reminiscent of an individual who could recall 24 four digit numbers after hearing them once - and without a flaw. Van's mind would snap a picture of a face and instantly glue the name to the face. Van's exhibition of his skill were mostly to prove how overwhelmingly superior he was at "this name recall skill."

The "Howdy Diagram"

Van's sweat shirt slogan: "And don't you ever forget it."

Boys and girls, mothers and teachers, friends and adversaries would quake as Van showed off. This name recalling talent - his amazing capacity for new and old names was frightening for some, some were awed, but nobody forgot Van.

Van's nickname was "Tuffy." Tuffy was the side of himself he showed when people said this name recall talent wasn't normal. People would worry after an exhibition of this kind - that Tuffy would get them, blackmail them in some way after getting their name.

Van reported having stood in front of another group of 80 people, 60 were new to his demonstration. Again, as before, flexing his memory naming muscle. He asked each one their first and last name repeated it once, then moved on to the next, the next, and so on. This took 8-10 minutes. Then on conclusion of getting their names Van went right back to identifying each person

in the assemblage by first and last names - without one error. He then followed this up by that cute-kid challenging and defying, daring the 80: "I'll pay \$2.50 to anyone here who can name 40, even 25." No one volunteered.

Van's talent is not the usual gift for names. Many who had witnessed him in action came to recognize the hypertrophied Adapted Child - gifted at memorizing many things, music, words of songs, poems, texts.

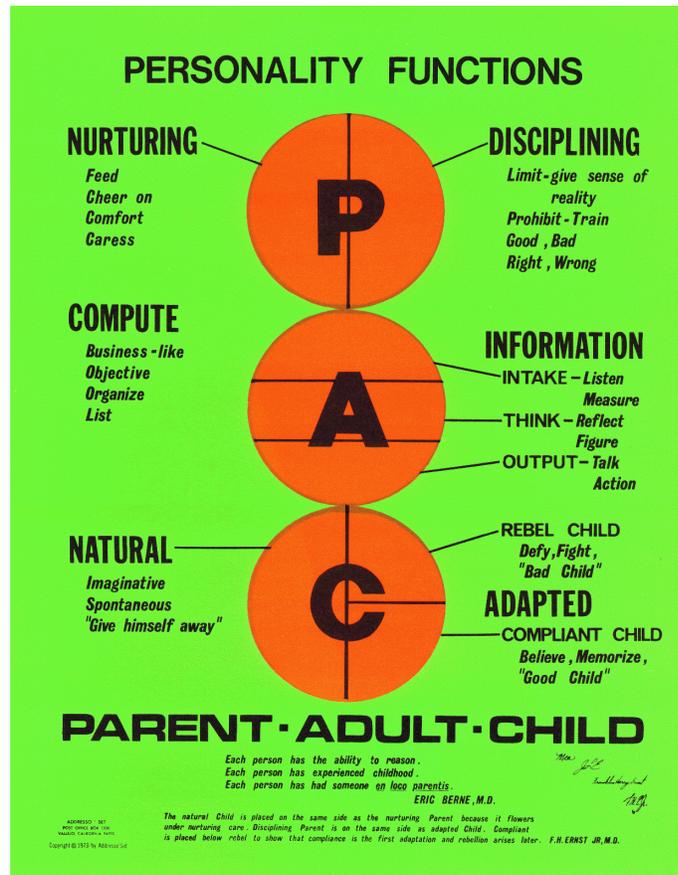
Van's occasional volcanic rages and periodic bone crushing depressions would at times burst forth from the other side of this exaggerated adapted child whose memorized lines so often beguiled acquaintances into accepting his exhibitions as natural Child.

I am reluctant to recommend memorizing techniques for names for several reasons. When you are memorizing names you are moving your personality headquarters down to the compliant Child Adaptation function.

This is the part of the personality that functions as the memorizer, by rote method, that follows the instructions issued to him exactly. When that part of the personality is being used, that side of the personality will also be expressed in the form of voice tones, facial expressions, words, and other behavior manifestations. The risk of sounding like a dull thud, fud, and blotto increases dramatically. You won't be showing much if any of your natural Child self.

When law school students regurgitate case law, are they using all of their thinking capacity or are they merely using their adapted child to impress professors? How do they pass law exams? How do they deal later with performing in front of colleagues? Judges?

People have wondered how they can think as independent individuals without being subject to someone else's agenda.



You won't have much chance to tap into your own reasoning Adult self that could do a better job of reasoning the best-solution-for-the-now-and-here with a new acquaintance.

When you are using your memorizer you'll be stuck down in the basement of your three stacked circles and trying to impress the new acquaintances from a compliant Child form of adaptation directed either at the new person's adapted Child (defiant or compliant) or at his Parent while you are talking to him.

The moral of this is that it's hard to fool your own muscles. If your adapted Child is in charge of your feeling and thinking, then your behavior in tones, facial expression and other behavior is likely to follow. This is the theory and practice of ego states.

If, on the other hand, your compliant Child was easily trained and you were told that you appeared (outwardly) charming while you were committing new lines to memory, then you might consider using the memorizing techniques

you have. But you are kidding yourself. In the act of being a compliant good little boy or girl while memorizing there will be the secondary effect in yourself - namely your rebel Child adaptation will be, at the least, activated in your fantasies of the moment and you risk the potential of showing through yourself defiant rebel Child quality of Child from you.

By using your adapted Child to the other person you, however, can count on stimulating either his disciplining (intimidated) Parent, his marshmallow Parent, or his intuitive Child who will recognize the unreal, pretend nature of this presentation of yourself, and either dismiss you or mark you as special to beware of.

There are other ways besides memorizing.

You can use your six seconds of exchanging words while talking to that person. The first time you meet somebody your percentage of keeping the person's name attached to his face goes up by using his name to him, by repeating his name, by using one or both of his names one or two times. Returning it will also depend as much

as anything on how much your intuitive Child feels open to the new person. In addition your success at retaining his name has something to do with the number of new people you meet at the same time.

So how do you get somebody's name back after you've forgotten it for the fifteenth time? You don't want to cross the street or hide or pull the blinds down when you see your "last-name" friend come along. You know you can't recall their name and this is the 12th time you've met. For those of you who don't want to use the get-away-from operation, you can use the name retrieval procedure to recover the acquaintance's name.

When you see somebody you haven't seen for awhile and/or don't find their name accessible in your own head you have another resource for their name. If you don't remember it, there's the very good chance the person you are about to talk to does; that he will remember his own name. The odds are your acquaintance, too, like you, has had this (momentary or not) experience of forgetting a name; that he, too,

## Discretionary Authority

"All government officials that have discretionary authority are given what is known as qualified immunity."

"To win your civil suit you have to prove that government officials have violated clearly established law and acted unreasonably."

from "The Light" Right Way L.A.W.

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## Discretion defined:

"... 3. the freedom or authority to make decisions and choices; power to judge or act." Webster's Dictionary

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**Discretion:** "When applied to public functionaries, discretion means a power or right conferred upon them by law of acting officially in certain circumstances, according to the dictates of their own judgment and conscience, uncontrolled by the judgment or conscience of others. As applied to

The "Howdy Diagram"

has had the humiliating momentary lapse of his spouse's name, boss's, or best friend's name. So if you like, you can access his memory; to help you recapture his elusive name.

The name retrieval procedure goes like this: "Hi, I'm Frank. I don't remember your name at the moment. Would you tell it to me again so that I can say it to you?" More often than not you will get the following reply: "Hi, I'm Jim." And then you can counter respond with: "Hi Jim, I'm Frank" at which time, more than likely, you will get back a friendly "Hi Frank!".

Jim and I had never done this before. I told Jim why I wanted his name. First, because I had lost his name, and second, because I wanted to give it to him.

When you give the other person their name there is a better chance of a get-on-with type experience for me with him. I gave Jim my name one time and Jim gave me his name one time. Then Jim gave me his name one time and I gave him his name one time. We became good people for

each other from this exchange. I gave him a free "you are OK Jim" when I gave him his name.

When I asked Jim for his name I was asking for the ability to say to him "you are OK". He gave me a free "you are OK" when he gave me my name. This type of exchange is a get-on-with experience. Both people get a sense of satisfaction and rightness with each other; an OK. (Andrew Jackson: "Oll Korrekt") We each told each other that "I am OK" and that the other person is OK. Each of us has stroked the other for a get-on-with experience. Now from this experience with each other we anticipate seeing the other with pleasure.

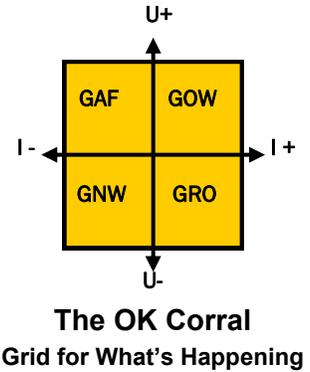
The name retrieval procedure is to get around the business of shyness and embarrassment. Sometimes people only say hi when you say: "hi, I don't remember your name at the moment." To handle this unspoken response of "you ought to be ashamed of yourself for not remembering my name", "you should be

embarrassed", "this means you don't care anything about me," or "I'm nothing to you."

A way to handle these kinds of spoken or unspoken responses is to say: "OK that may be so, but it could be that I like you and want to talk to you. So tell me your name so I can say it back to you," "I like you unless you don't want me to."

I haven't had anybody refuse to give me their name when I didn't recall it (up until 1975). I did have one individual hold her name from me for 25 minutes and 400 transactions, but then we both enjoyed it and each other. This finished an excellent conversation and game of "Why Don't You - Yes But" which was played to an eventual get-on-with outcome.

The name retrieval procedure has been used by law students attending a class of 120, by attendees at a city council meeting, at scientific organizational meetings, by personnel in state government offices, and symphony association committee meetings.



public officers means power to act in an official capacity in a manner which appears to be just and proper under the circumstances."

Black's Law Dictionary

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Learn the names of those with discretionary authority, too.  
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One time Van accompanied a person to a meeting. When the name retrieval procedure was being used by two people Van became intrusive. Van's response to them was a withering derisive snort of contempt.

In another setting, after the procedure had been shown to be very acceptable and inoffensive, a certain anti-transactional analysis network got hold of it; began a concentrated program (in a smaller circle of 10 or 15) of referring to it as "part of that Teeeeee Aaaaaaaa stuff by you Joooo" - contempt and a sneer in their tones. The ridiculing dismissal of the requests for named hellos by the dismiss-ers eventually cleared. It became clear the requests, when made, were bona fide. It became apparent ridiculing dismissals were not authentic.

Used in city hall meetings and other more open places where "networking a circle, loop" around a get-on-with technique is more difficult, this procedure has fared well as have those using it. It has in

fact been rare to get a put down for using this method to retrieve a "lost" name.

Rare indeed is the scornful response; the "you ought to be ashamed of yourself", "Oh you should be embarrassed", "This means you don't care anything about me." These in part are held to a minimum by 1) your own matter-of-factness in doing it and, 2) by expecting your free OK to other the other person will be returned. It's impolite for the other person to not return your greeting in this form.

If you do get a put down such as: "You ought to be ashamed" and want to have a responsive retort in your repertoire, try: "OK it could be what you say is true, but I like you, and want to talk to you instead. So if you would tell me your name then I can say it while we talk." Or you could respond with: "OK! Could be! If you insist! But I don't feel that way!"

You may want to use some synonymous expressions. Substitute words for the name requests like: "I don't recall your name right now." "I

can't think of your name at the moment." "Your name escapes me for the moment." "I had it on the tip of my tongue only a second ago!"

There are only a few things to memorize in order to run your own diagram and life. For most people new to this, the name retrieval procedure is one of those things. The first time you use this procedure is like typing, riding a bicycle, or playing the piano. After a couple of times you'll feel like you own it. They become a part of you. You will want to have the sequence of words memorized. You may want to practice the technique with a friend before using it in the real world. Or you can consider practicing it in front of a mirror. It is, however, obvious that no one has invented a talking mirror yet. But it helps to practice it ahead of the time. You are more likely to embrace it as your own when you do it well the first time. If you goof it the first time, go ahead, get it straight the second time.

For friends who appear to have forgotten your name, more often than not, if you say your own name to him like: "You

## The Most Important Question

Experience of a nurse.

During my second month of nursing school, our professor gave us a pop quiz. I was a conscientious student and had breezed through the questions, until I read the last one: "What is the first name of the woman who cleans the school?" Surely this was some kind of joke. I had seen the cleaning woman several times. She was tall, dark-haired and in her 50s, but how would I know her name? I handed in my paper, leaving the last question blank. Before class ended, one student asked if the last question would count toward our quiz grade. "Absolutely," said the professor. "In your careers you will meet many people. All are significant. They deserve your attention and care, even if all you do is smile and say 'hello'." I have never forgotten that lesson. I also learned her name, Dorothy.



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

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"Reach for the stars."

may not remember my name" and tell him: "my name is Harvey Helper." He'll come back: "Yeah, yeah, I know who you are," playing moderately irate. I'd guess the more irate he was the more unsure of your name he was. In part you may expect a put down saying: "you may not remember me ..." lines.

When you spot your companion has lost your name, you could put your name into reflexive transaction such as: "I was saying only this morning to myself Henry Helper you've got to go see Tom Trying this very day." A more direct way is to introduce yourself: "Hi, I'm Ivan Yagolitome." Or say their name enough times that they will later get yours.

A seating diagram of a meeting is a map.

A seating diagram is the map of the room. A map is not the same as the place itself. If you have a map of, for example, Los Angeles, you will be able find your way around. If you don't, you're new in town you may get lost. It is the same with a named seating diagram in front of you. By writing and showing where people are, you won't get lost about the meeting.

The seating diagram with names is a method of symbolically representing the room and the individuals in it. Making a drawing and using symbols repre-

senting events symbolically is one of man's social tools. The capacity to use symbols is the capacity for comprehending situations by the use of drawn representations.

By using symbols we can comprehend ourselves in the world and in our universe; from the sub-microscopic to the infiniteness of infinity. Our ability to comprehend and master our universe, some have said is limited only by the symbols at our disposal; the ability to symbolically represent new frontiers leads to the mastery of them. **Our Comprehension of the Universe is Proportional to the Symbols Invented for Representing It.**

