

# SCIENTOLOGY AND DIANETICS

BOOKLET 41  
of the  
PROFESSIONAL COURSE

BY  
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## Evolution of Techniques

Technique 88

(This Booklet is a Summarization of Tape Lecture 88L4A)

Ron's Org Grenchen  
Switzerland

TO THE STEADFAST AND LOYAL SUPPORTERS OF  
TOMORROW AND THE THINKING MEN OF YESTERDAY

COMPILED IN WRITTEN FORM BY

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ADDITIONAL STUDY MATERIAL FOR THIS LECTURE MAY BE FOUND IN  
THE FOLLOWING BOOKS:

- ADVANCED PROCEDURE AND AXIOMS
- SELF ANALYSIS
- HANDBOOK FOR PRECLEARS
- DIANETICS: MODERN SCIENCE OF MENTAL HEALTH (1950)
- SCIENCE OF SURVIVAL (1951)
- SYMBOLOGICAL PROCESSING
- LECTURES OF L. RON HUBBARD

PAMPHLET COVERS ONE LECTURE

- COMMUNICATIONS SYSTEMS (HOW TO LIVE THROUGH AN EXECUTIVE)
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## EVOLUTION OF TECHNIQUES

1. The tone scale chart tells us that the bottom of the perceptic range is around 2.0.

This means that an individual recalling an incident will be able to contact the perceptic content of the incident if he is above 2.0, but will not be able to contact it, or will be able to contact it only poorly, if he is below 2.0.

Early techniques depended almost entirely on the contact and re-experiencing, in facsimile, of perceptic content. Now, of course, almost all of what we consider perceptic content is made up of counter-efforts, the rest being made up of counter-emotion and counter-thought. Since counter-emotion and counter-thought were not considered to any degree in early processing, only counter-effort was left, and it was counter-effort which auditors were trying to run out of pre-clears near the beginning of the development of processing.

This restricted technique allowed success almost exclusively with pre-clears who were above 2.0 on the tone scale, since only they could reach the perceptic content of incidents. When, however, such a pre-clear was coaxed through the aches and pains and smells and sights of an incident, he often achieved a considerable reevaluation of the thought content of that incident and so gained release from its aberrative effect. Oftener still, he partly or wholly disintegrated the facsimile of force itself, and so gained relief from the actual pain, if not from the loss of self-determinism which accompanied that pain.

Results from this kind of processing were mixed. Some pre-clears were relieved of certain chronic somatics which had been making them miserable. Their general tone, consequently, rose noticeably – sometimes remarkably. They became happy and full of energy. It was, for them, much more than they had expected, and they were delighted.

Others, however, succeeded in erasing or reducing numerous incidents of pain without experiencing any improvement in attitude or emotional feeling. In previous booklets, we have outlined the reason for this: the unbalanced running of motivator-overt sequences of DED-DEDEX sequences. The running of counter-efforts brought about no improvement in these cases, but sometimes lowered tone.

Still others, of course, were unable to contact the perceptic content of incidents, and so experienced neither the limited advantage of the first group nor the disadvantage of the second.

Next to be developed was the running of misemotion. The same general practice of going over incidents many times was applied to the painful emotion which could be remembered by the preclear. This technique brought about a great improvement in the results which could be attained in processing. Numerous instances occurred in which the preclear's entire appearance and state of health and mind were altered within a few hours of running grief or fear. Still, however, this lowered the eligible range of preclears only to about 0.5, and many still were to be found below that level.

The auditor, at this stage, was looking for preclears who had just lost some member of the family and who were ready to

cry about it. But many preclears either could not cry about it or could not remember which member of the family they had lost or when.

Some time later, effort processing was developed. When this happened, the preclear who lay on the couch and said that nothing which ever had happened to him had any emotional effect on him was at last open to processing. He might not remember what the weather was like on the day his dog died. He might not feel any emotion (other than apathy) about his dog. But if he could to some degree get the effort of lifting his dog up off the street and carrying it to the sidewalk, he could run the incident. This brought the range down to 0.3. Below that, however, it was still darkness. There did not seem to be anything that the auditor could ask the very low or very occluded case to contact.

Then attention-unit running was developed.

The preclear who has no perceptics, no emotion, and no effort still may be able to sense a flow of attention from one point to another. Furthermore, we have, with attention flows, come to a point at which we can, apparently, disconnect, unhook, nullify, and render harmless the facsimiles which we formerly had to erase, reduce, and disintegrate. With attention flows we apparently have found a key to the lock which holds facsimiles to the preclear. Turning that key apparently permits the facsimiles to drop off without being re-experienced.

2. There is here an interesting idea developing out of the higher bands of the tone scale, and this idea deals with beauty.

We may say that the idea of beauty is, if not the highest, then at least very high on the tone scale. It appears that only such a high thought is capable of holding a facsimile to the pre-clear. In other words, if the pre-clear does not find beauty somewhere in a facsimile or chain of facsimiles he will not keep them. Now, in view of some of the horrendous facsimiles which people are carrying around with them, this idea may seem far fetched. But remember that we need only find such beauty at the beginning of the chain. After the decision has been made to hold this kind of facsimile because of the beauty in it, the facsimiles which come afterward, being confused with the first one, are kept even though they may be ugly.

If we could contact that first postulate of beauty and re-experience it, might it not be that whole chains of incidents would be released? So it seems to be.

In attention-unit running, the pre-clear sees flows of "attention units" (the name is unimportant) which come against him and which he sends out from himself. These flows have their own tone scale characteristics. They may be high on the scale or low on the scale. One of the manifestations of their position on the scale is their color or shade. White seems to be the manifestation of beauty, and black the manifestation of ugliness.

Now, of course, the use of beauty and ugliness in processing need not be confined to black and white, but in attention unit running it seems to boil down to that. Black areas appear in the field of perception of the pre-clear, and his effort is to turn them white. When they turn white, a relief is experienced which is comparable to that felt upon the successful reeval-

ation of a facsimile. We may, therefore, assume that the same or a similar or an even better result is being achieved by the turning of these black areas to white than was achieved by the running of facsimiles with thought, emotion, and effort. This is admittedly, however, only a preliminary evaluation of this technique. Later, a fuller explanation will be forthcoming.

As with any manifestation which is used in processing, there is always the possibility of misapplication. The auditor should remember that black, white, yellow, or puce areas do not make the preclear invulnerable to dumb tricks on the part of the auditor, and a thorough knowledge of processing techniques which have led up to these latest techniques is invaluable in avoiding such mistakes.

### 3. What is a dramatization?

We may define a dramatization as preclear facsimile relationship, in which the facsimile is on top.

This can take many forms, and the most familiar form is that in which the preclear acts out the content of the facsimile as though he were an actor on the stage and the facsimile were his role. There are, however, other levels of dramatization. There are other situations in which the facsimile is on top of the preclear, and these do not involve anything that we ordinarily would think of as acting, and therefore we may not see them as "dramatizations" unless we remember this definition: a preclear facsimile relationship, in which the facsimile is the actor and the preclear is the reactor.

A catatonic patient is "dramatizing" a facsimile which says "play dead". A man with a pain in his head is "dramatizing"

a facsimile which says (in effect) "hit him again, he's a thetan!" but he is "dramatizing" it on a restricted scale (within his own MEST body) because he is too low in causality to take action on a wider scale.

Do not think, therefore, that a dramatization must be a screaming fit or a lecture on morality or some other overt or covert activity. A dramatization may occur at any point on the tone scale, except a point at which the preclear is too high to react to a facsimile.

4. The auditor should not overlook that fact that the rules of overt-motivator and DED-DEDEX sequences apply to attention-unit running just as they apply to thought, emotion, and effort running. Incidents are still incidents, even though they are being contacted in a new way.

There is nothing to prevent the auditor from asking the preclear, who is feeling a somatic from an unrecognized incident, when he gave this somatic to somebody else. The fact that the preclear has only a white area or a dark area in view and sees no faces and has no idea what or when the incident is does not prevent him from having an idea about whether it is an overt act or a motivator that he is running.

Actually, attention-unit running will tend more than other methods to bring up chains in their entirety, so that the preclear will be running both sides and the entire length of an overt-motivator chain without recognizing any one incident. Later, it should be possible to go back and remember these incidents for what they were, but at the time of the attention running the preclear may not get any more detailed impression of them than the flows of energy which are taking place.



5. There are three kinds of energy flow: (1) flow (in or out), (2) enturbulation (ridge), (3) dispersal (hollow spot).

Matter is an apathetic enturbulence.

Enturbulence is the basis for groupers and holders.

Dispersal is the basis for bouncers and denyers.

In attention-unit running, if the auditor finds that the preclear behaves as though he has hit one or another of these action commands, the auditor may translate immediately into the appropriate energy flow. If the preclear cannot move, the auditor can ask him to feel the flow against him on both sides. If he cannot approach something, the auditor can ask him to feel the flow of energy against him or to become the source of the energy and feel it flowing away from him.

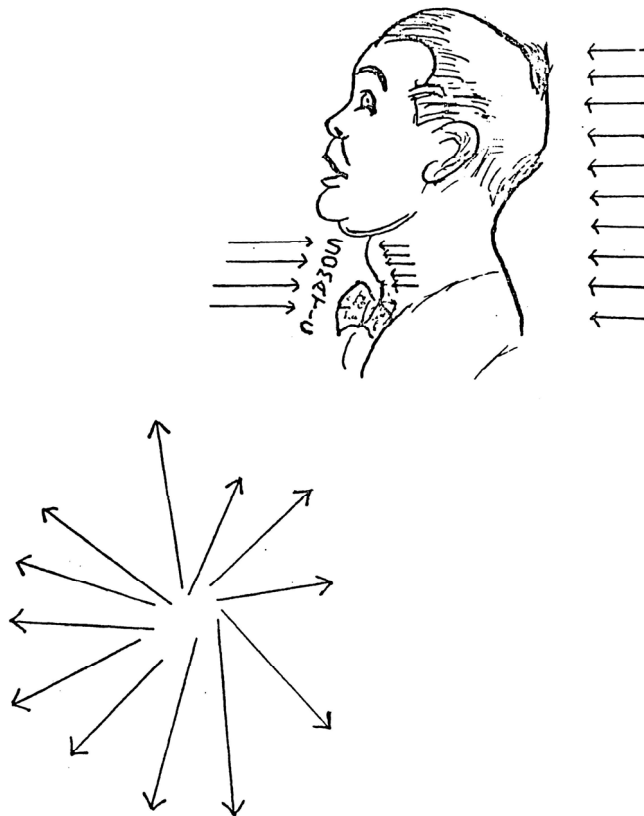


Figure I

6. Figure I shows a preclear with a chronic throat somatic. The wall of arrows behind him represents an energy flow in an incident. This flow does not permit him to back away from the dispersal area which we see in front of him. The energy from the dispersal area strikes his throat. The ensuing turbulence is a somatic.

When the auditor encounters a preclear with a chronic somatic, he may ask the preclear to locate the source of the energy which is coming at the area in question. It is not necessary to identify the incident. If the preclear can detect the flow, he can run it, and follow the changes in it.

7. If the preclear has no idea whether he is running the overt act or the motivator, and the auditor wants to change from whichever one is being run to the other because the running is getting sticky, he must ask the preclear for a similar pattern of flow. If the preclear is running a flow that is quite near him, the auditor may assume that this is the motivator and ask for a similar flow at a distance. If the preclear is, on the other hand, running a flow a long way from him, then the auditor may assume that this is the overt and may ask for a similar flow close by or actually in the preclear's MEST body.

Of course, it is not necessary for the auditor to find out which is which. It is only necessary for him to keep the case running well. The preclear will be able to tell the auditor where the next flow is. But the auditor has to know when to ask him for it.

The auditor should remember that his instruction to the preclear to flow out may be accepted by the preclear as a command he must follow until he gets another command. He

may continue to try to flow out even after he should change and flow in. The auditor should not make the preclear feel so much an effect that this can happen. He should be sensitive to what the preclear is experiencing and he should be quick to ask the question which will permit the preclear to do what has to be done next. Contrary to a superstition popular among poor auditors, the preclear usually errs not by ignoring the auditor's instructions but by following them too slavishly.

The good auditor is not the one who can give the most impressive command. He is the one who asks the right question.

8. The auditor will find some preclears who can feel no flow of any kind, either away from them or against them. The chances are that these preclears are in the middle of motionless enturbulences. They are in ridges which are full of apathy. No attention is moving.

What must the auditor do in a case like this? He must ask the preclear to run the feeling of motionlessness. He runs the feeling of two or more flows which have come together in an enturbulence and have slowed down to such a degree that the only thing detectable about them is that they are not moving.

The preclear may be able to experience this sensation most easily in his hands and feet, his nose, ears, fingers, or toes.

9. There is a form of concept running known as intention running, and it is good for a case opening.

"You say, 'What is your intention in life?' He has never thought of this before. You ask him, 'What is your general ambition?' He says, 'Oh, I don't have any.' 'Well what is your intention about living?' 'To get by.' You get him to run the

feeling of getting by. He'll start moving a facsimile through the mill."

10. Figure II shows various force fronts impinging upon the pre-clear.

The pre-clear is represented as a theta body. (The face is only to indicate personality.) Somewhere inside this oval which represents the theta body is the MEST body of the pre-clear.

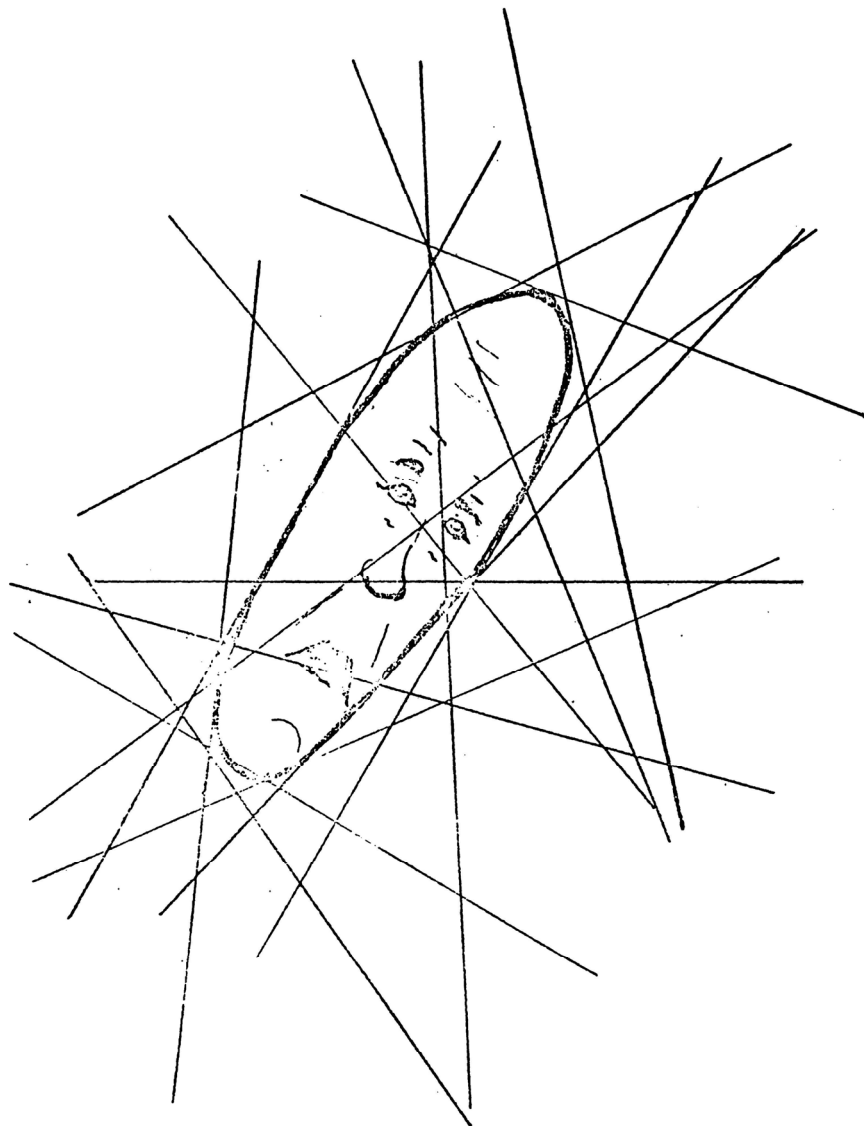


Figure II

Some, but by no means all, of the force fronts or flows of energy which are impinged upon the theta body of this preclear are also impinged upon his MEST body. Naturally, more will be impinged upon his theta body, since it acts over a wider space than his MEST body occupies.

The preclear may experience a flow which is hitting him as something happening 'up there, about three feet above my chest'. This does not mean that the event is taking place at some point outside the preclear. The preclear's MEST body is no indication of the area over which he has been able to act and BE.

While there is no particular necessity to discuss the extent of the preclear's theta body with the preclear, and while there may even be an advantage in not discussing it, the auditor must bear in mind at all times that he is not auditing a MEST body, and that the phenomena which he encounters will not be confined to a MEST body. He will do well to consider the MEST body as a heavy and bothersome suitcase which the preclear has made the mistake of bringing with him on a pleasure stroll through summer fields. Furthermore, he must realize that some of the preclears he will process actually believe that they are inside the suitcase which they are carrying. This is a common delusion.

11. This brings us more or less directly to a subject which has not been discussed at any great length in this course, but which it might benefit the student to take up here. That subject is terminology – technical terminology.

A correspondent from the field, visiting auditors about the country and sending back reports of their progress, uncovered a parodized tape recording of a session which shows how wrong an auditor can go in the matter of terminology.

An excerpt from this tape appears below:

Aud: How do you feel?

Pc: Okay, I guess.

Aud: Do you have any somatics?

Pc: Any what?

Aud: Somatics. Do you have any somatics?

Pc: What are they?

Aud: Pains, aches, discomfiture of any kind... We call them somatics.

Pc: Semantics?

Aud: So-mat-ticks. Ess-oh-em-ay-tee-eye-see-ess. Somatics.

Pc: Oh! SO-mantics. No, I guess I don't. I feel pretty good today.

Aud: Well, what did you have for breakfast?

Pc: Breakfast?

Aud: Yes, what did you have?

Pc: Well, let's see... I had some...

Aud: Just return right to the breakfast table, there...

Pc: Do what?

Aud: Can you remember what you had for breakfast?

Pc: Oh! Sure, sure. I thought you said 'return to the breakfast table.' Sure, I remember. I had some...

Aud: How are your perceptics?

Pc: No perceptics.

Aud: No perceptics on your breakfast table?

Pc: Naw, just ham and eggs. Never eat fruit in the morning.

Aud: You always have ham and eggs. That doesn't make for much randomness, does it?

Pc: Much what?

Aud: Randomity, randomness. You know what that is...

Pc: Come to think of it, we do have Ralston once in a while.

Aud: Well, now, can you smell the ham and eggs. Can you remember just how they smelled and smell them?

Pc: (Sniffing.) Yup, sure can. Smell mighty good, too.

Aud: Were you a good eater when you were a little boy?

Pc: A good eater? No, I don't guess I was such a good eater. I never used to like to eat carrots. Maw always got mad when I didn't eat up the carrots...

Aud: She did? Well, how did she express this? Did she try to dominate you?

Pc: Aw, no! Not Maw. She'd just haul off and hit me a good one.

Aud: I see. Tell me, have you dramatized this incident in later life?

Pc: Shucks, no. That's okay for guys like Will Rogers, but who's ever heard of me? Why, I've never even been approached.

Aud: Well, have you ever hauled off and hit anyone in later life?

Pc: I wouldn't hit a man in later life. It's always been one of my principles to look up to the old folks.

Aud: Well, what I mean is, have you ever hit anybody?

Pc: Oh, sure I

Aud: Fine. Now, have you ever forced anyone to eat carrots?

Pc: Forced anyone to eat carrots? No ... no... I never have.

Aud: You've never used this motivator?

Pc: Come again?

Aud: I say, you've never become overt about this?

Pc: Now, cut that out! I didn't come here to be talked to like that! I'm as much a man as the next fella.

Aud: Of course, you are. I'm sorry. Now, have you ever forced anybody to eat any kind of food?

Pc: Hmmm... Well... seems to me I did make Harley Whipple suck a raw egg once.

Aud: Was this before or after your mother forced you to eat those carrots?

Pc: Well... I guess... Come to think of it, I guess it was after. Poor little Harley! He sure didn't like that raw egg. It wasn't any too fresh...

Aud: Can you remember how those carrots tasted when your mother stood over you and told you to eat them?

Pc: Yeah.

Aud: Can you taste them now?

Pc: Yeah, but I don't like it.

Aud: Well, as you are tasting those carrots there, what kind of a postulate do you make about it?

Pc: What kind of a what?

Aud: What kind of a postulate do you make?

Pc: What kind do I make? You mean, what kind do I make now, or what kind did I make then?

Aud: Well, to begin with, what kind did you make then?

Pc: I don't know.

Aud: You don't know.

Pc: No.



Aud: You remember the incident very clearly, don't you?

Pc: Oh, I remember it, all right.

Aud: Don't you remember what kind of a postulate you made?

Pc: Well... Just what is a postulate, anyway?

Aud: A postulate is something you think.

Pc: Something you think?

Aud: Yes.

Pc: And that's all it is?

Aud: Yes.

Pc: THEN WHY IN HELL DON'T YOU SAY SO? ...

12. Just what is going wrong in the session recorded above? The preclear is obviously capable of recalling quite well and is not afraid to approach incidents of either the overt (Harley Whipple) or motivator (carrots) type. The preclear is eager to co-operate with the auditor and answers all questions to the best of his ability. Something, however, seems to be interfering with the smooth progress of the session.

A careful analysis of the session, line by line, will reveal a faulty communication line between auditor and preclear. The fault in this line is due almost entirely to the auditor's use of technical terms with which the preclear is not familiar. In each case of breakdown of communication the auditor has used such a term, has had it rejected or misunderstood by the preclear, and has then had to rephrase his question in more common language. In each case (except the last) he has been able to get what he was looking for after rephrasing his question.

Our field correspondent reports that this auditor subsequently has studied this recording and has realized his error. Now, when he wants to ask the preclear how he feels, he asks: "How do you feel?" When he wants to know what the preclear thought, he asks: "What did you think?"

The student does well to appreciate the fact that though the technical terminology of Scientology is useful to the auditor, it is only an added burden to a preclear who is low on the tone scale and already much confused by everyday language.

The auditor does not need to expose the preclear to this technical terminology in order to process the preclear any more than an x-ray technician has to familiarize the patient with the details of the camera in order to photograph his cracked rib.

The terminology is a map for the auditor, not a catechism for the preclear.

## **SUMMARY BOOKLET 41**

### **Seminar Questions**

1. What advantages has attention unit running over effort processing?
2. When might effort processing be the preferred method?
3. When do you run a preclear on concepts of ugliness?
4. What do you do with a preclear who has no visio in his recalls?
5. Where on the tone scale is the auditor who uses technical terms he knows his preclear doesn't understand?