

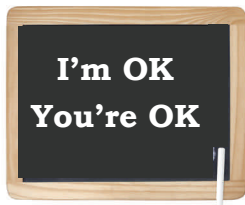
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Game Codes – Newsletter of Games People Play

Addresso'Set Publications

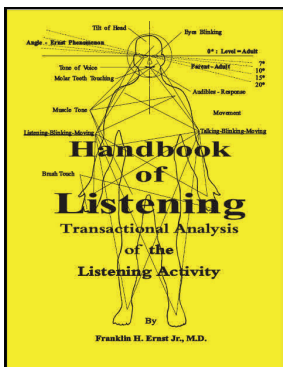
Special points of interest:

Transactional Analysis and Game Analysis have proven to be effective ways of bringing about more Adult to Adult living during the 50+ years since its beginning. Perhaps the generation of today could learn something about this, too.



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Tilt - Angle of the Head While Listening or Talking

Recently I saw Professor Bill Ayers in a video clip being interviewed by a prominent news station host. The clip got my attention because Mr. Ayers' head tilt was 15 degrees or more and with his head bent forward slightly.

This "attitude" reminded me of Dick Cheney with the (routinely) same body language: head tilted 15 degrees or more and bent forward slightly.

Dr Franklin Ernst discusses this phenomena in his writings. Specifically in Handbook of Listening, Figure 6 on page 46, (and in Who's Listening?) describes angling maneuvers of listening and listening angles. **Parent** has a 4 to 10 degree tilt of the head and eyes. (If there is more angle, you better watch out!) **Adult** is level headed. *Head and eyes are level.*

Child has 15 degrees or more tilt of head and eyes. *These angles indicate defiant or compliant child; fighter or believer, or a "come-on."*

Be careful to differentiate between the "you better watch out Parent" and the "come-on" adapted Child.

There is such a thing as the "toy Parent" as described in the writings.

I'm OK - You're OK

When working for Dad in his office at 408 Tennessee St. Vallejo, California during summer breaks from high school and college he once sent me on a trip to Dr. Tom Harris' home in Sacramento. I was there to get the doctor's signature on some legal papers dealing with the formation of the non-profit Golden Gate Foundation for Group Treatment, Inc. Once there and inside their home, I saw stacks of papers here and there. His wife Amy said hello to me, and then insisted Dr. Harris look at what looked like 20 pages of a manuscript in her hands. It seemed to be very important and urgent for her.. Years later I realized Dr. Harris and Amy were in the midst of writing I'm OK - You're OK.

When Dad (self) published the hard bound book Who's Listening? Dr. Harris wrote an endorsement

titled "About the Book" at the front of Who's Listening? Dr. Harris wrote: *"In my work, the goal of treatment is to cure the patient's presenting symptom. The method of treatment is the freeing up of the Adult so that the individual may experience freedom of choice and the creation of new options above and beyond the limiting influences of the past.*

In his book, Who's Listening? Dr. Ernst has given us a rich sampling of his creativeness in his examples of ways to hook the Adult and free the Child so that one becomes a more creative, loving, and productive person. Dr. Ernst gives many detailed accounts of ways a person can gain control of his feelings for the fulfillment of his own goals and the enrichment of the lives of others around him.

I have known Dr. Ernst for more than fifteen years. We both participated for many years in Dr. Eric Berne's Transactional Analysis seminars and conferences. Dr. Ernst was one of Dr. Berne's earliest associates in transactional analysis. Dr. Berne repeatedly emphasized that transactional analysis was concerned with observing what the person was doing with his muscles. In this book, Who's Listening? Dr. Ernst shows us his very creative mind with the many original contributions to transactional analysis.

Although the examples are largely clinical, the reader will readily see applications in his daily life. I endorse this book very highly to all the readers of I'm OK - You're OK.

*Thomas A. Harris, M.D.
Author of "I'm OK - You're OK"*

Dad, F.H. Ernst Jr., M.D. had this to say about [Games People Play](#) .

No book in recent years has had such a phenomenal success as Dr Eric Berne's [GAMES PEOPLE PLAY](#). Originally published in the summer of 1964, the book sold, over the next three years, more than 600,000 copies in the original cloth edition at \$5.00. It remained on THE NEW YORK TIMES best-seller list for over two years -- longer than any nonfiction book over the preceding decade.

What has made this book so amazingly popular? It is probably because people have recognized their own actions and reactions in the games Dr Berne has investigated and explored -- the games we play with each other almost every day of our lives.

As Dr Berne has said, "Most people, in most of their family and business relationships, are constantly playing games with each other. What's more they are striving -- often unconsciously -- for an emotional 'payoff' which is startlingly different from what they might rationally expect to get from winning or losing their game. Here is an intriguing phenomenon which everyone has observed at one time or another ..." But never, until Dr Berne, have we had anything like [GAMES PEOPLE PLAY](#) .

Understanding the Language of "Martian"

Dr. Berne dedicated his book [Principles of Group Treatment](#)

**To the 202 members
and all others
who understand Martian**

In the foreword he writes: "There are three reasons for writing this book:

1. *It deals with group 'treatment' rather than with group 'therapy.' These two approaches are sufficiently different to warrant separate consideration for the former.*

2. *There is no other systematic treatise on the use of transactional analysis in groups.*

3. *A large number of people who have observed the writer's groups or have heard him discuss them want more information about why he does, especially when he does what other therapists would not do, or does not do what other therapists would.*

..... "What is written here has been learned from the hundreds of students who have attended the writer's seminars and the hundreds of patients

who have attended his treatment groups, and he is grateful to all of them. Perhaps the outstanding individuals in this respect have been the active members of the San Francisco Transactional Analysis Seminars (formerly the San Francisco Social Psychiatry Seminars), but everyone who has presented material for discussion has been in some measure stimulating. The 'old-timers,' most of them now holding Clinical Membership in the International Transactional Analysis Association, have been particularly helpful in testing the transactional approach in practice."

Transactional Analysis of Psychotherapy

In the preface of [Transactional Analysis in Psychotherapy](#) Dr. Eric Berne writes: "This book outlines a unified system of individual and social psychiatry as it has been taught during the past five years

Since structural analysis is a more general theory than orthodox psychoanalysis, the reader will be fairer to himself and to the writer if he resists, initially at least, the understandable temptation to try to fit the former into the latter. If the process is reversed, as it should be, it will be found that psychoanalysis easily finds its place methodologically as highly specialized aspect of structural analysis. For example transactional analysis, the social aspect of structural analysis, reveals several types of "crossed transactions." The multifarious phenomena of transference are all subsumed under just one of these types, here denoted "Crossed Transactions Type I." Other examples of the rela-

tionship between psychoanalysis and structural analysis are given in the text. ...

Chapter One General Considerations

The Rational

Structural and transactional analysis offer systematic, consistent theory of personality and social dynamics derived from clinical experience, and an actionistic, rational form of therapy which is suitable for, easily understood by, and naturally adapted to the great majority of psychiatric patients.

Conventional psychotherapies may be roughly divided into two classes: those involving suggestion, reassurance, and other parental" functions; and "rational" approaches based on confrontation and interpretation, such as non-directive therapy and psychoanalysis. The "parental" approaches have the effect of over-looking or

over-riding the archaic fantasies of the patient, so that in the long run the therapist too often loses control of the situation and finds himself being surprised or disappointed at the final outcome of the case. The rational approaches are designed to establish controls from within; with the usual methods this may take a long time, and meanwhile not only the patient, but also his intimates and associates are exposed to the results of his injudicious behavior. If the patient has small children, such a prolonged delay may have a decisive effect on the character development of the offspring.

The structural-transactional approach helps to overcome these difficulties. Since it tends to increase rapidly the patient's ability to tolerate and control his anxieties and to circumscribe his acting out, it has many of the advantages of "parental" therapy. At the same time, since the

therapist remains fully aware of the archaic elements in the patient's personality, it loses none of the value of rational therapy. It has proven particularly valuable in certain cases where conventional therapies are notoriously difficult to apply effectively. These include psychopaths of various types; latent, remittent, or border-line schizophrenics and manic-depressives; and mentally retarded adults.

From the educational point of view, structural and transactional analysis are easier to teach effectively than most other clinical approaches. The principles can be grasped in ten weeks, and with a year of supervision an otherwise well-qualified clinician or research worker can become quite adept in theory and practice. Formal psychoanalytic training may give rise, initially at first, to a strong resistance to the principles of structural analy-

sis, unless the individual is especially interested in ego psychology.

Self-appraisal in this system is free of some of the difficulties of self-psychoanalysis, making it relatively easy for the practitioner to detect and control archaic or prejudicial elements in his own response.

...

Dr. Berne wittily christens and lucidly explains for you 120 of the games which people jump, fall or get pushed into (including such common pastimes as FRGID MAN, PROTECTIVE PTA, BLEMISH and NOW I'VE GOT YOU, YOU ... SOB). And he gives you the tried and proven, intellectually elegant anti-game with which to liberate yourself from each game whenever you say so.

Games People Play

In Games People Play Dr. Berne writes in the preface

"This book is primarily designed to be a sequel to my book Transactional Analysis in Psychotherapy, but has been planned so it can be read and understood independently. The theory necessary for the analysis and clear understanding of games has been summarized in Part I. Part II contains descriptions of the individual games. Part III contains new clinical and theoretical material which, added to the old, makes it possible to understand to some extent what it means to be game-free. Those desiring further background are referred to the earlier volume. The reader of both will note that in addition to the theoretical advances, there have been some minor changes in terminology and viewpoint based on further thinking and reading and new

clinical material.

The need for this book was indicated by interested requests from students and lecture audiences for lists of games, or for further elaboration of games mentioned briefly as examples in a general exposition of the principles of transactional analysis. Thanks are due in general to those students and audiences, and especially to the many patients who exposed to view, spotted or named new games; and in particular to Miss Barbara Rosenfeld for her many ideas about the art and meaning of listening; and to Mr. Melvin Boyce, Mr. Joseph Concannon, Dr. Franklin Ernst, Dr. Kenneth Everts, Dr. Gordon Gritter, Mrs. Frances Matson, and Dr. Ray Poindexter, among others, for their independent discovery or confirmation of the significance of many games.

Mr. Claude Steiner, formerly Research Director of the San Francisco Social Psychiatry Seminars and presently in the Department of Psychology at the University of Michigan deserves special mention on two counts. He conducted the first experiments which confirmed many of the theoretical points at issue here, and as a result of these experiments he helped considerably in clarifying the nature of autonomy and of intimacy. Thanks are also due to Miss Viola Litt, the Secretary-Treasurer of the seminars, for their continued help, and to Anne Garrett for her assistance in reading the proof.

SEMANTICS

For conciseness, the games are described primarily from the male point of view unless they are clearly feminine. Thus the chief player is

usually designated "he," but without prejudice, since the same situation, unless otherwise indicated, could as easily be outlined with "she", MUTATIS MUTANDIS. If the woman's role differs significantly from the man's, it is treated separately. The therapist is similarly without prejudice designated as "he." The vocabulary and viewpoint are primarily oriented toward the practicing clinician, but members of other professions may find this book interesting or useful.

Transactional game analysis should be clearly distinguished from its growing sister science of mathematical game analysis, although a few of the terms used in the text, such as "payoff", are now respectably mathematical. For a more detailed review of the mathematical theory of games see *Games & Decisions*, by R D Luce and H Raiffa.

Who's Listening? - A Handbook of the Transactional Analysis of The Activity of Listening

Here is what John M. Dusay, M.D. wrote in the preface of Who's Listening?

Ten years ago, a patient in a Transactional Analysis group dropped his excessive usage of

"should" and "supposed to" while simultaneously achieving his treatment contract: "to make \$60 or more a week." This was thought to be an interesting coincidence then, but now it is explained diagrammatically as a dramatic shift from the Adapted Child

Ego State ("should," "supposed to"), to the Adult Ego State (attainment of the contract). My work with ego-grams and the constancy hypothesis was specifically directed towards the merger of classic Transactional Analysis and the "here and now"

approach. According to the constancy hypothesis, when energy, which is spent in the preservation of an Ego State, is decreased or increased, a corresponding energy level change will take place in another Ego State. Therefore, an intervention,



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Franklin "Harry" Ernst III, Editor

P.O. Box 3009

Vallejo, California 94590

Phone: 707/644-6358

E-mail: harryernst@aao3news.cnc.net

We're on the Web.
www.ListeningActivity.com
www.ErnstOKCorral.com

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



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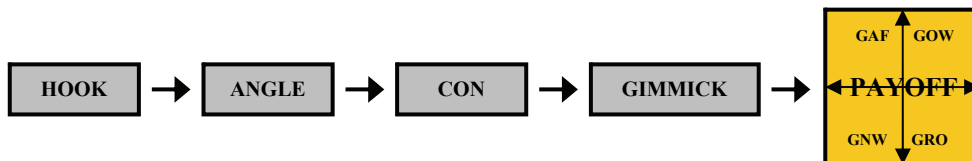
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A game is defined as a recurring set of transactions with ulterior transactions, concealed motivation, a gimmick, and a payoff. Eric Berne, M.D. used a particular variation of the duplex transactional diagram to represent the ulterior aspects of a 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:



confrontation, or exposure that decreases one Ego State's energy will shift energy to another.

Historically, Transactional Analysis was concerned with diagnosing the separate Ego States and analyzing game behavior. Later, more attention was directed toward life scripts and the universal need of strokes. Throughout its history, Transactional Analysis has easily incorporated action-maneuvers such as confrontation, psychodrama and gestalt as adjuncts to its theory.

Dr. Ernst takes specialized direction by elaborating upon an effective treatment method which emphasizes the listening activity as it takes place in the "here and now." In an innovative and astute manner, Ernst appears to link the listening technique as a final, common pathway between the therapist and the patient. He reveals that the listening transaction is not to be merely used as an indication of a game or script material, because he finds it to be a potent and dynamic vehicle for change in itself. He points out that the

diagnosis and treatment of phenomena such as "non-blinking" and "tilted head" are effective in catalyzing a major behavior change.

Dr. Ernst, an early pioneer in Transactional Analysis, has presented a thorough, clinical analysis of the listening activity and concerns himself with its natural flow and pathology. He explodes common myths about listening. "The more you listen the better" is an invalid assumption, and Ernst points out that optimum listening efficiency can vary between thirty and seventy percent. The almost one hundred percent listener is conforming to early childhood training, and is structurally diagrammed as being in an Adapted Child Ego State. This position decreases his activity and it may foster disregard for what is said. Ernst made the interesting observation that consistent one hundred percent listening in a group can be correlated with the development of latent psychosis and manifest obesity.

Ernst keenly observes the

listening activity and its correlated speaking activity, and then quickly proceeds to the remedy. This attitude is highly reminiscent of the "get-on-with" position that is described elsewhere by him. The readily apparent, but previously unexplained, phenomenon of being "level" rather than "tilted" is discussed in depth, along with correspondingly effective treatment procedures. He also includes esoteric observations, such as the gentle grinding of the molars together to relieve depression, and these ideas pique the curiosity of the clinician. Researchers will find an abundance of provocative observations and questions to be tested and dealt with.

Readers familiar with the principles of Transactional Analysis will find a cornucopia of original techniques, and may dwell upon an abundance of stimulating theories to consider. Therapists might well incorporate Ernst's hypotheses on listening as an adjunct in treatment, and as exciting alternatives which may prove rewarding in the "here and now" approach.

John M. Dusay, M.D.
San Francisco, California