

Special points of interest:

- * ... the entire format of a game is especially more readily understandable when the transactional units and **the sequencing** of the different qualities of behavioral presentation (different ego states) are viewed 'en toto,' as algorithms.
- * Game Moves

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Algorithms of Games People Play

Continuing from the previous newsletter, Franklin H. Ernst Jr., MD. describes in his writings that the games people play are a series of moves, often time replaying a move several times before the "desired" payoff. By the time the payoff is played the Child ego-state of the person is in total control. However, as Dr. Ernst points out, it is possible for a person's own Adult-self to be aware of himself, (his Child-self); to have a say in the outcome of the game.

Games and New Game Theory

The Game of "Stupid" in particular is seen to unfold characteristically through a sequence in which the initial opening move offered by the "player" was full of brightness in tones, inviting to the other person, showing a lot of alertness. The second quality of "move" offered shows a much lessened level of inviting, less brightness in appearance, tones and facial features, also showing in less alertness most of the time in the person's body attitude, bearing, carriage. The third quality is again an even further diminution in the show of alert attentiveness. In the fourth quality of operational personality shown during the

unfolding sequence of this game there is almost a total absence (at least by comparison) of animation, presenting the picture of "stupidity", "dopiness" to use the colloquial. Of course, as with a Game, by definition it ends with some quality of denouement, "payoff", emotional experience and display.

A game is especially more readily understandable when the transactional units and **the sequencing** of the different qualities of behavioral presentation (different ego states) are viewed en toto, as algorithms.

Eric Berne's precepts for treatment of his patient's were:

1. Talk to and listen to the person. Engage the person in conversation that is meaningful to that person.
2. Sort out and "strengthen" the Adult, reinforce the element able to reason.
3. Identify the Child, the emotional element, the one with feelings, with the (quality of) distress.

Then begin the job of assisting the person in sorting out where his feelings are taking over his thinking,

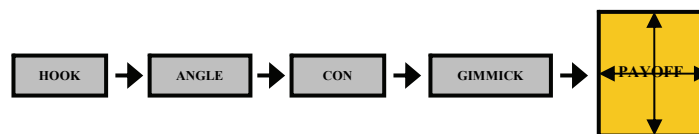
directing the patient's attention to the intrusion of feelings into areas best managed in his affairs by a more matter-of-fact approach, **rather than using his own thinking to justify the continuation of his distressed feeling state.**

Students and Teachers

The goal is to give the student some workable formula that enables him to gain improved personal control of his feelings. This educational procedure is carried out in order to teach the student in a manner so he becomes able to use his own currently trapped, bottled up, and inactivated intellectual capacity to (learn how to better) manipulate the symbols for reading and writing in addition to better handling the people in his immediate environment.

The teacher's goal, in this instance is likened to teaching the Educationally Handicapped how to find their way through a maze. The maze is the one of the student's own making, his handicap to success in the manipulation of the symbols used to read and write, and cipher.

Games consist of five distinct moves: Hook, Angle, Con, Gimmick, Payoff. They are readily identifiable and people can learn how to identify and track games and the moves.



“Let’s You and Him Fight”

→ To keep this game going, once it is started, it is necessary to keep the contending parties focused on the fact of differences between themselves. Two general maneuvers are available for this purpose: 1) pour more fuel into the fracas, and 2) keep the contending parties focused on each other, AVERT, DIVERT, AVOID all actions and efforts that might unite the two in another, a common non-controversial enterprise. The goal of both the “producer” and the

“director” hands in this four handed game is to keep both the “pro” and the “con” hands inwardly focused on their differences. Waving the “peace” flag, regular emphasis on “We have to get together.” “There is too much divisiveness here.” “There should be unity.” “We have to get together and stop bickering and fighting.” “We have to bury the hatchet (over look your principled differences),” keeping the emphasis on the quarrel and differences rather than on the common purposes for

which the gathering has been called. Whenever the cooling down might start reignite the memory and juices inside the parties of the more recent divergences they have been having with each other.

The “con” maneuver in promoting “LET’S-YOU-AND-HIM-FIGHT” is “do- what-it-takes-to-keep-attention-focused-inwardly (on the “process”). Whisper “Blackmail!” into the ear of one of the “warriors” when his opposite has the floor and is proposing a

previously agreed upon, acceptable to him, compromise. When a voluntarily agreed upon solution has been offered, more than satisfactory to both of the warriors, interrupt the show of appreciation by sharply calling out “There’s a motion on the floor.” This reignited the warrior to his fancied principle that there had to be a compulsory, mandated in his favor finding by the “jury” vs “an-out-of-court” settlement. No compromising that.

“Let’s Pull a Fast One On Joey” (“FOOJY”)

→ The differences between FOOJY and TAGAWI (“TRY-AND-GET-AWAY-WITH-IT”) are minimal. TAGAWI is sometimes a 2-handed game AND sometimes three handed. FOOJY is either a three-handed or a four-handed game. In both, the emphasis is on tricking another party (“forcing” him to believe he has) to give up more of his money, authority, property, or some other rights.

Within one political group, “CORE”, there were a series of “tries” by a segment with a for-the-moment majority of the “muscle”, votes to cripple CORE. These were aimed at divesting the club, some of its non-majority members, of various individual rights by transferring these rights to another Committee staffed and run solely by the “ENCORE.” Eg the full sum of the treasury to be transferred to a select group outside the jurisdiction of the committee as a whole, the right of individual members to selectively emphasize which candidates on a slate would receive the majority of personal commitment by forcing all members to sign an

unconditional pledge card of “support” for all candidates, without giving informed consent as to the significance of mandatory “pledge of support.” One of the officers had unilaterally secured an office representing the group, yet felt no requirement to inform the members of its existence, let alone its location - a matter affecting the entire membership.

TAGAWI is one of the group of games played by personnel in eg, some of California’s municipal Redevelopment Agencies. This game when played by a Redevelopment Agency is rarely written up in the newspapers. This same game, however, when played by a private landlord over whom a local government has established itself as authority, will achieve widespread play in the papers. Private property is no longer private property. It is property over which “public policy” has arched its umbrella. These are the “Rent Review Boards” and “Rent Control Commissions.” In these situations the game is a 3-handed

“TAGAWI”: 1) renters, 2) landlord, 3) controllers/policers.

The same situation becomes “FOOJY” when a 4th party has encouraged, goaded the landlord into an injudicious action, then later tipped off either the renters about their “legal” recourse or the policers about an “irregularity” of the landlord. Once “in court,” of course, then it becomes a whole new game.

Once “in court,” then it is “LETS-YOU-AND-HIM-FIGHT”, landlord against renters. This goal of setting up a game of LYAHF (“laff”) by way of FOOGY is well known to most reasonably sophisticated grifters. AND it is the old “divide and conquer” strategy again.

Rare indeed is the committed crusading fighting warrior who is able to disengage himself for a moment, asking “Why am I doing this?” If anyone else asks him, he has his already made answer, “It’s the principle of the thing (matter)!” The fact that it is not a personal ethic or personal value (the stuff that

personal life-guiding principles are made of) which requires fighting BUT rather a crusading belief system that got inflamed seems beside the point. This belief system almost routinely also involves demonstrating the willingness to “stand up for yourself and fight for what you believe in” and/or standing beside and fighting for a “friend” to prove your friendship for him.

How often has any parent been successful in persuading an adolescent child of theirs that one of their adolescent’s “friends” will lead the adolescent to “no good?” The adolescent would “rather fight (you) than switch (friends).” So, too, it is with warring parties committed to their respective sides in a crusading mission in a full blown game of LYAHF.

The more “the bystander (arbitrator) pleads for them to stop this divisiveness” the hotter the battle waxes.

“Big Store” Examples

Pull a Fast One on the Mark

CRP (1989) Convention:

Environment and Toxics Committee.

The similarity of numerous political committee meetings and conventions to “The Big Store” is almost inescapable. If Republicans think their meetings resemble such, the writer would only remind them of the almost uncountable numbers who have deserted the Democratic Party over the last decade or 3 because of disillusionment and alienating of them in the face of that Party's controlling leadership repetitively playing “Big Store” on them and their values.

But then too, most people, conveniently or not, overlook the fact that “Democrats Vs Republicans” in the last 40 years has become another of those conflicts designed around LYAHF. Again for most it becomes a matter of “proving loyalty to a political party”, “My Father The Democrat.” Few indeed are able to distance themselves from the fray to notice that in the last 4 or 5 decades the “New York Establishment” with its “Council on Foreign Relations”, its “Trilateral Commission” AND its super-secret “US - USSR Trade and Economic Commission”, ie the Boys from New York have pretty much taken over both parties and essentially controls the agendas of both party policy and those members gaining prominence in the parties. The key event for timing the control of this take-over is when the “Boy's From New York” through their net-work were able to force General George Patton to publicly humiliate himself by an world wide covered

apology to the soldier at the end of the Sicily campaign. It was then they showed how totally they controlled the effective majority of the media, the military and the “elected.”

“The Sting”

In the last scenes of the movie as Newman and Redford readied the scene for taking Lonergan's cool million from him. The “Big Store” game in the “Sting” was a four-handed game, a four-party game.

- 1) The instigating, avenging grifter also fleeing for his life, Redford.
- 2) The initiator, the instrument, in this movie the expert, the artist, the agent, played by Newman AND the crew he brought in.
- 3) The “Mark”, Lonergan and his agents, hirelings and those to whom he owed allegiance in New York.
- 4) The local Chicago municipal policeman, in that instance “in on the take” and exacting his own tribute from minor outlaws; he in turn, therefore, is easily conned.

Again, the classic is in “The Sting,” eg milliseconds before Lonergan gets to the “window” to place his 2nd bet the window is closed, in his 3rd bet the disinformation “Place in the fifth”; determining what use of dual meaning, PLAUSIBLE terminology and activities shall be utilized.

“Rockford Files”

In the TV series “Rockford Files” the “Big Store” is sometimes played as a four-handed game with “Rockford” bringing “Sgt Becker” in

at the end and sometimes as a three-handed game without the policeman. The latter example is in an episode where “Brockleman” is counter-fleeing the local “tycoon” who had taken his father for \$200,000. Rockford's “Big Store” character - “Jimmy Joe Meeker.”

“Ocean's Eleven”

The “Big Store” game par excellence, multi-personned and staffed to pull a fast one on the “Mark.” The reason those who have pulled the fast one disperse so very rapidly after “the caper” has gone down is that they know how “killing hot” and steamed the Mark will be toward their persons', for days and weeks after.

“Big Store” and TV “News”

Most of the TV “News” we see is run as a “Big Store.” We only see what the editors and programmers have decided we should see. This is identical to how a “Big Store” is operated. Routinely in the background of the “Big Store” there is agent deciding what the Mark should see and what he shouldn't.

The “Big Store TV News” is after all controlling and restricting our view of “The News” to that narrow small circle of the portrayed situation on which the camera lens is focused. Then with the programmers “back home” cutting out what they determine (for their unilateral purposes and “Only trying to help the viewers”) to be the “Non-News” we the viewers get to see what we “need to see in order to be informed” about

(what they have determined IS) THE NEWS. If you want to see the news of a baseball game itself you can rely on the TV or you can pay the price of admission and be there yourself. Baseball and Weather News are much harder to encapsulate into a “Big Store” front because the real NEWS will get out to you very shortly anyhow.

The goal of the “Big Store” design is to overwhelmingly, yet PLAUSIBLY impress and convince viewers that, as such, they are participants and on the “inside”, NOT ones being led to losing their shirts AND pants.

BIG STORE events:

- 1) Pete Rose being enticed with his appetite to make a chance sporting event more personally exciting, then thoroughly discredited.
- 2) George Steinbrenner in 1973 taking over from CBS Corp the New York Yankees after CBS had thoroughly infiltrated its “staff infection” into the administrative structure. Then by 1990 after having been periodically inflamed by both “inside” staff AND supposed “outside friends”, thus episodically using poor judgment; and, after the use of this “inside - outside” job on him for a score of years, ridiculed by the Establishment media, then the finale “Big Store” scene, relieving him of the management of his own private personal property AND media (NEWSWEEK cover 8/6/90) labeling him “The Most Hated Man In Baseball.”

Reggie Jackson on a local TV channel commented on 7/31/90 that he did not support that view.



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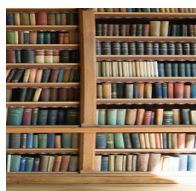
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"Mastery of the universe is proportional to the symbols man has by which to represent his universe."

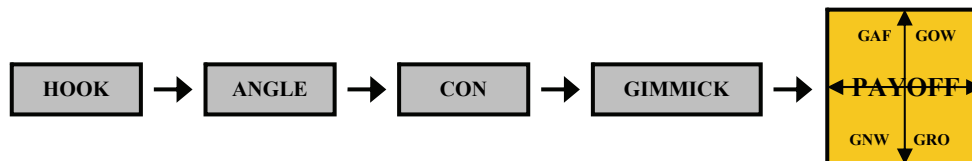


Game Codes -
 Newsletter of Games People Play

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A game is defined as a recurring set of transactions with ulterior transactions, concealed motivation, a gimmick, and a payoff. Eric Berne, M.D. used a particular variation of the duplex transactional diagram to represent the ulterior aspects of a game. Berne added the concept of switch in 1966 and introduced "The Game Formula." $Con + Gimmick = Response > Switch > Payoff$. The "Ernst Game Diagram" as described by Franklin H. Ernst Jr., M.D. in his paper "The Game Diagram" shows the phenomena of the variableness of a game and number of variations without contradicting "Berne's Game Formula." The Game Diagram" has five moves: Move #1-Hook, Move #2-Angle, Move #3-Con, Move #4-Gimmick, Move #5-Payoff. Diagrammatically it looks like this:



Remember Reggie Jackson? He worked for Steinbrenner in 1978, including the 3 home runs in one World Series Game.

Reggie was also employed by Charles O. Finley during Oakland Athletics 1972 to '74 unparalleled three consecutive (baseball) World Series Crowns. It was in the 1973 Series when Finley's office received a death threat against Jackson. Because of that, Finley gave Jackson the choice of playing or not. Jackson who chose to play then reported after the Series "My Child was frightened" by that threat, implying his clear awareness of the Parent, Adult, and Child dwelling inside himself AND awareness of the GAMES PEOPLE PLAY.

ITAA "Big Store"

Of the members of ITAA in the 60's, all of the "clean," except one, were "persuaded" to give up PAC via "Big Store."

Oliver North in The "Big Store"

Oliver North at Congressional hearings: Handled the "Big Store" and captured the heart of America AND heartened Americans.

A "Big Store" in Vallejo

My own experiences with "Big Store" in 2 conferences and in my own seminar. In a seminar at different meetings Charron's 1) "bruised" and bared-on-a-cold-night arm, 2) leaning forward for all to see, to quell and control all "You-are-OK-doctor" smiles, laughs in response to my good quality humor. I smoked out the artificially induced "control" element by then focusing on the most likely to laugh attendee and fed her lines that were irresistibly laughable for her. That broke the "control" for then.

"Big Store" and Cambodia (1968)

The "spontaneous" up-risings on the college campuses in 1968 to

President Nixon's ordering of the Cambodian invasion was another "Big Store." (And then the nation wide University strikes of late spring 1970.)

"Big Store" and Environmental-Greens

The "environmental" and "Greening" movements are other varieties of "Big Store."

"Saving the Spotted Owl", "Global Warming", a hole in the "Ozone Layer," "Endangered Species", "Acid Rain" (American Spectator, Dixie Lee Ray article), "Agent Orange", "PCB dangers", etc are similar. Hugh Eliasser of Lawrence Livermore Laboratory Ch 36 about 4/90 around time of 4/22/90 "Earth Day" refuting these myths. (* A "myth" is a story that NEVER was true and ALWAYS will be...) ["Organized Global Warming"]

To be continued