

Alphabet of Behavior Newsletter

February 23, 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The following is from an unpublished manuscript titled "The Howdy Diagram" by Franklin H. Ernst Jr., M.D.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 the named hello exchanges.

The "Howdy Diagram"

Peer Pressure Without Building Pyramids Among Peers

OK, now back to the accuracy of spelling in making seating diagrams with accurately spelled names.

Teachers can get members of the class to correct the name spellings on the charts by having each class member correct the spelling of his own name on each other person's seating chart, And THEN watch the spelling improve.

Make a location diagram of the floor plan or wing where you work.

An exercise in one seminar was to make a seating diagram of the place where they worked. This helped attendees later with their poise, their sophistication, and ease of handling the situations around them.

You will like your job better as you increase your confidence in the use of names. You will begin to look forward to going to work instead of looking upon it as a chore. The likelihood of being promoted also goes up as you get a better handle on the names of the people around you. Your influence in your area at

work will increase. Instead of waiting for the great exodus to get away on Fridays, you can look forward to doing something, getting something done on the job.

There are a several naming exercises you can use to increase your mastery of your local social setting. They are:

1. Make a location diagram of the block where you live. Find out who the people are and their names, where neighbors live. Introduce yourself to the people in the local area and learn their names. Exchange named greetings with your neighbors as you see each other, head up and looking out instead of head down pretending not to notice John over here or Jill across the street.

This of course is part of any Neighborhood Watch. While walking around your neighborhood say hello to, waive to those you know by name and get the names, say hello to those you don't know.

A variation of this has been to make a location diagram of the area and people who live within a 50 yard radius of you. Those who have tried this have developed an increased sense of security in their neighbors and neighborhood - have a much better picture of

who is new and unexpected, and who is expected and is not in the neighborhood.

The neighborhood "Howdy Diagram" has been especially useful to those living in areas with a relatively high rate of turnover of neighbors. It is important for those who don't want to stay cooped up in their homes in these types of neighborhoods to know who is a neighbor and who is not. Learn who lives here and who is a visitor to the neighborhood, Find out who belongs and who does not belong. Make a Neighborhood "Howdy Diagram" in order to recognize the potential ally if trouble comes out. This is especially critical in urban areas where the rate of unfriendly social encounters is higher than others. Doing this may be difficult where there are language and cultural differences. Nevertheless, get it done, learn and use the names of your neighbors when saying hello.

When you know those who live around you, give them their name. They are more likely to become your friends, to have an extra free OK for you. You have a friend there before the chips are down, when trouble comes around. And you have, in a way, a savings account of good will

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with them, who are less likely to bear false witness against you, to be reliable, honest when the chips are down and you're looking for an ally.

2. Students who have used the "Howdy Diagram" in their classrooms all year, have said: "man I'm really going to miss school. I'm going to miss seeing you this summer!" They are authentic in saying it. Some have said it with a tear and sadness in their voices. Others instead have made plans for visiting each other during the summer vacation. And others have ask: "Hey, are you going to summer school? I'm going!"

It is mostly jazz to hear about students not liking school. And there may be an element of jazz when teachers proclaim with relief the school year is concluded, to echo the same (jazz) thoughts and ideas: "Thank God today is Friday!"

There is a reason for the words: "Man will I be glad when school is over, Only twelve more school days till school is out, We've only got six more weeks of school left!" It may not be popular to say: "I like school", "I like going to work." That is to say, it's not popular to show you enjoy doing what you are compelled to do, you look forward to school, show your get-on-with desires and plans in certain instances. Expressed differently, if you showed pleasure about

going to work or school you'd run the risk of being kicked out of the club that share the motto: "Man will I be glad when school is over."

3. How can you keep a greater percentage of names of the people you meet? For one thing, you can slow down or stop saying: "I never was any good at names!" You can change those words by making a conscious personal Adult decision. Change what you say. For example say "I'm getting better at remembering names. I want to remember your name!" For another thing, the names of people you meet are names you have collected and kept one by one. Each person whose name you have at your command of your own recall is an individual who is individually unique to you and has become so, for unique personal reasons. They are people with attributes and qualities of their own that you have been witness to.

Keeping a person's name much more than remembering their face is reflective of something individually between you. Getting and keeping the names of people is done one at a time: one person and his name, and **then** another person and his name. Your repertoire of names is added to, one by one, individual by individual, of people you value, think well of, that you know it is a good idea to keep that person's name.

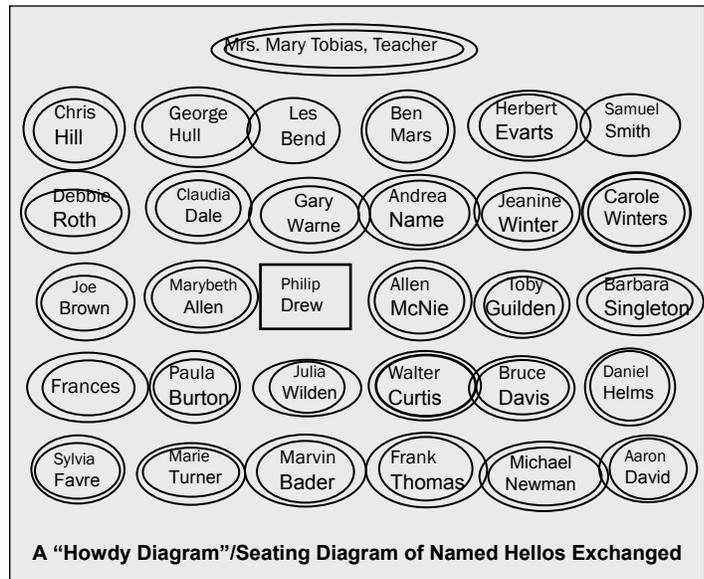
There is no such thing as memorizing a mass of people and their names, all instantly memorized.

You add names to your pool of name awareness, one by one. When a person is prominent in a community, has an established-by-name of prominence you will know beforehand what his name is and are only missing having personally seen him, like General Douglas MacArthur, or President John F. Kennedy. Whether the other person has an established position or not in the community, the names of people you know are added to your memory one by one. Here we are talking about those people you have social and business dealings with and who count or will count to you. You can't hold more names in mind than those who somehow have become important to you. By that , what I mean is, you can psychologically stay with a

What's In A Name?
A First Clue to Your Roots
from "Finding Your Roots"

"When you begin your search for where you came from you start with obvious: your name."

"Your name is one of your most personal possessions. It defines to the world who you are. As psychologists point out, a name can predispose others to like or dislike us. Indeed, even today, some primitive tribes keep their names secret to prevent enemies from acquiring power over them. In terms of history, your name is a fingerprint, perhaps the first clue as to who you are. Some knowledge of naming practices in your ancestral country could help you trace your early ancestors to a town, an occupation, or give you a clue to their physical characteristics."



person long enough and often enough that he and his symbolic vocal person and his written symbolic representation, his spoken name and written name come together and stay bonded to each other in your memory.

4. When you first meet people you may figure they are going to become important to you; stay with them for six seconds. If you have more than six seconds, take more than six seconds to do this. Use the person's name to him more times.

When you are meeting many people, something like 20 to 30 people for the first time and they are or will become important, give yourself, if you can, six seconds or so with each - **think on** those individuals, one by one. Pre-set your mind and thinking to be burden free. See each individual with your computer (Parent-Adult-Child) and hang onto the person long enough to let your Child self get a picture of this new person, too. This is done so as to let your Child self notice the other person's Child or Parent self also. Look at the person with your intuitive Child, if you can.

There are other considerations to keep in mind; other things that may have a higher priority when you are meeting a large number of people, for example giving a lecture, conducting a program, chairing a seminar. In these instances you will probably not want to let the

names of the individuals and meeting them one by one have a greater priority than the program of your own presentation. Perhaps you could have the meet and greet reception line after the speech, recital, program, class.

In the instance of an imminent performance, it's a good idea to keep your own program going in your head, not let yourself be distracted by people clamoring for recognition from you immediately before you go on. You won't want to have the individuals then be more important to you than your presentation. On the other hand when you are in a reception line you may decide to stay with somebody more than the minimum 3 to 6 seconds each. In those instances you will probably have a pretty good chance of remembering some of the names; certainly their faces - for an hour, even two hours afterward.

Rocky described how his colleague Tom kept calling him "Jerry." Rocky eventually took him aside and told him "Say Tom, you can call me Jerry if you want. I like that better than nothing. But my real name is Rocky!" From then on Tom called him Rocky without fail and never called him Jerry again.

Mis-remembering people's names? Curiously there are a percentage of people that each one of us will call by the wrong name at times. This mis-calling,

mis-naming seems to stay with the same individuals. There are certain people who do repeatedly get called by the wrong name, called by the wrong name by more than just an occasional person. It would appear to be a part of the story of their life.

So if it is an occasional event where you are calling somebody by the wrong name it may be you, but on the other hand you may find you are doing it more than you'd expect with a particular individual. It probably has something unique to do with that particular person.

For example I kept calling Robert by another name, Larry. A work around for me was to learn his last name. It worked. Addressing him as Mr. (last name) did the job for me. But I still wonder what was it that obscured his first name in my thinking.

5. The name invasion operation: There are some individuals who when they talk to you will almost always precede what they say by using your name. In these instances you may feel they are nagging or bugging you, that they are invading your space or inundated you.

There is a point at which the number of times a person gives you your name reaches a saturation point. After that, you may want to shut them out, or shut them up. They are being invasive.

Some individuals may use your name almost every time they speak, each time they

"First names, of course, are called 'given' or 'Christian' names, after early Christians who converted their pagan first names to Christian ones after baptism. Most of the names in use in the United States today [when this was written] come from five languages: Hebrew, Teutonic (which includes Germanic), Greek, Latin, and Celtic (which includes Irish, Welsh, Scotch). No matter what their ethnic background, these are the names most immigrants have given their children. The reason? To 'Americanize' them. A second-generation Japanese, for example, might be named not, say, Masa, but Philip, which is Greek."

"Hebrew contributed biblical names accounts for about half of all first names. The teutonic tongues gave us names associated with warlike characteristics. The Greeks, Latin, and Celtic languages often gave us names for personal characteristics and abstract qualities."

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introduce an item, a topic. It's as if they have special recording for you and you alone. They have programs, a set of words, programmed "tape recordings" for other people, too. When they say your name every time they speak to you they are operating from their strongly controlled and disciplined compliant Child. Invariably in their Child program, somewhere they have a mischievous rebel Child, at least as strongly motivated as is the compliant Child's adaptation being enforced. These people might be likened to steam boilers with the safety valve tied down. When the valve does blow open, it's practically speaking, an explosion.

These name naggers keep their tape recordings separated for separate people. They use the "forerunner" name procedure to keep from getting their tapes mixed up as to what program to run for which person. As might be guessed, this is a highly developed skill like having different stories for different folks.

When you were little your parents called these people liars and said they lied so much they couldn't tell when they were lying and when they were telling the truth.

Now we diagnostically refer to them as having a Personality Pattern Disorder of either the antisocial dys-social personality type. In

the earlier 1900's they were called psychopathic and thought to have no conscience, then later as having no sense of guilt, to be amoral.

Be that as it may, the name forerunner technique consciously knowingly reminds them which set of lines to turn on for the particular occasion and person. When someone is using your name consistently five times as often as you they are not being straight forward with you. They have an ulterior program.

When every transaction to you is started with your name, **watch out**. It may be a Trojan Horse, especially if it's your first name. They will be aiming their ulterior motive, akin to, like a vandal, at your Child self. So when someone is calling you by your given name, starting with every transaction and using your name five or more times as often as you use theirs, **watch out, WATCH OUT! - WATCH OUT!**

Now in closing this particular section, there is a proposal, a challenging consideration. I want to offer, postulate, one of the major reasons for strikes by employees and for economic inflation is that the individuals who are striking jobs and the individuals who are inflating the prices of goods and services, these individual strikers and inflators are

doing so, as much as anything else, in order to get more recognition for their own worth, more indications from others as to their own okayness, their own value, their own worth in the eyes of others.

The number of strikes can be reduced and the rapidity of inflation would slow down should it happen that every person gave one free named hello to 25 different people on working days and at least 15 on other days. My estimate is that for 25 named hellos given out per day per person, strikers would not want to be striking so much. The reasons for costs and services getting higher would be reduced. An additional health bonus could be a reduction in the number of sick days taken off from work and school. Probably the listener can also see other advantages. Certainly the "naming helloer" would feel an increase of his own poise and also more welcome coming to him from acquaintances.

Work strikes are called by people who are collectively organized in order to get increased recognition for the individual - usually monetary; to get private (security) recognition for the individual's worth and value of his contributions, including his labor.

It may be that someone on hearing this will organize a national mental fitness

The origin of most first names is in the Bible. In A.D. 325 the Church outlawed the use of pagan names (like Marcus or Diana, which referred to pagan god's), and much later, in 1545, made the use of a saint's name for Catholic baptism. As a result, in all Western countries during the Middle Ages, there were only about twenty common names for infant boys and girls. And then as now, John and Mary led the name parade."

"In the 1600's, Protestants, rejecting anything Catholic, turned from the saint names of the New Testament to Old Testament, such as Elijah, Joshua, Patience, Priscilla, Rejoice, Truth — even He-Soundeth-the-Trumpets-for-Jehovah (imagine a child going through school with that)."

program like a national physical fitness program that has people out at 6:00 A.M. in the morning and in the daylight evenings. So also with a mental fitness program, people would be getting up 15 minutes ahead, calling up some of their similarly early rising friends and give out with a "Hi Paul, it's a good day to be talking to you."

I can count on Sally because when I give her name to her she gives me back an automatic sunshine smile. This smile with her "Hi Frank" is a special kind of stroke that I value and that's one reason why I do it. She may not like Sally, but I like Sally's response.

In businesses where people regularly give names, absenteeism and sickness goes down.

Truisms

"I know your name, how come you don't know mine?"

"I already said hello to you!" ("Thank you very much!")

"Yes, I know who you are ..." This is a typical hold-out response and usually this person is scolding you for saying hello to him.

When you give somebody extra strokes that they are not expecting they may get edgy or get a feeling of being invaded.

The value of a word you give somebody is amplified

tenfold by using the person's name to him along with that word.

If you don't give me your name at work, and I won't pay you.

Giving his name decreases hold out.

You will receive well value when ill.

Many a person who have frequent hives can benefit from getting his name said to him once every 12 seconds.

Member accountability.

We give our domestic animals names. Often times our "pets" become more actively alert and focused when their name is said to them, other than the customary (emphatic) "Hey!".

Change your words and you can change your behavior. "But I can't remember names!" Instead say: "I want to remember (know) your name."

The parents of some children seem to get very upset when they see their children learning how to correctly spell names on the blackboard.

The Girl

One girl writer I talked to several years ago had a very unique name. Her mother was severely stormy voiced. This twelve year old was told she was a vampire (as her mother had said she was). Well, she wasn't a

vampire from what writer could see, but she was going to be one because her mommy said she was going to be one.

Her name was spelled in a very strange way. I said to her: "So sometimes the kids on the school grounds don't know how to spell your name. And if they spell it wrong, what do you do?"

Girl: "Well I tell them what it is."

Doctor: "Well what if they don't remember it and spell it wrong the second time?"

Girl: "I then learn-em how to spell it" with her fists showing.

Doctor: "Oh, O.K., they get one chance and then they better know it."

Girl: "That's right!"

The "killer" in her, not really a killer, was an assaultive person. She was a young woman who was going to turn into an assaultive person within the next eighteen to twenty-four months. She said that inaccurate - accurate pronunciation and spelling of her first and last names was equivalent to whether she became assaultive or reasonable. She was very bright.

Some individuals want to change their name. People who are unhappy with their given names are unhappy with themselves, don't like who they are; are reflecting that they don't want to give their mommy and daddy the satisfaction of being who they are.

"As any parent can attest who has struggled with what to name the baby, there is far more choice in girls' names than in boys'. As name authority Elsdon C. Smith points out, this is because a boy's name can be made feminine by putting a feminine ending on it: Christina for Christian, Charlotte for Charles, Juanita for Juan. Because of the ancient cultural bias against applying feminine names to the male, however, it didn't work the other way around."

"Middle names, usually a second 'first' name, were first used as a status symbol by German nobility in the fifteenth century. They did not come into widespread use until several hundred years later, and were not common in the United States until after the Revolutionary War, when the fashion was to use the mother's maiden name as a middle name."

"Highly unusual first names may be out of some use in tracing family history, but valuable, tantalizing clues are often found in last names. This is one of the aspects of family tracing that makes it a great adventure."



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."

Some mommies and daddies do quite clearly pull tricks on their offspring when they are born, naming a boy Sue. [TP Ernst] Some very scary people aren't so scary after you start calling them by their names. Your name is the word you want most to hear.

A person attempting to cash a bad check at a bank may say hello with name to a teller way down at the other end of the counter. The teller transacting with him may then assume he is known there, when actually he's never been there before. That's taking advantage of the name tags.

Don't Feed the Hand That's Out to Cut You Up

At work Marie had been noticing for weeks when taking care of some business in Tim's department there was an edge of tension among the personnel, and it seemed directed toward her. She

gave Tim his name when she saw him in the hall. Still the irritableness toward her from Tim's personnel continued.

Then Marie recalled two instances when Tim came in while she was there. His tone and words escalated the action. He skillfully used move number three of the game [Let's You and Him Fight](#).

Then Tim did this again on another occasion. His words were: "What seems to be the problem here?" was aimed at her as if also siding with his secretary against her. Marie waited to see what his secretary would say and so pulled loose of the game before becoming committed to it. From then on she began to think and notice that Tim had a predilection for aggravating differences between parties, siding with one of them, and introducing controversial subject matter during coffee breaks.

Marie decided to discontinue giving any but the required greeting to Tim. She avoided eye contact when possible in the hallway, made sure to give less stroking back to him than he gave her, stopped using his name to him and discontinued stroking him at all whenever social circumstances permitted, using just his title and last name in preference to any first name, a grunt or not, sufficing for the unavoidable chance encounters.

The game of [Let's You and Him Fight](#) stopped. Apparently he stopped promoting fights around her. And the edginess in Tim's office dropped off during Marie's continuing business contacts with the personnel there. She never spoke about it. She kept it to herself and was not questioned about it at work.

Accountable Tim

Tim's guilty Child was activated by this procedure. Marie said she could not speak for the personnel she dealt with daily at work but her conclusions were that he was clearly aware of her continuing to fault him, and the general intensity with which he fanned the flames of controversy around himself had diminished - a wet blanket had been put on his social fire setting, fight promoting.

Marie did not scowl when she saw him. If possible, she just didn't see him anymore. When work permitted she became matter of fact, Adult in her dealings with Tim. She discontinued any approval of his Child, withheld smile or laugh to any of his jokes. The work contract required presence and participation. Nor did she scowl or exhibit restlessness at other manifestations of his rebellious, tedious Child. Essentially she withheld both disapproval and any approving of Tim.

to be continued