

Alphabet of Behavior Newsletter

March 10, 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The following is from an unpublished manuscript titled "The Howdy Diagram" by Franklin H. Ernst Jr., M.D.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:

"Do you want better control of your own destiny? Do you want to be better in charge of what you take from others? One of the recipes for this goes as follows: Selectively give 25 people you see in a day and give them a named hello, "Hi John", "Hello Mrs. Ryckman", "Good morning Mrs. Moore", "Hi, how's it with you Virgil?"

The "Howdy Diagram"

Parent-Adult-Child

The Childhood elements of professional society members probably share common pastimes and games. These are more readily accessible to each other when first names are used. And when, however, professional members slip to calling staff members by first name, the inevitable happens: it leads to, paves the way for staff members to call the physicians by first name.

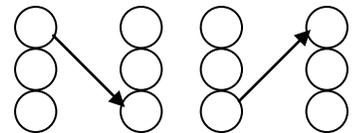
There are disadvantages to seeing employees parent or child, OR as Parent or Child. An executive secretary may be hired to carry out policy. But when policy is determined by an executive secretary (in her Parent) the organization has lost some of its own direction. Instead, it is best that Dierdre be referred to as Mrs. Saylor and Helga as Mrs. Gross. When this is done society becomes more predictable for ALL people, members. Academia, too.

Congress, and for that matter Washington, D.C., government officials, employees young and old, staff, journalists, intelligence agents, others would be wise to use last names; even at "social" gatherings, after work, at the local pub.

I heard someone sarcastically heard they heard someone say after work: "One might consider for the moment - If an organization's members really wanted to play or be playful with staff members, why not hire professional playboys or playgirls. They'd do a much better job for the hiring. Maybe a well regulated brothel could help out."

DON'T FORGET!, if your organization has given permission, by tradition or word of mouth, explicitly or implicitly to staff to call you by first name, then the organization members can expect the periodic appearance of ulterior transactions from staff members. As in the dramatizing, a psychological switch can be, will be, has been pulled on members. This is when staff members switches, for example, directing their comments from the professional's Adult to the professional's Childself.

to instead come from either their Child or Parent to either your Parent-self or Child-self.



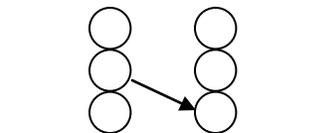
Sound confusing?

It's twice as confusing to Professional Society Members being handled (controlled) thus by Staff members intent on controlling and directing a professional organization. Is this a conspiracy? No.

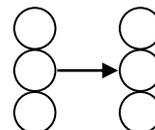
Writer is talking about what is visible, palpable, and evident to the person sitting in the room. It will be evident that staff is "putting down" or promoting members by means of shaming-scolding or applauding professional members, the employers.

Confusion comes about when information flow stops being given, And then the narrative switches to insistent, scolding, nagging. The switch may even be an accusingly pouring out, a "full bucket" of tears onto you, the professional, ... SURPRISE !

In a way this is a crossed transaction; could be a diversion; could be "First Discount."



Instead of from their Adult to yours,



The "Howdy Diagram"

Protection for the Old and Infirm, the Young and Unprotected

Do you want to do your best to make sure your relatives and friends get the best care: at convalescent hospitals, in a care home, in a day nursery, at K-12 schools, at universities? Learn the names of, and use the names of the supervisors in charge of caring for them. And learn and use the names of those people on duty who give them their direct care. Talk to them by name. Greet them and part from them by name. Stroke up the personnel while you are there. "Hello Mrs. Robinson", "Hi Michelle", "Greta Ellis, good to see you," etc.

Giving names to staff members increases the value of your relative in the minds of staff members. For example, the lady who recently had a stroke and was unable to use her arm and leg, was incontinent, was hard to feed and rarely spoke. She was also Sarah's aunt.

Sarah had been away two years on duty elsewhere. On return she started to visit Sylvia every week. Sarah got to know the names of the personnel: Michelle, Mrs. Robinson, Louise, Barbara, Glen, and many others. During every visit she made a point of making sure staff feel, and know, they were important. She exchanged at least

three or four sentences (social transactions) with them, including their names. The exchanges were directed to and about Michelle, Mrs. Robinson, Louise, and to include Aunt Sylvia only if staff happened to bring her up. For example: Aunt Sylvia's weight came back up, more people talked to her, called her by name, her bed care improved, her bed sores came back under control. It counted that Sarah's acts of social recognition of them was for real. Sarah's words for them became positively very important for staffers. It helped, too, that Sarah casually let the staffers know about Aunt Sylvia's past, her past accomplishments in the literary field.

Here, Sylvia's niece Sarah words of name recognition became valued. Aunt Sylvia was Sarah's representative while she was away, between visits. Aunt Sylvia received the benefit of Sarah's stroking the personnel. Aunt Sylvia was admired and liked Sarah's tailored stroking of them. The time spent in talking about Sylvia and Sarah increased as a result of the named hellos, visiting-talking with staff.

You can do the same for your 4 year old Child left at a day care center; for an aged father, a disabled brother.

Howdy and Getting Service

When you show your passbook, deposit slip, check to the bank teller they get your name. Ask them for their name, even when you see their name badge. Hello the people by name: the loan officer, operations manager. You have a friend you can go to if a problem comes up. The chances of errors in your account made by them decreases. If the error is yours, it will be easier to take care of.

One of the reasons why electronic tellers won't totally replace humans is because of the recognition stroking value customers get from staffers and the value of customer strokes given to employees. It is because personal "one-on-one" voice eye contact, the stroking value for both members of the public and bank tellers at the counter cannot be replaced. People give and get real personal stroking value from a hello, especially when it's named.

Artificial intelligence may not work, will not work. It will always be a writer of code in the back ground. Will always be artificial. For example people are decreasing the use of their mobile telephones because of intrusive "Ads." Financial markets have become artificial. Impersonal High Frequency Trading is impersonal, no people, no accountability. Foreign policy, military plan-

What's In A Name? A First Clue to Your Roots
from "Finding Your Roots"**Last Names** continued

"... Antonescu is Romanian for 'son of Anton,' Sanchez is Spanish for 'son of Sancho,' Bertucci is Italian for 'son of little Berto,' Mohammed ibn Ali is Arabic for Mohammed 'son of Ali,' and Issac ben Jacob is Hebrew for 'Issac, son of Jacob.'"

"It took a few centuries for the patronymics as we know it to stabilize. At first, in England, Robert the son of Peter became Robert Peterson. His son John would not be John Peterson but John Robertson, and so on, changing the surname every generation. Then, in 1413, Henry V decreed that the surname of an individual be listed on every official paper, and this tended to start the legal process of standardizing family names, which was completed when parish registers were established in 1538."

"Nicknames form the last class of words from which surnames are derived. If your name is Stout, it is possible that centuries ago you can claim an ancestor who was more than a little overweight; if Little, a forebear who was small of stature; if Reid, a red-haired ancestor; if Longfellow, a person who was tall or long-legged; if Goodman, a man kind to his neighbors."

ning, intelligence gathering; impersonal quantum computing scenarios, impersonal predictive probabilities - statistics, ... Real people are being taken out of the equation by the writers of code. Apparently they appear to sacrifice parental limits. Tampering is easy, too.

Personnel have name badges at the drug store, grocery store, restaurant. Say hello to them by name. It works better, however, when you also give them your name at the same time. "Hi Madge, I am Elizabeth." Reason for this is you decrease their defensiveness. Instead, place them on an equal social standing with you. Offer them the chance for a two way interest, theirs in you, too, if they want. You know, if you're short on funds for a tip, the waitress more often than not will feel amply rewarded by getting her name from you.

25 a Day (Hellos)

In his writings and seminars the writer has described the importance of getting and giving 25 named hellos in a day. For example:

"The I'm OK You're OK Classroom"

"Organized Pandemonium"

"Can We Say the Hellos Now"

"Andrea Named Hellos"

"A Sea of Unknown Faces"

And previous issues of this newsletter: "The Alphabet of Behavior—The Howdy Diagram"

Do It Yourself Health and Welcome

Do you want better control of your own destiny? Do you want to be better in charge of what you take from others? One of the recipes for this goes as follows: Selectively give 25 people you see in a day, a named hello, "Hello Mrs. Ryckman", "Hi John", "Good morning Mrs. Moore", "Hi, how's it with you Virgil?"

Let each named hello you give, be given at "warm" temperature for a moment. This can be done in various ways: a momentary eye contact, exchange of a few words if you have the time and inclination. If this doesn't give you a named greeting back don't fuss about it. Give the person another named greeting the next time you see them, if you select to (if you decide you want to).

In the acts of selectively giving out named hellos to twenty-five a day among those you greet, pass and talk to, you are selectively increasing your value to them. You are giving each one an extra external verification of his personal worth. Within a few times of doing this you can count on getting back about 80% of the hellos you give. Many of them will have your name attached.

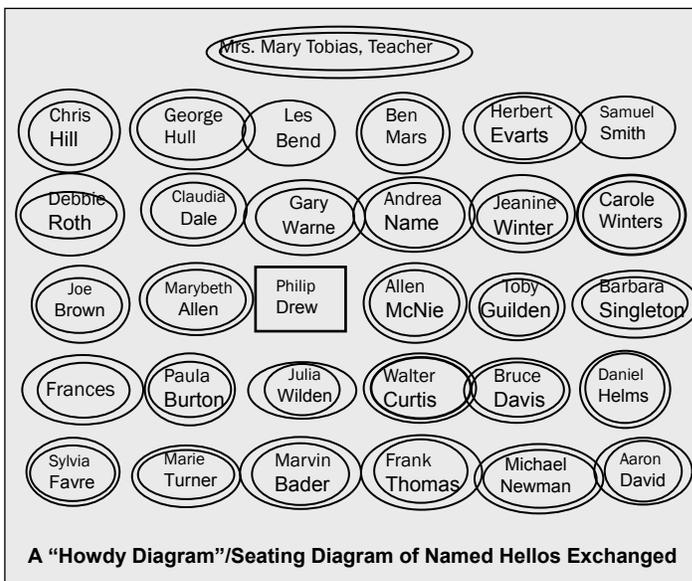
By selectively building up the base of those you say hello to by name in a day you are increasing your

autonomy, upping the percentage of friendships based on your own initiative. Make a plan for yourself to give named hellos to the people you see in a day and record (written or other) their names. As this program takes hold in you it becomes more your own program. Then it gets to be less important whether you say hello first, or your hello comes after the other person's greeting to you and you come in 2nd with a response. As you become less demanding on getting your own name from all the others you will be changing over to a program of discerning more clearly who is more likely to offer you the potential of authentic friendship, who is more likely to be out to work with you and who's there just filling a slot in the social network. If you decide to try for more than a basic 25 a day, you might consider including, giving, an occasional named hello to one on your "enemy list." See how it goes.

The Origin of Other Last Names

"Although most Western countries formed surnames in the four ways mentioned - place names, patronymics, occupation, nicknames - some countries had slightly different methods."

"African-naming customs vary from tribe to tribe, but most are descriptive. For example, the children of some western African tribes receive what amounts to a name based on the order of their birth ('first born,' 'second born,' and son). The Ashanti tribes of Ghana name their children for the day of the week on which they are born, and give them a second name which further pinpoints their birth order. For example, 'Kofi' means Friday, but if you are the second child born on Friday your name would be 'Kofi Buo,' meaning 'Friday who has come again.'"





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."

Getting no-where-with people happens, too. Jackie blocked my exit after a meeting; same at previous meetings; her back turned to me, pretending not to notice. Said hello and gave literature to her and daughter Donna earlier. They rarely give named hellos and even less so respond with one. Husband, father Nick, seems to frown on them. Apparently more to it. Personal space? Inner group circle?

Comparatively, a named hello is worth more than a verbal greeting without a person's name. So also, a single word in a spoken greeting is worth more than a nod, raised eyebrows, or a grunt.

We might describe the comparative values of these as differing by a magnitude. A barely perceptible grunt, a faint nod or partially raised hand would have a stroke value of one. A clear vocal "Hi" or "Hello" given to you directly without a name would be worth 10 units of recognition stroke value. And by the

same token, the stroking recognition impact of a named Hello "Hi Tim!" would be worth 100.

In monetary terms, for example, a barely noticeable greeting is a penny's worth, a vocal hello is a dime's worth, and a named hello greeting is a dollar worth; in terms of a stroking economy.

The ultimate greeting to a person is a named Happy Birthday, such as "Happy Birthday Marie." It is 1,000 more than a grunt. It is worth \$1,000.00.

A word of caution. A named Happy Birthday as openers, as a surprise opening is so much heavier in impact than what is usually expected by the reasonably attuned person. It may well get rebuffed, rejected, sloughed off. In physiological terms. It probably will be thrown-up, back out at you. So, in terms of personal readiness - take care.

A named hello is a "natural" stroke. It takes little education to appreciate and is difficult to dismiss as flattery.

Some people, for sure, would say: "Give me a dollar instead of named hello." But that's not the point here. Giving a named hello is a natural, in all social settings. There are social settings where giving a dollar to another would show a gross

lack of etiquette, be an insult, let alone be rude. It shows a major personality defect in the ability to use social tools appropriately.

Giving 25 named hellos a day will lead you to being more in charge of your life, become more actively deciding who your friends are going to be and who are not. You will be doing more of the picking and leaving less time for being picked up by others.

Students who name their hellos to 90% of their classmates are routinely in the 90th percentile of their classes, both academically and socially regardless of race, creed, color or gender. Do you want to be more influential in the regulation of your life? The best way is to increase the social value of yourself to others: use your social tool of giving named hellos with more precision, become skilled in the use of this tool, one of your basic social tools.

National fitness programs places a lot of effort into running, moving, exercising. This is very important. A national program of getting-on-with named hellos would take half the effort and equal the health benefits of people exercising. It is not unreasonable to expect a decrease in the number of days taken off from work because of "illness" - an almost unavoidable decrease in the absenteeism rate.

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to be continued