

MICHAEL DONISK

SCIENTOMETRIC TESTING

Compiled from the materials of

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1.

STABLE DATA.

Intelligence and Personality Testing has been extensively employed for some time. Around the world, hundreds of millions of tests along various lines are administered each year.

Decisions concerning education, vocational guidance and occupation selection effecting the working lives of many thousands are being made on the basis of these tests. Even decisions concerning a child's future are being made on the basis of I.Q. tests at an early age thus raising false hopes and fears without any satisfactory basis to support them.

Testing originally developed as a means of classification, but this in itself is of little value unless there are effective means available for removing any unwanted or undesirable conditions so revealed.

A failure to produce such effective means, due to lack of knowledge of the mind, led to the erroneous conclusion that man could not change but conformed to a pattern determined at birth and which was perhaps modified slightly by environment. Often the results of tests were never revealed to the individual, thus clothing them in secrecy and leaving the person unaware of his own state.

It wasn't until Dianetics and later Scientology that precise means for changing conditions became known and workable. Scientology uses testing as a means of enabling an individual to become aware of his own personal condition to a point where he moves up the Scale of Awareness to recognising the need for change and begins to demand improvement. His hope factor can then be raised, he can be helped and recognises that he has been.

"Scientology is a system of organised Axioms, resolving the problems of the Spirit, Life and Thought through the application of the exact sciences to the humanities." - LRH.

An Axiom is a self-evident truth, such as the whole is always greater than any of its parts.

"SCIENTOLOGY AXIOM 53: A STABLE DATUM IS NECESSARY TO THE ALIGNMENT OF DATA". - LRH.

A stable datum would be any accurate, pertinent, reliable and invariable piece of information by which one could judge the accuracy of other information. Outside of Scientology there is no stable data as to what constitutes 'optimum' behaviour, but rather there exists a never ending search to ascertain how far people differ from the 'norm'.

But, what is normal?

One may examine the fields of Education, Philosophy or Anthropology in vain for a satisfactory definition and unfortunately, even if defined would be considered a goal rather than a direction from which

to grow. Attempts to define 'normal' have been made by measuring the characteristics held by large groups of people but in fact actually locate the 'average'. This is a fundamental error in that it leads towards the effort to be normal by being average. It implies that a person is 'sane' in direct ratio to his conformity with society.

Rather than create a standard of normality, Scientology has another standard by which to determine the level of an individual. We look at how well he is surviving. When a person is surviving more than he is succumbing, he is what can be considered 'normal' and this places the 'norm' of Scientology far above currently accepted standards of normality.

Survival can be defined as the attempt in a life form to persist in a state of existence as long as possible. As the optimum state of survival Scientology has the proven state of Clear and besides being able to measure accurately deviation from this, is also in a position of being able to raise, through Auditing, an individuals level on a gradient scale to this optimum state. Thus Scientometric Testing could be defined as:

THAT ACTIVITY WHICH MEASURES DEVIATION FROM AND PROGRESS TOWARDS OPTIMUM SURVIVAL.

The confusions and disagreements which were the result of the absence of stable data to which other data could be aligned, coupled with the nineteenth century idea that man was basically a brain, resulted in the development of undesirable practices in order to restore 'normality'

Ignorant and brutal 'treatments' were evolved such as:

1. Cutting away parts of the brain- lobotomy, leucotomy
2. Causing shock by administration of insulin or freezing.
3. Administering of drugs.
4. Electro-convulsive therapy (E.C.T.) which consists of shocking the individual into unconsciousness with a series of jolts of electricity across the head. This is very fashionable at this time and it is not uncommon for patients to bruise and crack the bones of the spine due to the immense strain put on the body during its convulsions. This is now being 'handled' by injecting the patient with curare to reduce the spasms and protect the body.

With Scientology methods it is possible to take an individual from the level on which he is operating up to optimum on a gradient scale. It is not possible however to apply ECT or drugs to an already capable person and improve his capabilities. Scientology does make the able MORE able.

With its knowledge of the fundamental principles of existence, fully explained in L. Ron Hubbard's book: 'Science of Survival', as its stable data and the Chart of Attitudes, Valences and the exact pattern of the Reactive Mind, Scientology now makes behaviour patterns readily understood.

GENERAL BACKGROUND OF TESTING

Testing is a very old subject. It is not newly developed in modern times. One of the first examples of testing that we find is in the early Chaldean times. Testing of all kinds, sorts and descriptions as to honesty, intent, reliability, ability and so forth, have been with man almost as long as he has been on earth. In modern times these tests have been more standardized and reduced to writing.

Here, for example, is a test I heard about, from the 18th century down in Georgia. It was a guilt test. Somebody had stolen something, so they would have all the negroes on the plantation line up and put a rooster underneath a big black kettle. This was a witch rooster or something of the sort. And they would say, "the man who stole it, when he touches the black kettle will make the rooster crow". All the negroes on the plantation would go by the kettle and then the overseer merely had to go by and look at their hands. The negro who didn't have any soot on his hands was, of course, guilty.

All tests, however, have had an end goal, and they of modern times are more or less as covert as this rooster under the black kettle.

PAB 128
15 Jan 1958
by L. Ron Hubbard

The general opinion today is that as far as written records are concerned the measurement of human traits, characteristics and abilities began with Fechner who published his experiments in sensory measurement in 1860. However, this was just a culmination of studies done over the previous century into the measurement of sensory perception.

In 1862, the Dutchman, F. C. Donders applied data on reaction time, originated earlier by astronomers in observing stellar transits, to measure speed of mental processes.

Wundt, in the Liepzig Institute, was also aware of the variabilities in reaction time and took up the procedures developed by Donders, and in the 1880's 'mental chronometry' emerged.

Engaging in measurement was the means used to have these studies labelled 'scientific'.

The enthusiasm lasted until 1893, when Kulpe criticized the whole procedure and interest waned.

In the late 1870's, Ebbinghaus revived the methods of Fechner, and began to apply them to the measurement of learning and memory. This was to be continued by Muller and many others.

Meanwhile in Russia, Pavlov was working on conditioned reflexes, and in 1913, the two fields were finally united in America.

In 1898, in yet another area, Thorndike began to measure the learning rate of animals. Following the publication of Darwin's book, "Origin of Species", in 1859, his cousin Francis Galton, began working on the measurement of individual differences.

His tests were taken up by Cattell in America, who named them mental tests.

Soon after, came Binet's test of intelligence. There is a wealth of material on current theories and methods, and testing has become an end in itself.

Today, there are tests for practically everything, including Music, Art and Manual Dexterity.

For measuring Personality, 'Self Report' is one of the basic methods. The first of these was Woodworth's Personality Data Sheet which was devised as a means to detecting emotionally unstable persons in the United States Army.

There are Performance Tests, Personality Inventories, which ask people to report on their likes, dislikes, feelings, behaviour, etc. in such a way that scores can be obtained, and Projective Tests such as the Rorschach Ink Blot Test. This was developed by a Swiss, and takes about 2 years to learn how to administer and interpret, working in close collaboration with an expert and yet is not a highly validated test.

3.

INTELLIGENCE

The earliest ideas on intelligence can be traced back to Aristotle. Today, outside of Scientology, there is little agreement on a formal definition of intelligence. It is very difficult to get an accurate idea from books on the subject as they are mainly full of tests of all descriptions and statistical data and one soon gets the idea that a definition of intelligence has not yet been agreed upon. It mainly resolves down to the existence of abilities and their absence as the primary factor in the completion of a task and failure to do so. There is some agreement that although there may possibly be a factor known as 'general intelligence' it is not a single factor but composed of a number of separate abilities which probably develop at different rates. However, even this idea is not generally accepted and tends to be discredited.

The Intelligence Quotient (I.Q.) was so termed by Terman, who considered it to be:

$$\frac{\text{MENTAL AGE}}{\text{CHRONOLOGICAL AGE}} \times 100$$

Mental age is defined in terms of a persons ability to do successfully, tests which the average person of a given age can do. Thus a child who solves problems which 50% of ten year olds can solve, would have a Mental Age of Ten, regardless of Chronological Age. If this same child happened to be ten years old at the time, it would be of average ability. It is a convenient measure for use in considering the relative ability of a person in relation to the average, which is 100.

A considerable anxiety has developed in the present attitudes of people, based on the false idea that the Intelligence Quotient is a fixed figure which tends to remain stable after the age of six, reaches maximum in late teens and thereafter steadily declines throughout adulthood and old age and is the sole determining factor in their work and success in life. This apprehension is now diminishing due to the recognition and proof by Scientology, that I.Q. is not the sole determining factor and can be raised.

AXIOM 58: INTELLIGENCE AND JUDGEMENT ARE MEASURED BY THE ABILITY TO EVALUATE RELATIVE IMPORTANCES.

COROLLARY: THE ABILITY TO EVALUATE RELATIVE IMPORTANCES AND UN-IMPORTANCES IS THE HIGHEST FACULTY OF LOGIC. - LRH

DIANETIC AXIOM 103: INTELLIGENCE DEPENDS ON THE ABILITY TO SELECT ALIGNED OR MISALIGNED DATA FROM AN AREA OF RANDOMITY AND SO DISCOVER A SOLUTION TO REDUCE ALL RANDOMITY IN THAT AREA. - LRH

Intelligence appears when stupidity is keyed out or erased. - LRH

AXIOM 38: 1. STUPIDITY IS UNKNOWNNESS OF CONSIDERATION.

2. STUPIDITY IS UNKNOWNNESS OF TIME, PLACE, FORM AND EVENT. (MECHANICAL DEFINITION) - LRH

'Intelligence is the ability to perceive, pose and resolve problems relating to survival'. - LRH Science of Survival.

LOGIC 13: PROBLEMS ARE RESOLVED BY COMPARTMENTING THEM INTO AREAS OF SIMILAR MAGNITUDE AND DATA, COMPARING THEM TO DATA ALREADY KNOWN AND RESOLVING EACH AREA. DATA WHICH CANNOT BE KNOWN IMMEDIATELY MAY BE RESOLVED BY ADDRESSING WHAT IS KNOWN AND USING ITS SOLUTION TO RESOLVE THE REMAINDER. - LRH

'Intelligence and the urge to survive (the Dynamic) are both necessary to continued existence. The quality of each varies from individual to individual and group to group. The Dynamics are inhibited by engrams which clock their flow of theta, or life force and disperse it. Intelligence is also inhibited by engrams which enter false or improperly graded data into the analytical mind.' - LRH

Measures of intelligence should never be used alone but should be considered in relation to other factors. One would not attempt to predict individual achievement from I.Q. alone, any more than one would attempt to judge anything on the basis of a single quality. From the point of view of Scientometric Testing, it is only part of the total picture of how well the individual is surviving.

4.

PERSONALITY

It is only in the last hundred years that systematic methods for testing and measuring personality have been investigated. During World War 1, in order to classify the large numbers of people who were being called up to serve in the forces, not only were intelligence tests being devised but also means for detecting neuroticism and emotional instability. To interview all individually was not possible so a questionnaire, which contained the type of questions that would have been asked in a personal interview was developed.

However, due to the lack of stable data, evaluators held conflicting opinions and thus have always found it a problem to evolve methods to measure important human attributes. Quite a number of tests are commonly employed to measure personality but great difficulty has been experienced because of such factors entering as the relatively unstandardised nature of the tests, the reliance on the skill of the interpreter and the lack of agreement on fundamentals.

This has been overcome in Scientology.

Scientology is much more precise:

'PERSONALITY: A complex of inherited (MEST, organic, Theta) and environmental (aberration, education, present-time environment, nutrition, etc.) factors.

GENETIC PERSONALITY: Personal characteristics and tendencies derived from three inheritance sources (MEST, organic line, Theta). This might be said to be Basic Personality or the core of the Basic Personality.

ABBERRATED PERSONALITY: The personality resultant from the superimposition on the Genetic Personality of personal characteristics and tendencies brought about by all, environmental factors, pro-survival and aberrational'. - LRH - Science of Survival.

Those traits that are well enough defined to be measured have been used, with the purpose of measuring how well an individual is surviving, in the American Personality Analysis by Julia Salmen, This, as well as its English equivalent the Oxford Capacity Analysis, by Raymond Kemp, is the primary test used in Scientometric Testing.

5.

VALENCES

I knew valences, those mocked up other-beingnesses a person thinks he is, were the source of test profile patterns.

When we rid the pc of an undesirable valence his profile rose on the graph and he felt and acted better. When we did not alter the valence in tested cases the profile remained much the same. If the preclear were driven into undesirable valences by experiment, his profile worsened apparently.

From HCO B 9 June 1960
The Basic Assumptions of
Scientology versus Overts

6.

TESTING IN DIANETICS

The advent of Dianetics into a lethargic society in May, 1950, created a stir which spread around the world. There were those who believed Dianetics implicitly and to whose searching minds it seemed the final answer both for their personal problems and for the problems of the entire world. To those who did not share his hearty acceptance of its revolutionary tenets it was a fad, a cult, or even a blasphemy. Loudly this faction clamoured for "validation," demanding that Dianetics prove its startling claims. It did not matter to them that never, before Dianetics, had any claims concerning "cures" or remissions of mental illnesses been validated, or that no formal attempt by any psychotherapy had ever been made toward this end. They sought, for one reason or another, to make Dianetics either prove its claims of what to them were fantastic cures of psychoses, or to withdraw once and for all into the obscurity of admitted defeat.

Dianetics accepted the challenge. The ardent enthusiasts and practitioners of the new science provided a fertile field for obtaining the demanded "validation." Prospective students, flocking to the Foundation and its branches from all walks of life and all levels of mental and physical health, were required to take psychometry before attending classes. Those who appeared at the Foundation for clinical processing were likewise given psychometry both before processing began and after processing was completed. The psychometry given one and all was the standard testing of established schools of psychology under the direction of fully qualified psychologists. Dianetics had not yet developed its own batteries of tests; but even had this been accomplished at that time, it would not have been acceptable to those who sought to discredit the budding science. They would have shouted that anyone could pass a test of his own making. Thus, in one more way, did Dianetics meet its critics on their own levels.

The Minnesota Multiphasic Test is well known among psychometrists, college and industrial personnel. It has specific advantages and disadvantages, as have all modes of mental testing, but it is popular because of its simplicity and ease of scoring, and because of the relative ease of picturing the mental state of the testee which it affords. Therefore, in picking a "scientific" standard psychometric test, the Foundation chose as one of its tests the Minnesota Multiphasic Personality Inventory.

Among professional people the Wechsler-Bellevue Intelligence Scale stands in high esteem, since it reveals more about the pattern of an individual's mental functioning than do similar tests. Originally, it was designed because its author felt that other tests existing at the time were more fitting for children. Early in the war the

War Department requested that this test be used for channelling recruits into the services, and the particular Wechsler-Bellevue which was used became known as Form B. Its special characteristics include the Point Scale as contrasted to others using an I.Q. scale; each item is credited with a certain number of points, and the total points determine the score. The Wechsler-Bellevue is divided into eleven sub-tests, and it affords separate scoring of eleven types of behaviour. Sub-tests are grouped into two series, one yielding a "Verbal I.Q." and the other a "Performance I.Q." This feature alone makes the Wechsler (pronounced "wex-ler") of outstanding value in the measuring of rises in mental performance and activity.

In the field of testing itself a favourite method of "validating" a mental test is simply by correlation with other tests. Dianetics has undertaken to give a broad picture of the improvement afforded in human behaviour by using more than one test. Thus, it is impossible to level a finger of criticism at a specific test in order to belittle the unprecedented improvement which is brought about in an individual by dianetic processing. It must be remembered however that testing takes up a lot of valuable time. Except for this reason hundreds of tests might have been given these 88 testees, to satisfy each and every one of the critics of Dianetics. Those who are not satisfied with the results obtained from the tests which were chosen are cordially invited to set up a testing programme of their own; to send for a Hubbard Dianetic Auditor to audit the chosen pre-clears, and to draw their own conclusions from the results which accrue.

The results of the "befores" were quite within keeping of the general average results any psychometrist would expect from a cross-section of the population. But the results of the "afters" were completely bewildering to those dyed-in-the-wool doubters who hesitate to believe evidence seen with their own eyes. The signatures of the examining psychometrists Gordon Southon, Peggy Southon and Dalmyra Ibanex, Ph.D., Ed.D., are affixed to each bank of tests and witnessed. These psychometrists are registered professional personnel whose honesty and standing in the field of psychology is above question.

In past comparative testing, it has been quite within the keeping of those conducting mental research to choose about five persons for examination, retaining an equal number as a "control" group. Dianetics has built this particular validation programme around 88 persons. Never before has such an astounding number participated in tests to show improvement in mental health, specifically in the testing of increase in mental ability and reduction of psychoses and psychosomatic illnesses.

A vast backlog of psychometry has since been accumulated, many times outnumbering this original 88. Dianetics is now in a position to do the challenging, and the following charts are submitted as proof of

the efficacious results of processing.

Dianetics was challenged to prove the claim of increased I.Q. and that dianetic processing has as two of its by-products the relief of psychoses and psychosomatic illnesses. Had the challengers any idea that this proof could be presented they might have not been so blatant in their demands, and had they any inkling that the results would be so completely in Dianetics' favour they might have withheld them completely. However, Dianetics has met the challenge. Herewith, in graphic form, is a cross-section of the results.

The arbitrary measure of human intelligence popularly known as the individual's "I.Q." is not a measure of how much he has learned over a period of a lifetime. I.Q. ratings are a measure of an individual's capacity for learning something new; they are scales based upon how old in years a person has become compared to how "old" he is mentally. One might be 30 years of age and yet have an equivalent mental capacity of an average 15-year-old school boy. On the other hand, a particularly adept pupil of grade school, perhaps 8 years of age, might have a mental capacity equivalent to someone ten years his senior.

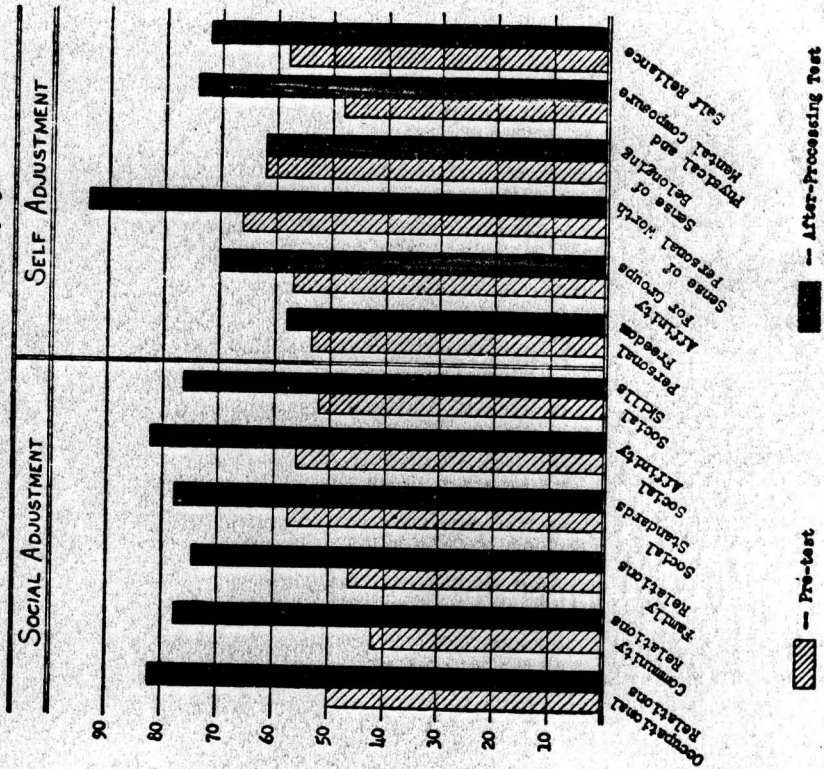
It has become a cliché that an individual's I.Q. rating does not change throughout his lifetime. Indeed, until Dianetics, a gain in I.Q. scoring from one test to another was greeted with astonishment and an immediate assertion that a mistake had been made by the psychometrist scoring the tests.

When Dianetics made the statement that a person's Intelligence Quotient (I.Q.) increased remarkably following a few hours of dianetic processing, the clamour for "proof" began. The Foundation has this proof in abundance. As shown on the bar graph one group of 88 persons was given standard I.Q. tests, and their scores plotted along the horizontal bar, regardless of whether these particular scores were 50 I.Q. or 150 I.Q. One month passed, a month in which the pre-clears received about 60 hours of dianetic processing. They they were given a second I.Q. test. The score on the second test was then plotted on the vertical bar at the point which represents the points of gain or loss.

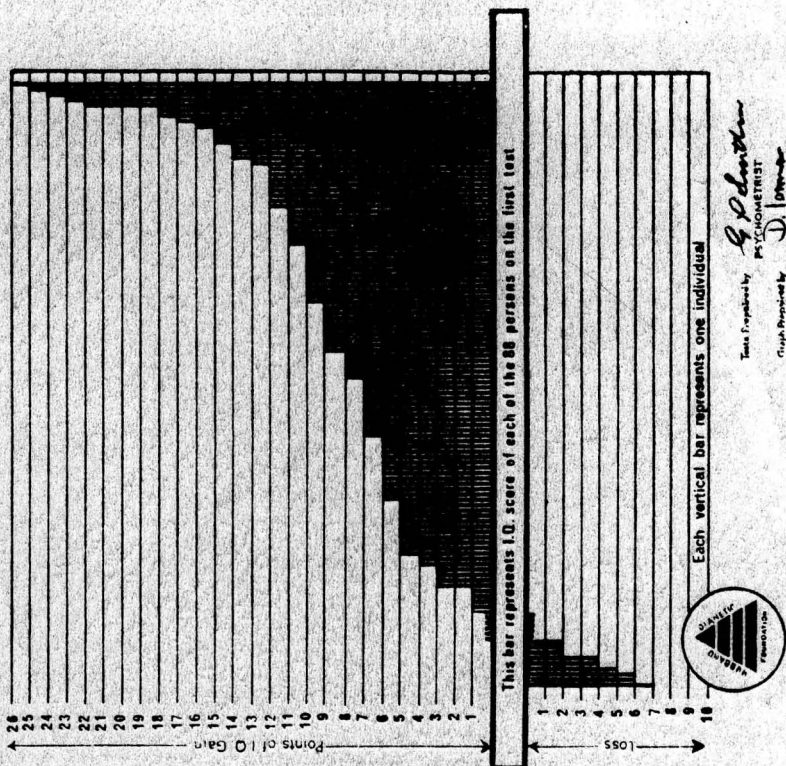
Let's call the vertical bar on the extreme right of the graph by the name John Smith. John appeared at the Foundation for training in Dianetic Auditing, and before being permitted to attend classes, was given a group of tests, among which was an "I.Q." test. He was found to have, according to the standards set forth by the originators of the test, an I.Q. of 125. He went to class, learned dianetic theory, learned to audit effectively, and during the course received 65 hours of dianetic processing from classmates. On Certification Day, he was given a second block of tests containing a standard follow-up of the I.Q. test he had taken a month before. His rating on the second test was 151. Thus, John Smith gained 26 points in I.Q. in a period of one month, and these 26 points are plotted

Summary of Average Percentile Scores on California Test of Personality

Based on Average Percentile Scores
of 76 Cases For Each Category



SUMMARY OF GAIN IN INTELLIGENCE SCORES after Dianotic processing



on the graph as a vertical bar.

Among the tests in the block taken by John Smith was the California Test of Personality. Various aspects of his social and individual personality were determined by use of this test. One of his most marked improvements was in his occupational relations (he had lost job after job because he couldn't get along with his boss and fellow workers). His second greatest personality change was in his feeling of personal worth; prior to his processing he had considered himself as incapable of handling a foreman's position, or of leading a group. The after-processing test showed that he had acquired a much deeper feeling of personal worth, and that he would rate highly with his fellow workers.

The Summary of Average Percentile Scores as shown on the Personality Bar Graph is a display of the results showing increases in the twelve categories listed. Seventy-six individuals were given before and - after - psychometry which included the California Test of Personality, and their average is displayed in graphic form. To obtain the "average" score of all 76 persons, it is necessary to total their scores and divide the result by 76. The average scores of the 76 individuals on the first test are shown by the height of the shaded bars. The average scores of the 76 persons after they had received dianetic processing of about 60 hours each is shown by the height of the solid bars. In each case, there is an evident increase.

Two graphs display the results obtained with use of the Minnesota Multiphasic Personality Inventory test. As in the preceding graph, these show the averaged scores of a number of individuals, divided into two displays; 21 cases, all male, and 7 cases, all female.

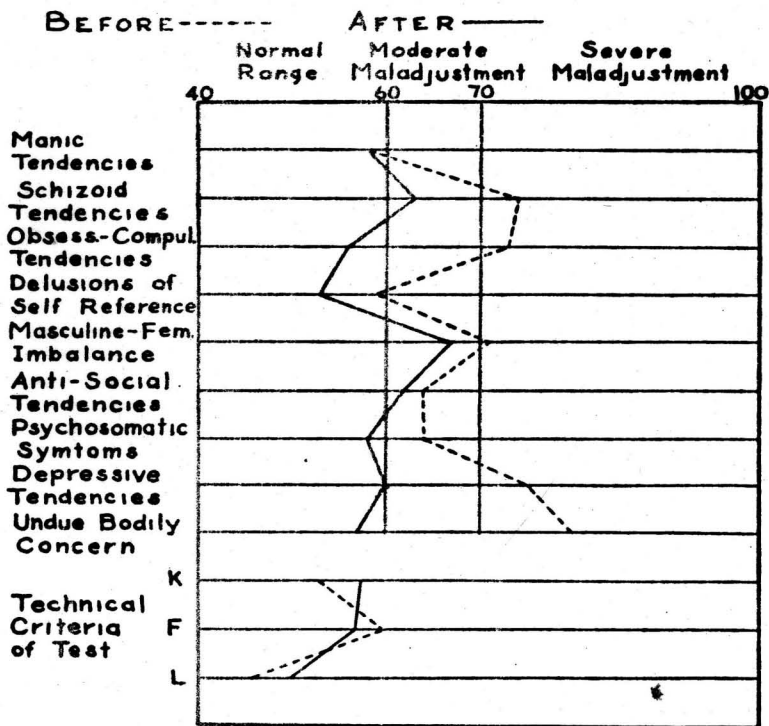
The graphs are marked off in arbitrary scale form, beginning with 40 and ending with 100, and the averaged results of the first tests taken by the individual concerned are located where the dotted line crosses each sub-title line. The averaged results of the second tests taken after the persons had received about 60 hours of dianetic processing are located where the solid black line crosses each sub-title line.

The first sub-title, "Manic Tendencies," means that a person is to a measurable degree influenced by compulsions which cause him to feel, for example, that he has to conquer the world, as Napoleon or Alexander set out to do. The averages of both the before- and the after-processing tests came out practically at the same point on the scale, about 59. Although this indicates that as a group there was no decrease in maladjustment, a few individuals within the group may have adjusted remarkably in this category.

The second sub-title, "Schizoid Tendencies," means roughly that a person might be suffering from what Dianetics defines as a valence shift or the assumption of a second or third personality which is not inherently the individual's own. The average for the group in the pre-test was about 76 toward maladjustment. The after-processing test shows that the group as an average decreased in maladjustment or, in other words, adjusted toward gaining and recognizing their own personality.

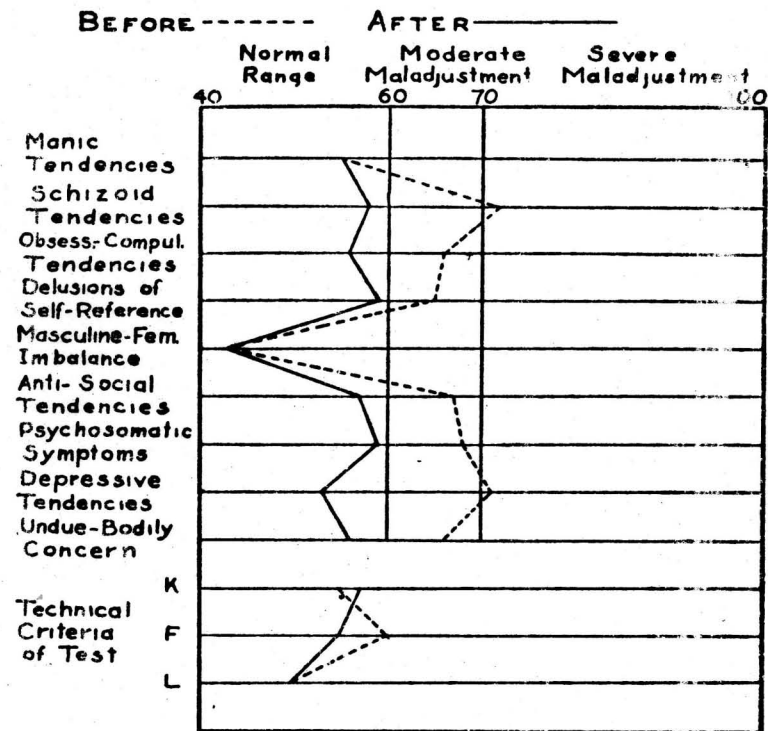
RESULTS FROM MINNESOTA MULTIPHASIC
PERSONALITY INVENTORY

AVERAGED RAW SCORES (PLUS K FACTOR)
21 CASES ALL MALE



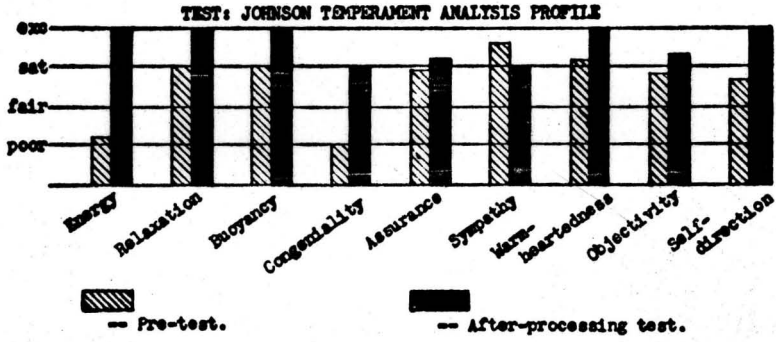
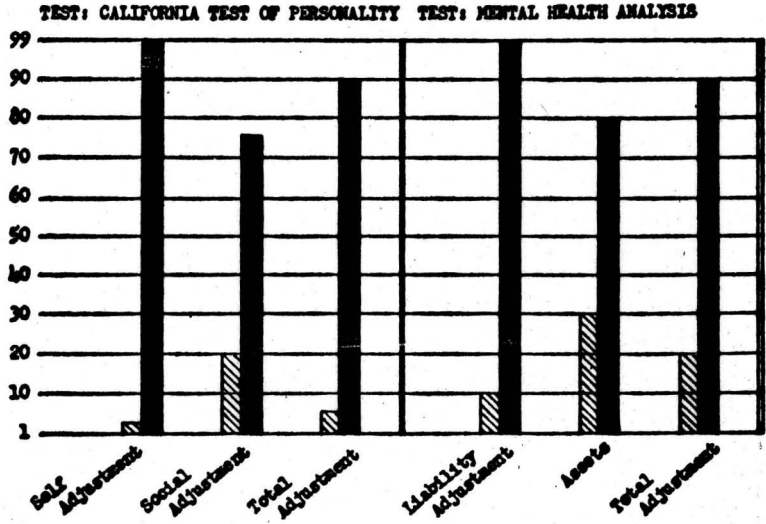
RESULTS FROM MINNESOTA MULTIPHASIC
PERSONALITY INVENTORY

AVERAGED RAW SCORES (PLUS K FACTOR)
7 CASES ALL FEMALE



Typical Test Results One Individual

NAME [REDACTED] AGE 29 BIRTHDAY 10-6-07 SEX M ... CASE NO. 100
ADDRESS [REDACTED] CITY San Diego STATE Calif.



Under the sub-title "Obsessive-Compulsive Tendencies" might be placed those who "just have to wash their hands" after every tiny chore, or those who, before they turn a written page they have just completed, are compelled to dot every "i" or else be completely unable to continue writing. Persons in this category are compelled to carry out some routine, idiotic or otherwise, regardless of what might be more important at the moment.

The remainder of the sub-titles refer to various conditions evident in individuals, such as the feeling that "everybody's against me" and the tendency for a man to feel somewhat feminine, as well as the extreme anti-socialness of hermits and pyromaniacs. Psychosomatic symptoms are evidences of bodily discomfort or disease which have no physical origin, while the Undue Bodily Concern category represents the degree of obsession regarding sickness, referred to by the medical profession as "hypochondria."

Although there are hundreds of individual cases to choose from, the test results of the individual displayed in the graph entitled Typical Test Results of One Individual are average, hence typical. Case No. 446 from the California files shows that according to the results obtained from the California Test of Personality this person became very much better adjusted than he had been before processing. His social adjustment, or the manner in which he gets along with groups, became more acceptable. The third bar in the first section of the graph merely shows the average of the previous two factors and is entitled Total Adjustment.

As shown by the Mental Health Analysis test, he adjusted his liabilities toward usefulness, and increased his assets. His total adjustment is shown on the third bar column.

In the third test, the Johnson Temperament Analysis Profile, there are nine categories of test results, graded on a scale of Excellent, Satisfactory, Fair and Poor. The greatest improvement shown on this test was in the energy he evidenced in the tackling of a problem, and in his congeniality among people. His relaxation and buoyancy categories already satisfactory when he took the first test, increased to a rating of Excellent.

When this first man came to the Foundation, he was not particularly liked by his classmates and others who came in contact with him. He was often morose, sullen, uncommunicative, and, as one classmate put it, "downright unfriendly." A noticeable change in his social awareness came about within the first week of his processing, and by the time he had finished his training he had reached an overall adjustment to an extent that he was congenial to everyone, and was well liked in return.

from 'Science of Survival
by L. Ron Hubbard

7.

RESEARCH TESTING REPORT

Figure 1 shows the Personality Analysis Traits and Intelligent Quotient that we in Scientology are at this time testing and observing. The dotted line represents the condition of the testees before any Scientology has been done, the heavy black line shows their condition after four weeks of training, that is, halfway through their course.

This analysis is compiled from the averages of 12 individual students tested, so let us consider this dotted line as representing a group of people who have perhaps read something of Scientology and have decided they would like to improve their own abilities and get into good enough shape that they in turn can improve the abilities of others. We have therefore a group of people who are already cognizant of the fact that something can be done.

Thus, we find that as a group they are 93 per cent oriented and 95 per cent capable of correct estimation. The term 100 per cent on the profile would represent what the psychologists would call the "normal integrated personality." This group of people then would appear to be more than normally happy, very well composed with a quite high action level, capable of being cause, capable of expressing affinity with an empathy level and not inhibited. This state in any other organization than Scientology would be considered to be an excellent state and an employer having a staff made up of this group would consider himself quite fortunate.

However in Scientology we deal with the creation of abilities, and on the professional courses we expect the student to be in a good state of beingness before he takes the course. The average I.Q. of these 12 people was 122, which represents the upper 50 per cent of the population. After four weeks of training, in a period when most instructors would consider their students to be in the midst of their confusion area, we find (see thick line) that the students have become 35 points more oriented, 38 points more happy, 43 points more composed. Their "motion" or action level has increased 30 points yet, contrary to popular belief, they are not being very much more aggressive. However the capacity to be cause has gone up nearly 40 points while the capacity to correctly estimate a situation is now far beyond what one would consider normal. You can see also that their empathy level (empathy may be best described as compassion) has increased some 30 points, while their capacity to express affinity has made the biggest rise of 50 points. It can readily be seen also that this group of testees is by now becoming more stable. This is shown by a slight flattening of the over-all curve of the points on each trait.

In Figure 2, is an analysis of four members of the same group of students, who had at the time of writing completed their course. It shows the average of this small group before and after their full course. We find that during the latter four weeks the rise has continued at about the same rate. Here for the first time we see a group of truly happy and composed people with very high motion level, well able to cause but fully appreciate of the situation in which they would find themselves at any given moment and able to correctly estimate that situation. With an empathy reading of 194 and an affinity reading of 194, there are no "intellectual snobs" here. Again it can be noted that this group of people show no sign of being brash or "super-overt," yet they are in no way inhibited or submissive. One interesting point that may be observed on the final graph of Figure 2 is that the serenity level is a little lower than the others. Experience has shown that this very soon rises after the student goes out into the "great outside world," and starts to get his results as he has been trained to do. By the end of the course the average I.Q. at 137 puts these people in the top 30 per cent of the population.

This series of tests show that after eight weeks of instruction with attention to the student's case under the instructor's supervision, that we are turning out sane, capable and stable auditors, capable of doing the job that we in Scientology desire to do.

Figure 3 shows the before and after profiles of 12 cases, who upon results of their first test, were evaluated as needing 25 hours of processing. In this figure you see for the first time the sort of profile that the average person, quite sane and who, by other standards, would be considered to be a fairly capable individual - only 45 per cent oriented and 50 per cent happy, being very nervous yet capable of good average action level in today's society. Not by normal standards inhibited; only 60 per cent appreciative yet capable of showing empathy but being 35 per cent withdrawn. This profile does not in any way indicate that this class of case is in any way psychotic. It indicates the normal person who feels they are are not handling life as well as they could, yet by trait D (Serenity) which on such a profile as this would be considered a euphoric condition, in lay terms would be "making the best of a situation in which he found himself." The 70 points difference between high and low plots on the graph indicate a great deal of instability and it is estimated that the psychoanalysts would advise a three-year course of analysis for such a person. At the end of 25 hours of processing we find that these pre-clears now only have 40 points difference between their two extremes of profile and as you can see, the whole personality has become very much more stable, and these people would be well above the average socially accepted "norm". Their average I.Q. rose 14 points from the 25 hours of processing.

In Figure 4 we find the tougher case class. This analysis is the average of those cases which on their initial test have shown to require more than the normal 25 hours intensive, in actual fact

this series of tests over three cases was given an average of 50 hours of processing and here is a typical example of the sort of data we have before us when we say that if a case needs more than 25 hours they should have 75 hours. Looking at Figure 4 for a moment at the heavy line showing the after results, the first thing that one can see is that although the changes have been phenomenal the stability we desire in Scientology is, in these cases, not as great as would be preferred. The dotted line - the before profile - is typical of the person who has something wrong with them. Almost totally nervous and scattered, depressed and unhappy. At least 50 per cent below the normally accepted motion level of an individual in society. Sixty points inhibited and 75 points withdrawn, these people are struggling with life and making very little out of it. With all this, the social set-up of our modern civilization is such that these people could cover up quite well and broadcast to those who did not have eyes to see that "there is nothing wrong with me." This is readily seen by looking at trait D where we find that the serenity level is completely "out of this world." With 135 points between the high and low points of the graph there is very little stability, yet all too often we find the individuals who are in positions where they can make decisions concerning your and our futures showing up with traits like this. At the end of 50 hours of processing, however (see thick line), we are still producing an above average personality and although the parallels of plot on traits G, H, I and J show that the basic personality has not been changed, the capacity of that basic personality has been increased almost 100 per cent. From this it may be seen that Scientology processing does not regiment people into a set pattern, but deals with a personality as seen or as existing, and simply creates within the individuals a better ability to act in a sane and optimum manner.

Referring back to Figures 1 and 2, the before graph for students, and Figure 3, the after graph of the 25 hours processing cases, both classes of clinic cases after processing would at the end of their intensives be sufficiently able and capable to be accepted for training. By deduction then, we can see that no matter what the condition of the individual when he walks into Scientology, with modern techniques and processes, he can be made more able, and capable of helping his fellow man.

The Intelligence Quotient rises on the clinic cases demonstrate that it is not the intelligence of the individual that causes the rise in personality. Those cases that were not in bad shape at the beginning made an average rise of 14 points, even though the initial I.Q. was much lower than the supposedly more intelligent people who happen to be in very much worse shape as personalities.

On this matter of Intelligence Quotient, it is becoming practically impossible now to do anything for an individual with Scientology without immediately giving him a substantial rise in intelligence - a thing which only 10 years ago would have driven the whole of the "mental" experts into a frenzy.

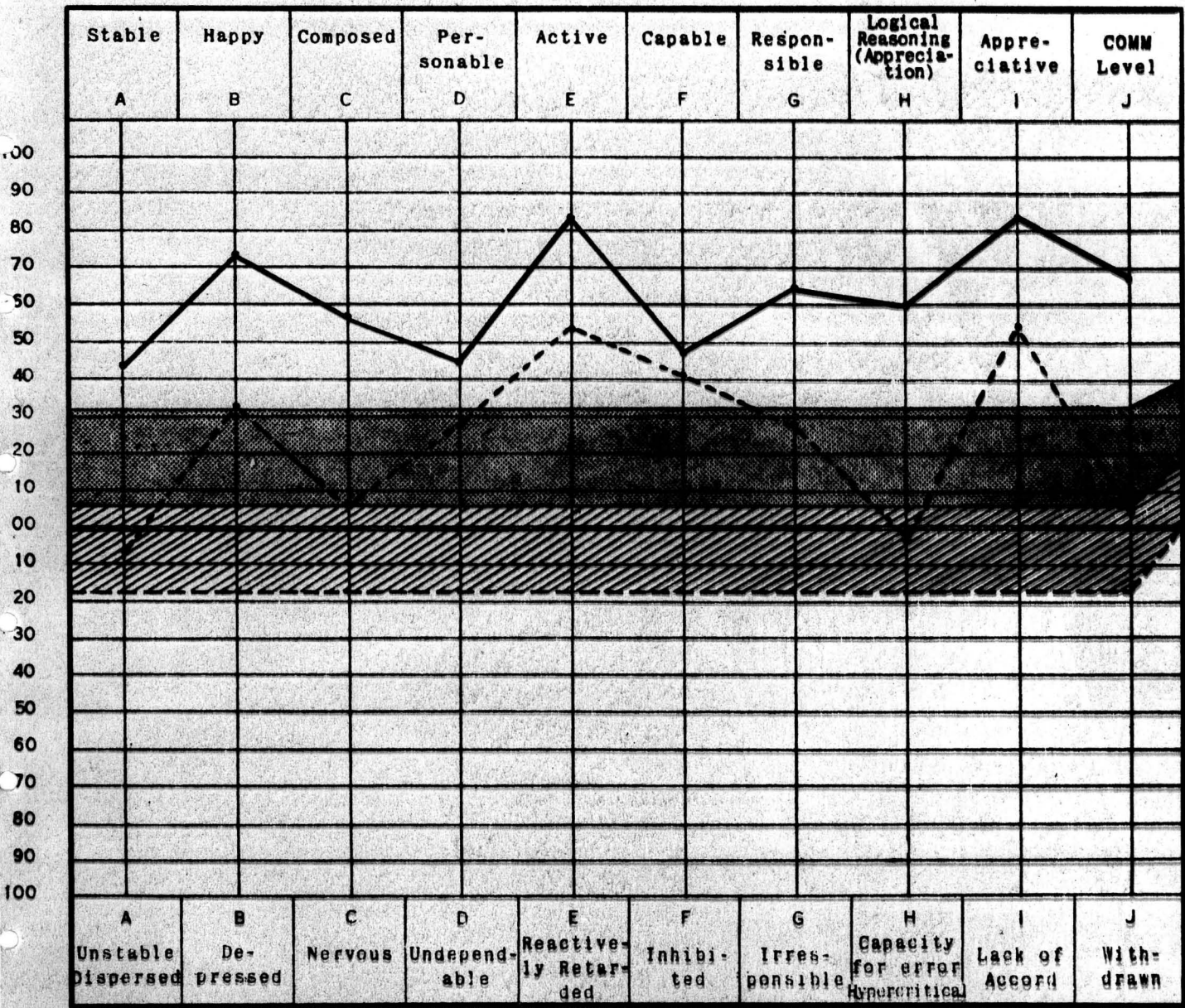


FIGURE 1.

This profile describes the average of twelve students on the Day Professional Course. The dotted line represents them upon joining the course. The heavy line represents them when half way through their eight-week course. Their average I.Q. at commencement was 122. Their average I.Q. half way through the course was 143, a gain of 21 points.

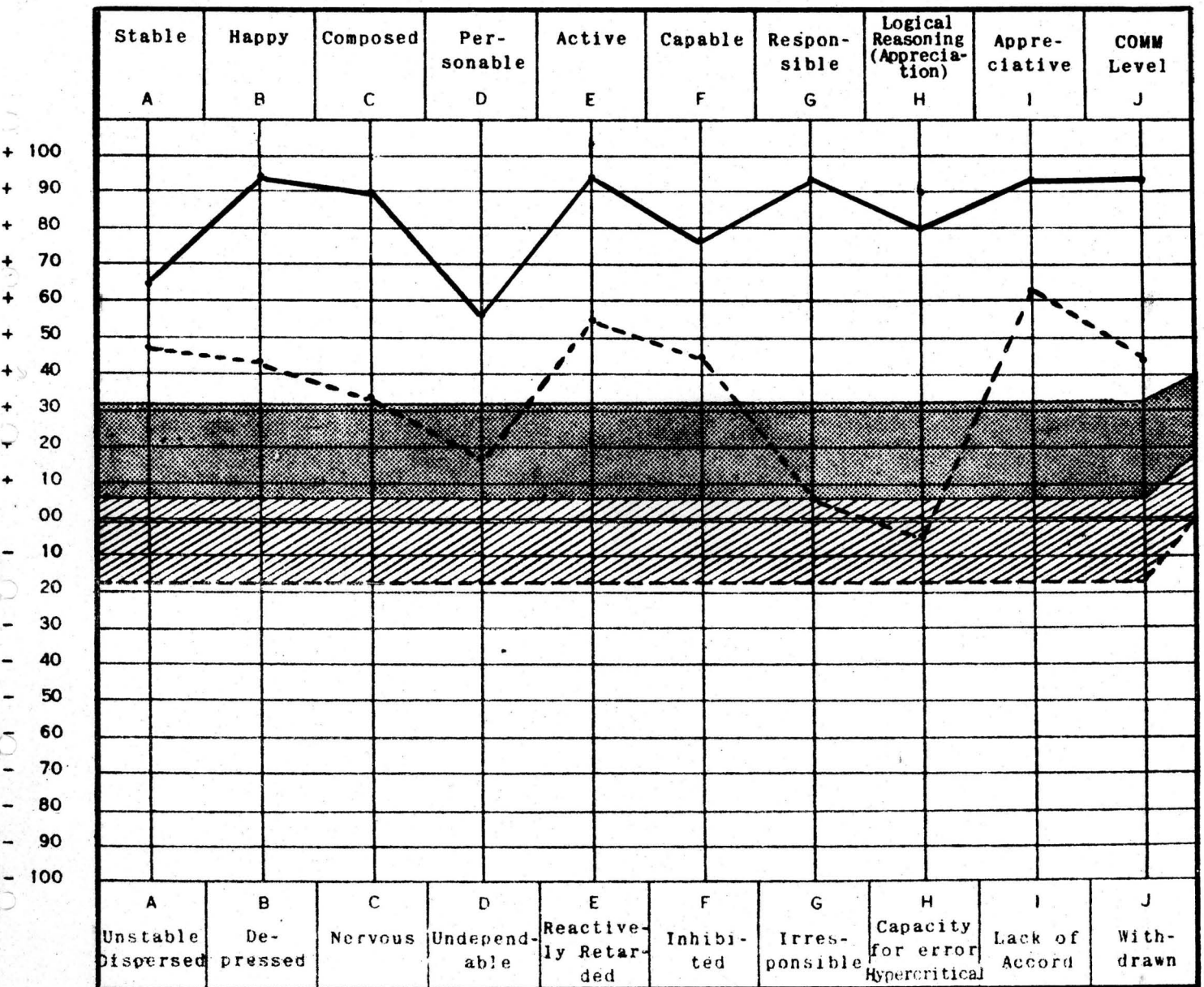


FIGURE 2.

This profile describes four of the same group of students mentioned in figure one who had at the time of writing completed their course.

The heavy line represents their average after four weeks training.

The average I.Q. of this small group on commencement of their course was 114.

Their average I.Q. on leaving was 137, representing a gain of 23 points.

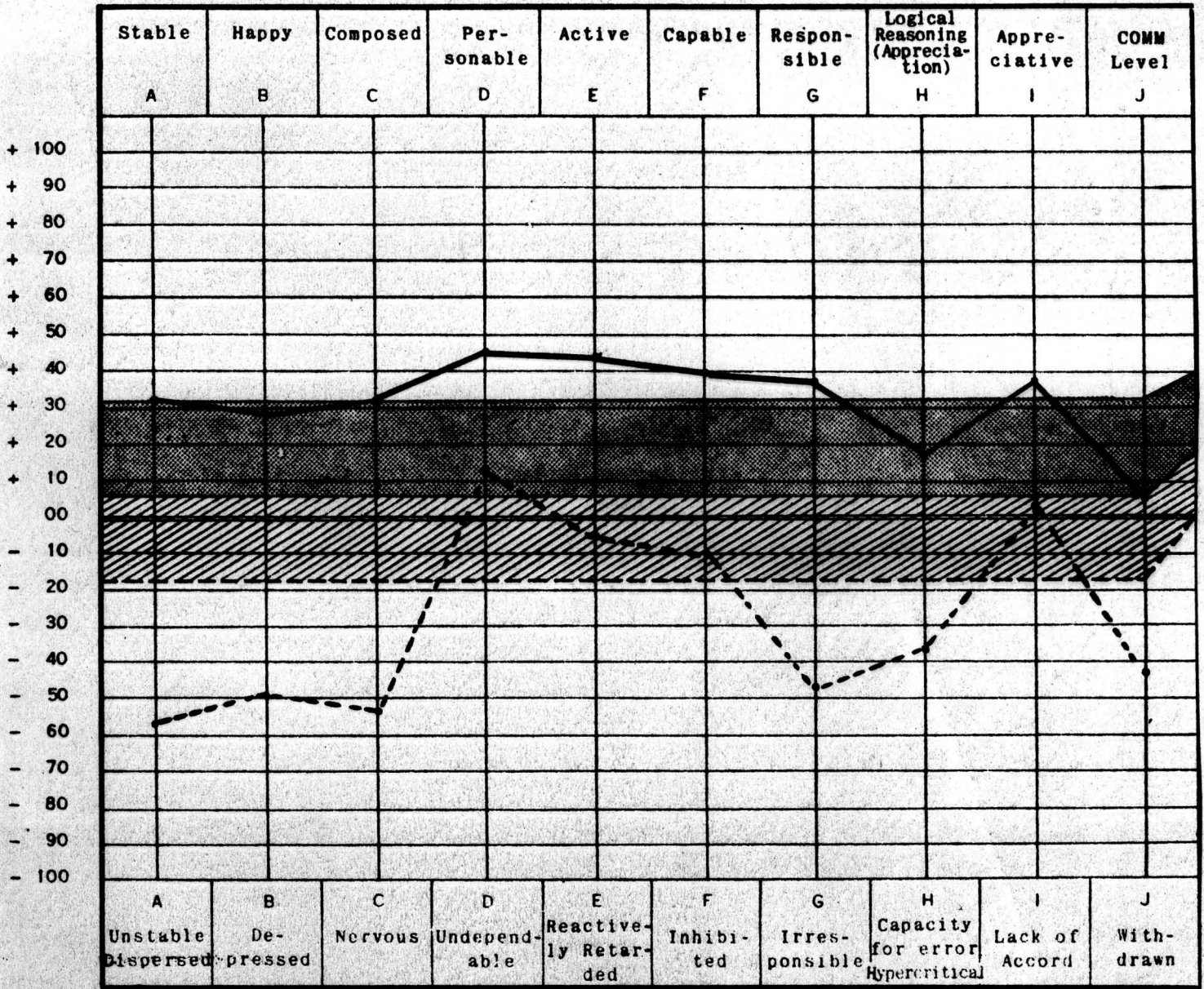


FIGURE 3

This profile describes the average of twelve clinic preclears. The heavy line represents them after 25 hours of processing. Their average I.Q. before processing was 116. Their average after an intensive period of 25 hours processing 130. A gain of 14 points.

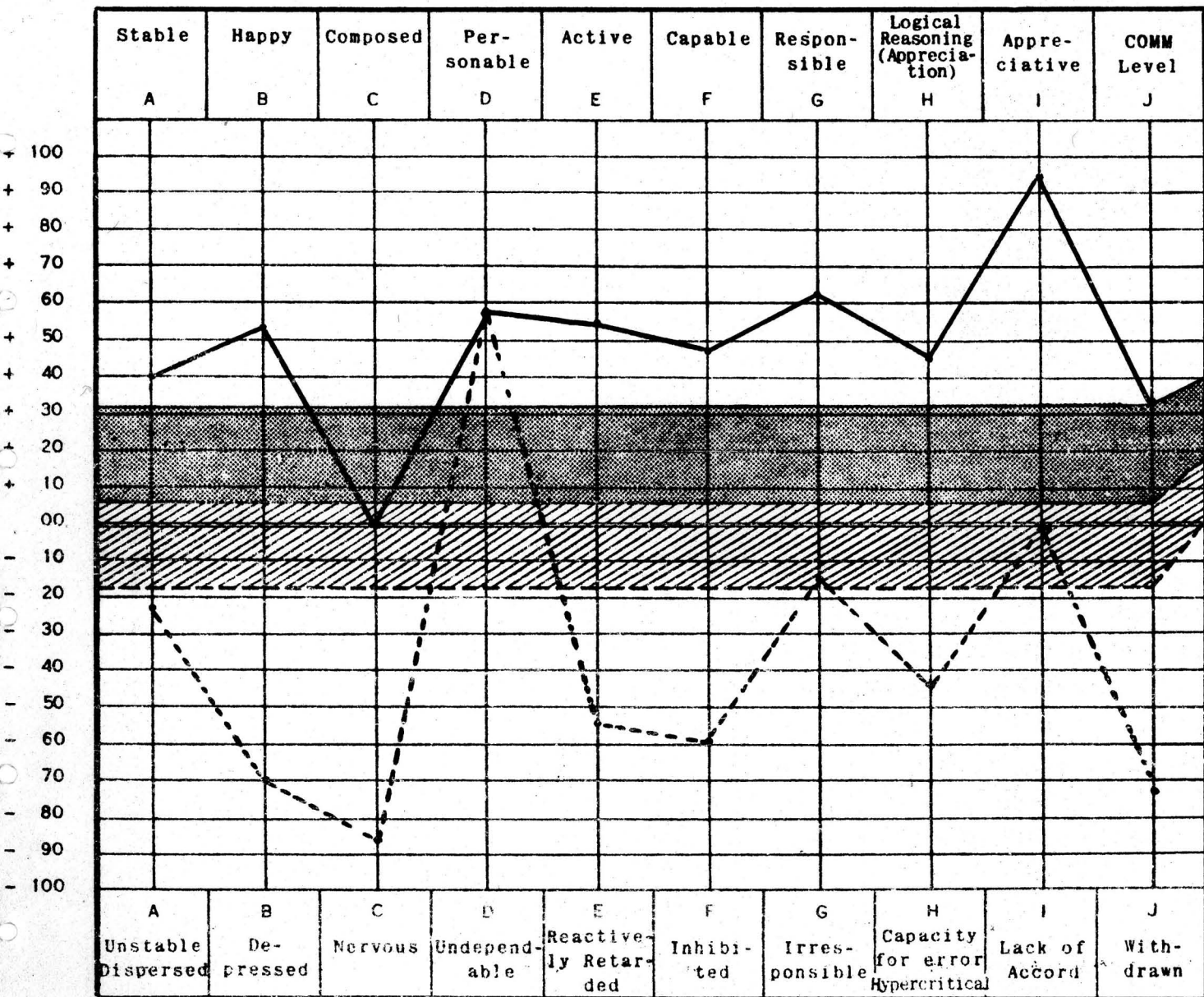


FIGURE 4.

This profile represents the average of three cases who undertook 50 hours of processing at the London Clinic. The dotted line shows the average before processing and the heavy line after processing.

Average I.Q. before processing 131. After processing 147.
A gain of 16 points.

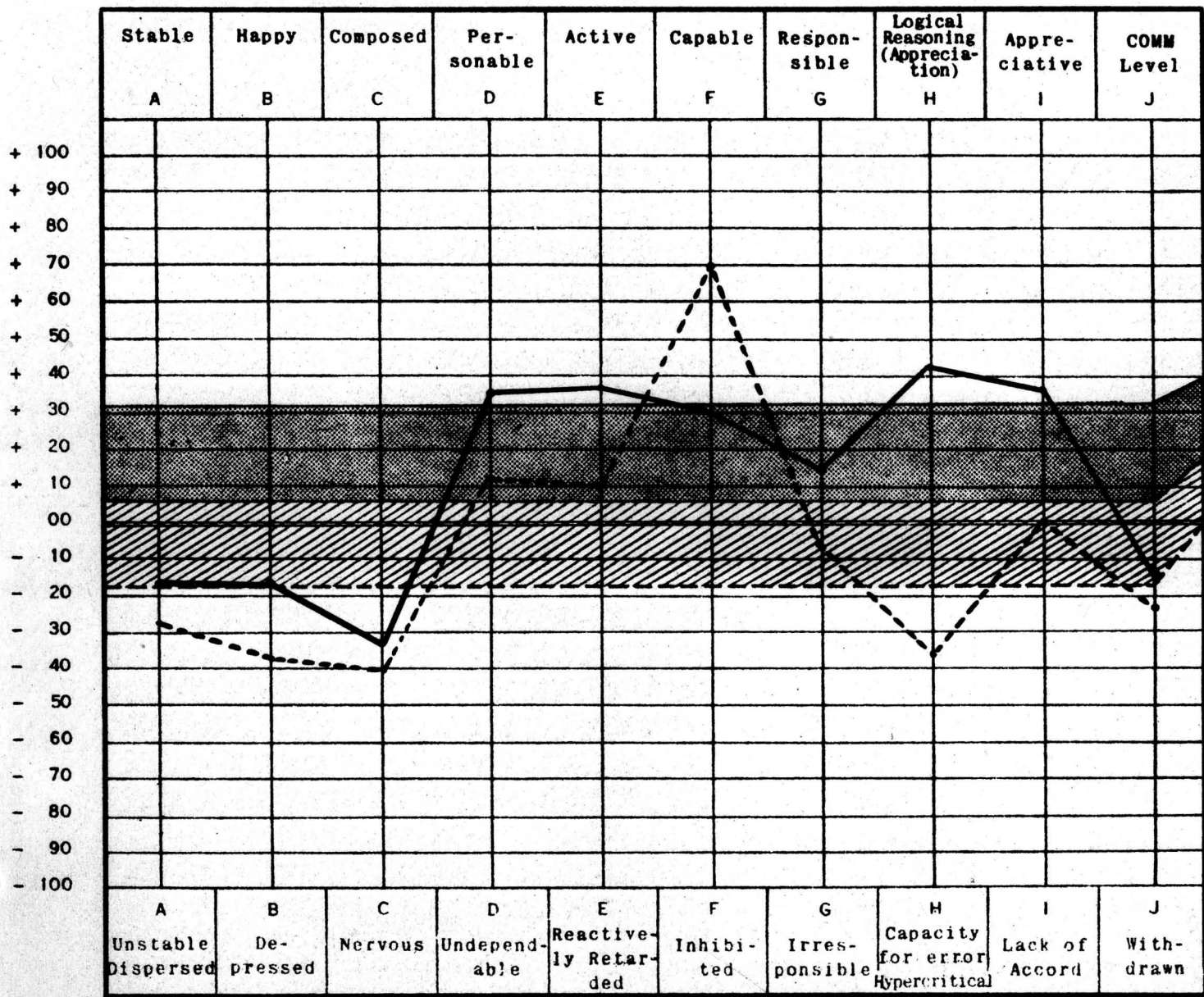


FIGURE 5.

This profile describes the average of twenty cases before and after attendance at a 14 hours week-end Group Intensive. The average I:Q. on this group before the processing was 122. After processing the average was 133. A gain of 11 points.

Figure 5 shows the before and after profile of 20 cases attending 14 hours of group therapy. In only 14 hours over simply one weekend, we discover that these people from averaging 35 points below normal in correct estimation, now get up into the area where they can really appreciate a situation.

Consider this group for a moment on the before profile. Forty per cent unhappy, 40 per cent nervous and 30 per cent dispersed, yet way overboard on being overt and aggressive, and highly critical (trait H). At the end of only one weekend of work we see these people becoming more happy, a little more composed, the motion level or action level increased, yet the aggressiveness coming down showing them now able to be cause and very much capable to correctly estimate and appreciate a situation plus one-third increase in stability. With the constant rise in their empathy level, this same group - 14 hours after we started - could now look at and estimate a situation for themselves and are showing first signs of self-determinism. If one could take as a group, a nation, and in 14 hours could produce this result the worldth would be a better place to live in.

Out of all these profile results we could ask one question. "Could any medical society or clinical psychology research unit please show us comparable results with all the work that they have done. The hours that they have spent, etc., etc.?" We mean this quite genuinely. Our research department would be very pleased to have any comparable data with which we can further work out how Scientology can best benefit man.

From 'Sanity For The Layman'
by Raymond Kemp

8.

HAVINGNESS AND I.Q.

It might be amusing for you to know what the earliest finding was in the field of havingness. I wanted to know exactly what happened in terms of intelligence quotient when engrams were run into restimulation and knocked out of restimulation. I therefore set up a series of tests to be accomplished under a very solid regimen as follows: The preclear under test was given a short form Otis I.Q. test. This took him about ten minutes. The auditor then immediately threw him down the track into such engrams as birth or accidents and when that engram had been run just enough to get into the full restimulation, the preclear was given Form 2 of the Otis I.Q. which is comparable to Form 1. This was done in a rather long series. The engrams were then erased or de-intensified and the individual was given Form 1 of Otis I.Q. again.

I set this up simply as a needful datum. I did not anticipate any particular results and was willing to learn from the experiment. I did. It was found that the I.Q. of the individual raised from five to eight points by the simple fact of being thrown into birth or a heavy engram. This was such a wild result and so unexpected and yet so constant in the testing itself that I had to accept that the restimulation of an engram increased the intelligence quotient of the individual. The de-intensification of the engram by further erasure did not again lower the I.Q. of the individual, a fact which is accounted for by the mass in the engram being converted by an erasure, not eradicated.

As we understand this today, it was that the preclear was given havingness. The havingness he was given did contain vast significances but the significances were less important than the actual mass itself. Therefore the I.Q. gain.

This was our first encounter with the relationship between intelligence and mass.

It should be noted that when we erased an engram we did not erase the mass connected with it. We erased the significance in the mass. We took perceptics out of it and it then could convert into acceptable mass. What was unacceptable was the perceptics and these restrained the individual from utilizing the mass. Actually I should say the individual's body from utilizing the mass.

We can further learn from this that the figure-figure boy is doing just about this. He is trying to erase out of what mass he can have enough content so that his body can utilize that mass. His figure-figure is actually an effort to erase.

The answer of course is to give him the mass he doesn't have to erase the figure-figure out of. The figure-figure boy is way down on ability to have and is going on a sort of storage battery philosophy that while he can't create anything he can at least utilize blocks of stuff that he has stock piled in his bank.

from PAB 76
March 19, 1956
by L. Ron Hubbard

9.

THE FACTOR BEHIND RAISING I.Q.

Modern tests were originally devised in the total belief that man could not be changed. From year to year people would get changes of one kind or another from childhood on which would demonstrate the year I.Q. which might be higher or lower than another years I.Q. They maintained that people advanced in I.Q. because of age (yet at the same time said that I.Q. could not change) would never change and could not be influenced by any particular factor.

I am rather astounded to discover that when a person is happy and takes the test, and when this same person is unhappy and takes the test, he practically gets the same curve on his personality profile with the same I.Q. It does have a constancy. It was this constancy and an inability to understand the mind prior to 1950 which made people say that it was not possible to change man or his I.Q. A stupid man was stupid and a bright man bright and that was it.

Someone may say that a test taken twice will, of course, get a better answer than one taken once. This is not true since everybody in the mest universe is on a "musn't happen again" and we automatically figure that a test taken twice would get a worse grade the second time. We have two different tests marked A and B which are supposed to give identical results. I have been waiting for the people who devised this test originally to say. "Well, you can throw the results in any direction you want to with these tests". But we have given a considerable amount of testing to many, many people and we do find that a test will hold constant on a given person in the absence of processing. If a person is not processed the variability in the profile and I.Q. is very slight. Somebody who is not getting any results from any treatment or processing will register the same, test after test which is quite unusual.

People knew, however that personality and I.Q. were not the same thing and were distinct from one another. So, there are tests to measure personality and tests to measure intelligence. One of the ways one would observe this would be to take three or four men who had more or less an equal personality. The result of testing would show that they had more or less similar personalities but that their I.Q.'s differed. Or one could take men of the same I.Q. and test them only to find that their personalities were completely different from each other.

I have known this ever since 1950 when the first testing was done. We either changed their personality or changed their I.Q. Very often with a very successful case we changed and improved both. This created a mystery and we wondered why it was that when we run an intensive on Joe his I.Q. changed and when we ran the same intensive on Bill his personality changed but not his I.Q. In view of the fact that all of our processes were mixed to a large degree, including such things as havingness, 8-C, thinkingness and significance processes, and in view of the fact that auditors were dif-

ferent from one another, we had a sufficient number of factors in each one of these test representations to make it impossible to sort out. I could not sort it out.

Then I started on a project with the H.G.C. auditors and wound up with the answer to this problem.

Here is what happened. We wanted a process that we could write up in a book and send to ministers so that they could counsel easily and well, since the minister is doing a tremendous amount of personal counselling.

It was slanted in the direction of getting people to unburden their souls. We wanted to get the overt act motivator sequence off the case. So we would have the minister write down the names of everybody the person knew and then pick out the most likely candidates and ask just one question about each one of those until we got this person straightened out.

We do know that an overt act motivator sequence is a reach-withdraw situation, therefore we had to test "withhold" since we obviously had this withhold situation to consider.

People are in an obsessive games condition which they have to play, although they are not aware of it, and on the subject of communication they are naturally going to be withholding obsessively.

We tested this process carefully and found minimal personality changes, but found that the I.Q.'s of the preclears changed remarkably. An old lady's I.Q. went up from 84 to 105 and everybody knew that her brains were atrophoid. It was an "impossible" jump for a person of her age. Another person quite advanced in years, between 70 and 80 years old, got an I.Q. raise from 109 to 133. An invalid's I.Q. went up from 98 to 121 and a student's from 101 to 126. There was an I.Q. change on every case on which this process was run.

The theory behind it seems to be this: the individual gets his mind so involved with the problems of some game with some valence or person that his computers are all tied up on that particular subject. When you restore self determinism on this level you free the individual's ability to think. An obsessive games condition is to withhold communication from somebody. When we take that off automatic and put it under the control of the preclear so that he is doing it, all of the involved mechanisms start working out.

That is why psychotherapy never worked. You have never seen before and after tests whether I.Q. or personality, on a Freudian Analysis. It is the ability to withhold communication which advances I.Q. and makes a person feel better, not the ability to divulge it. We've been told all our lives that all we had to do was to to somebody and confess. If we were to confess to our mothers and fathers that we did those dirty, nasty little things we would feel so much better. It isn't true. You probably only felt better to the end of getting your pants spanked. This is an enforced communication and as an enforced communication would break through a games condition, in which a person found himself. It would demand that one communicate

with the enemy and would depress one accordingly. Obviously then, it is not true that devulging or confessing did anything for anybody because the only improvement he got would be if he regained the ability to withhold that information without being upset about withholding it. The only disturbing element in secrets is the guilt which accompanies it.

For example; you took your old man's car and it got a wobbly wheel. You put it back in the garage and he comes out the next day and looked at it and said, " I wonder how that happened? You stood there innocently, saying nothing. But you felt guilt. At length you felt as though you were going out of communication with him when these incidents piled up too high. Psychotherapy's whole answer to this is that you had to throw yourself at your fathers chest and confess all whereupon, all would be well. It wouldn't have done a thing for you. What the bent wheel did was to overcome your ability to withhold communication by making you feel you ought to communicate. It interrupted your self-determinism on the subject of communication.

This is the reach and withdraw mechanism, of must reach, can't reach, must withdraw, can't withdraw and are the two pairs which create the sensation in insanity. As an example, you must run away from the bogey man that's chasing you through the treacle. He is coming like a mad express train and there you are stuck. That is a nightmare. You must withdraw and cannot withdraw. The glee of insanity is only composed of this. People in asylums are stuck in this so they must withdraw and can't withdraw, must reach and cannot reach.

All of the past psychotherapies are aimed at getting a person to outflow, and what do we find here? We find that intelligence increases and neurotic personality traits get better when we run withhold communication from valences. It is a fantastic reversal.

P.A.B. 128
15 Jan 1958

10:

TEST LINE WARNING

The new line up I have developed for Johannesburg is hot. It is the hottest, fastest procurement service set up we have ever had.

A word of warning. A very sincere word.

This is too hot to embark upon carelessly and without preparation. It almost blew HASI Johannesburg to pieces. If I had not been monitoring it close to hand, the PE would have been killed off because of the frightening volume of heavy new business brought in. Testing went from 5 to 29 a day in three weeks. All new people. Five people were pulled in to do nothing but testing, marking and evaluating (the heaviest time consumer). Test fell 100 evaluations behind in a matter of days.

So great was the new traffic, so avid was the public that the HCO Exec. Sec. and Assoc. Sec. actually came close to blowing.

The people must have attention, good, sharp and cleanly scheduled. And service for them in PE, the HGC and the Academy must be available at once. And technical gains in the HGC and Academy must be 100% of the whole thing becomes a ruin of ARC breaks.

Now I have been riding this bucking bronco for three weeks with the help of a very fine staff and I can tell you that its been spurs and curb bits all the way.

The Test - PE line-up is like a fine watch. It has to be planned fully, briefed completely, fired off well and technical results must be excellent or the whole thing will set up an awful public odor.

From HCO PL 22 Nov. 1960
by L. Ron Hubbard
Important Warning on new P.E.

11.

PROMOTION OF TESTS

The designation of the Test Section for publicity purpose should be the "New York Test Clinic" or the "Melbourne Test Clinic". The word "free" is not included in the title or inferred. But no charge is ever made for tests or assessments.

Announcements of the Clinic may be sent out broadly, to the mailing list or firms. In the announcement is included pieces of paper, nicely printed, that say somewhat as follows:

The New York Test Clinic extends an invitation to you to be tested free of any charge. Your intelligence and aptitude have everything to do with your income, your future, your personal relationships and your life.

Such tests would ordinarily cost you \$50. They are offered to you, free of charge if you bring this slip with you.

If you are not happy with life you can find out why.

.....
Name

.....
Address

.....
Phone

An entirely different kind of a slip would go to a Scientologist.

A third kind would go to a firm such as:

New York Test Clinic

This will entitle one employee to an aptitude and intelligence test and an evaluation of the test.

.....
Employees Name

.....
Address

.....
Phone

.....

.....
Company name (countersigned by an official)

Many other offerings of tests can be broadly made - to teachers, firemen, military personnel, etc. etc. each with a different covering letter or test slip..

Some public difficulty could be encountered by Orgs in doing this unless it is done properly.

We are overtly cutting the psychologist off. He has only his test line to offer. All his gains have been in the field of testing. All his cash is received via tests and his opinions of people and some tricks for training or selling.

A free test activity does the the psychologist out of a job. We would gladly hire psychologists if our experience with them were not bad in the test field. They have rattled people being tested for us, thrown curves at them, slanted tests and failed to duplicate. The actual test environment must be calm and quiet and always the same. The evaluation must be smooth and done in other quarters by other people. Testing and evaluation of tests are two different things. The psychologist has mixed them up while working for us, thus upsetting test results.

There is no law anywhere against testing people.

The tests we use should not get us entangled with copyrights. We are already mostly free on this with our tests. We have many more. We also have the old Army Alpha for I.Q.'s. We can create others.

Any broad public invalidation of our test service should be ignored. To comment on it to people taking tests who say the tests have been invalidated to them is all right - "We are giving free what others charge \$50 for. We are a public service organization" Otherwise don't defend. Just test.

From HCOP 28 Oct 1960
New Testing Promotion
Section
by L. Ron Hubbard

12.

TESTING ADS

"Do you dislike your job?
Come in for Vocational Checking
You may have talents you don't suspect"

Educational type ad:

"Is your child failing in his studies?
Have his I.Q. and Personality checked before it's too late"

Marital type ad:

"Marriages break down because of incompatible personalities
If you and your marital partner are having trouble come
in and get your Personality and I.Q. checked as this may
be the reason for your disputes."

Physical Ailment type ad:

"Sick all the time?
Have your I.Q. and Personality checked as you may be disease-prone."

Training type ad:

"Seeking new Training?
Don't waste money. Find out if you're fitted for it first."

* From HCO PL 2 Dec 1960
Promotion on PE Foundation
by L. Ron Hubbard

Testing as a promotional activity has been resoundingly successful
in HASI S.A.
The following large (2 inch) Ad, has been carried in newspapers.

I.Q. TESTED
THE JOHANNESBURG TEST CENTRE
offers for a limited time, free
intelligence and personality
tests. Your I.Q., personality
and aptitude determine your
future.
Know them, no obligations.
23 Hancock Street, Johannesburg.
Phone 44-9075

add (Note - "Scientometric Testing" should probably be added in the
U.S.)

Within 30 days this had increased numbers of new people coming in to 30 per day. The increase had been from 2 to 4 people each week day.

The success would be ruinous to a poorly oriented organization, and almost was to Johannesburg. So don't enter the project lightly.

From HCO IL 24 Nov. 1960
Testing Promotion Revised
by L. Ron Hubbard

**GO
GO
GO** **NOW**

**HAVE YOUR
INTELLIGENCE & PERSONALITY
TESTED**

**TOTALLY FREE
NO OBLIGATION**

**TAKE A POSITIVE STEP
TOWARDS A BETTER FUTURE
FOR YOURSELF.**

*Know your weak points — change them.
Know your strong points — cultivate them.*

YOU CAN'T HELP BUT BENEFIT

DO IT NOW

**OPEN MONDAY TO FRIDAY
10.30 a.m. - 4.30 p.m. 7.30 p.m. - 9.30 p.m.**

SEE OTHER SIDE FOR LOCATION MAP

13.

PROMOTING TO BUSINESS ORGANIZATIONS

Sample Letter:

Dear Sir,

I would like to take this opportunity to direct the attention of you and your staff to a service which is offered by the Test Centre.

The Centre provides a Personality and Intelligence Testing Service for the public, free of charge or obligation.

A test can be a very important step in a person's life as many have discovered. It provides the individual with an opportunity to ascertain his own state and thus be in a better position to improve himself and develop his latent abilities.

Tests can be employed advantageously in the selection of personnel and organizations making use of this service can be supplied with written evaluations of the test results.

Thus you will realize the enormous value of this service to your staff and your organization.

We would be grateful if you would post the enclosed details on your staff notice board or in some way inform your staff of our service.

If you have any queries at all, do not hesitate to contact me.

Yours sincerely,

Enclosure with Business Letter:

PERSONALITY AND INTELLIGENCE TESTS

You are cordially invited to make use of our PERSONALITY TESTING SERVICE. Tests are FREE and entail NO OBLIGATION WHATSOEVER.

Taking a test can be a very significant step forward in your life. Doing so indicates that you are willing to look at your own state and thus take the first step on the road to self improvement. Many

people would like to better themselves but do not know where to start. If you are in this position you will find a test an admirable starting place.

All you do is come along, take the tests and then return at an appointed time to see the results.

Each test takes approximately half an hour and may be done separately during lunch hours if desired. Evaluation of the results takes about 15 minutes. Many hundreds have taken these tests.

Why don't you?

You have nothing to lose and it's fun too.

It could be your first step on the road to Success and Freedom.

_____ Test Centre Address Phone Number

Promotion basically consists of advertising and making known the availability of the service by such means as:

Newspaper
Circular and handouts
Personal letters
Word of mouth

To begin with, advertising must be concentrated until there is a steady flow of people through the Testing Department.

In Newspaper advertising use Display Ads about 2 x 2 and later classified Ads in either the Personal, Educational or Public Notices column. Use Contract Ads if possible as they are more economical but you are advised to get quotes for ads you intend to run, as Rate Cards are not always reliable and there are often hidden clauses which can be over-looked and thus run up the costs considerably. Keep a record of your ads and the response to them each week taken from the Test Record Slip. In this way you will be able to ascertain which of the forms of advertising you are using produces the best results and thus reinforce it.

Handout given to persons with their evaluation appointment card:

THE AUCKLAND TEST CENTRE
QUEEN'S ARCADE AUCKLAND
PHONE 43122

The Auckland Test Centre has been in operation in Auckland since 1960, and is a branch of the Hubbard Scientology Organization

which is located on the Fourth Floor of Reid House, 150 Hobson Street.

This Organization stands for Total Spritual Freedom:

"A civilization without insanity, without criminals and without war, where the able can prosper and honest beings can have rights and where Man is free to rise to greater heights, " are the aims of Scientology.

It is a non-profit Organization and the Test Centre is provided as a free service to the public in order that individuals may better know themselves in accordance with the truths put forward by the great philosophers: "Man, know thyself and the truth will set you free."

Taking a test places you under no obligation.

Your test results will be fully evaluated by an expert, free of charge and in confidence.

You will find your evaluator friendly and understanding.

A copy of your tests results will be given to you.

The evaluation will take approximately 15-20 minutes, so please make sure you allow for this amount of time. Also, as evaluations are tightly scheduled due to demand, it would be much appreciated if you could arrive on time. If something arises which prevents you from coming, do please ring us at 32.921 or 49.656 for a new appointment time.

Your evaluator will tell you many things of value to you including:

1. The truth about intelligence (I.Q.), what yours is and what can be done to improve it and increase your abilities.
2. Exactly how well you are handling all aspects of your life --- personal, interpersonal and work.
3. Whether there is anything holding you back in life and 'ruining' it.
4. What can be done to free you from this personal 'ruin' so that your true potential can be totally released.
5. How, despite past and present inabilities, your future success can be assured.

This all adds up to an opportunity to really improve yourself and the starting point to positive self improvement.

The Director
Auckland Test Centre

COPYRIGHT (c) 1968
by L. Ron Hubbard
ALL RIGHTS RESERVED.

14.

THE TESTING SECTION:

For some time Orgs. have used testing as a promotional means. It has been found that this is a good, reliable method of getting people to come in.

The essence of testing procedure is (a) to get the person to do a test and (b) get him or her to come in and have it evaluated. From this follows his or her buying processing and training.

Simple tests may be mailed out to CF names. The sending of large or complex tests to be taken at home is frowned upon.

For large test batteries, even for firms, the person is persuaded to come into the Org. In the matter of testing a whole company one does not send a testing personnel to the company, thus losing all further contact with the persons. In such a case the company people are brought in as individuals at company request.

By policy testing is a free service. This includes all case assessments, E-meter assessments, checks, etc. Processing and training income that would have come from testing has been shut off the moment a charge was made for testing or assessment.

In a Central Org, a test section should exist as follows:

The Test Section is located near the entrance of the building, easily spotted by new people and easily routed to. It has a space priority.

The Test Section consists of Testing - In - Charge and any other needed persons as the activity develops and needs them.

The Testing Section contains all test files, all test supplies, E-meters for case assessment (done by test in charge), broad arm type desks (or chairs and tables,) and is arranged to test a large number of people at once. The door plainly marked "Testing Section". The walls have signs which mention Scientology with positive statements and test examples showing what Scientology can do. (Before and Afters).

The Test Section is extremely professional and businesslike in atmosphere. In this we must out - create psychologists and others.

The Test Section tests on an individual basis, testing on group timing only when very feasible. People are not made to wait for a group to gather. Photo timers marked with the same numbers as the desks time any given persons test.

The body routing is as follows:

All persons to be tested are sent to testing at once by Reception. They do not see the Registrar first as a general rule. When people

come in with a "test slip" or "to be tested" they are sent directly to the Test Section by Reception.

Test in Charge greets them, shuts off idle chatter (he keeps the test room quiet, no idling staff in it chatting ever, no long discussion with customers ever). Test in charge gets the person started doing tests at once.

When the person being tested is finished the body routing is done by Test in Charge.

Everything must be done to made testing prominent, accurate and available. The Test Section, as an entrance point to service, must look crisp and efficient. Waiting must be kept to nothing. There is no virtue in telling the applicant how fast they can be marked. Stress how carefully they are marked and the expertness of evaluation.

From HCO PL 28 Oct 1960
New Testing Promotion Section
by L. Ron Hubbard

15.

MATERIALS

The following are essentials:

- a) Ample copies of the tests to be used.
- b) Answer sheets for the Tests.
- c) Marking materials.
- d) Pencils
- e) Erasers
- f) Half-hour timers
- g) Manilla folders
- h) Paper clips
- i) Ruler
- j) Ball point pen
- k) Three baskets or an IN OUT PENDING tray
- l) Test record slips (see Testing Procedure Section)
- m) Appointment cards
- n) Tables and chairs. A long table can be divided down the center and into suitable size sections with a 4" high dividing wall.
- o) Dictionary

16.

TEST-IN-CHARGE DUTIES AND PROCEDURE

1. When you come on duty, check to see the following are in order:
 - a. Clean testing tables.
 - b. Sharp pencils, rubber and scratch paper in each compartment or table.
 - c. Timers available.
 - d. Tidy and presentable appearance of Test area.
2. If the person on duty before you has left the place untidy, write a report, don't just moan about it. We are an example to the public of ability, organization and efficiency. As we come more before the eyes of the public we can less and less afford to display incompetence.
3. If there are tests to be marked, get started on them immediately. It is a major goof to have to keep any member of the public waiting for an evaluation while you mark the test.
4. If a person does not turn up for an evaluation or to complete a test, write a letter asking when he will. File the carbon in the person's Test Folder. If you get no reply to this in a week, place folder in Test files, write on the record slip "contacted" - no reply"
5. Names and addresses are put on General mailing list if no sales, or person doesn't arrive.
6. When a person arrives for a test usher the person into the Test Room and say: "Take a seat here please. Thank you." Always run good 8C.
7. Give the person a Test Record Slip and say: "Please print your name and address and phone number and also indicate how you found out about our testing service".

TEST RECORD SLIP

Mr/Mrs/Miss.....

Address.....

Phone (home).....

How did you hear about the test? Word of mouth.....
 Newspaper.....
 Circular.....
 Other.....

OFFICE USE ONLY

Evaluation appointment / / Time.....

Evaluation completed.....

8. While the person is filling in the record slip, get the testing material ready for the person - I.Q. first unless he will be having an evaluation immediately afterwards when it is best to give the Personality Test first.
9. When they have completed the Record Slip, acknowledge and take the slip.
10. Put the I.Q. test in front of them and say: "Please fill in the details required here at the beginning of the test". When they have, acknowledge.
11. Say "This is an intelligence test. I will go through the instructions with you". Do so and actually get them to fill in the answers in the spaces provided. Give the person a slip of paper: "Here is a piece of paper on which you can work out your answers"
12. Tell the person: " I will set the timer to ring when the half hour is up. START. Set the timer.
13. Attach the Test Record slip to the Manilla folder in the top right hand corner.
14. When the timer rings say: "That is the end of the Intelligence Test". Take it and place inside the Manilla folder.
15. Place the OCA question booklet and answer sheet in front of him and say: "This is the Personality Test. Please fill in the details required at the top of the answer sheet". Acknowledge when done.
16. Then tell the person: "I will read through the instructions with you". Do so.
17. Before starting the person off say: "If you have any difficulty do not hesitate to ask for assistance". START.
18. When they have finished the test, put the answer sheet into their folder and the question book away.
19. Find out when the person can come in for an evaluation of the results. Tell him it will take about 10 to 15 minutes.
20. On the master appointment sheet write the person's name in the place when he can come in.
21. Write out an appointment card for the person with the time he is to arrive and the evaluators name and give it to the person.
22. Write the time on the person's Test Record slip.
23. Record the fact that the person came in for a test and also show on the breakdown how the person found out about the testing service (for statistical purposes).

24. Place the folder in the tray labelled UNMARKED.
25. Never allow the person to read the instructions for the tests by themselves. Always read them aloud to the person. The public's duplication is bad enough as it is.
26. When a person takes only part of the set of tests in one sitting, give an appointment card which states the day and time they are to return for the remainder.
27. In the Testing rack there should be three tiers:
 - a. Marked (Top)
 - b. Unmarked (Middle)
 - c. Incomplete (Bottom)

Make sure the folders are kept in their respective tiers.

28. Mark the Tests (see section on this)
29. Sign the Profile in the place provided: Checked by.
30. Accuracy is essential.
31. Untidily drawn graphs are NOT acceptable. If you make a mistake, do the graph again.
32. Keep the marking sets in order and complete.
33. Keep all unauthorized persons out of the Test room. No unnecessary talk and movement permitted. Keep the door closed, to shut out distracting noise.
34. Make two copies of the test profiles (graphs)
35. Do not allow people to take away tests to complete unless it is absolutely necessary.
36. If the person wishes to have an evaluation right away and that is possible, then give the personality test first so that it can be marked while the I.Q. Test is being completed.

17.

TEST LINE AND MINORS

The test line is a valuable line up. It is a source of pc's and students.

By existing policy, HCO PL 26th January 1970 - "Minors - Legal on, Students and Staff", minors, persons under 21 or 18 in some countries, are required to obtain parent or Guardian consent form before taking service at a Church, Org, or mission.

It is therefore both wasted effort and a source of trouble to permit minors to take a Personality Analysis and I.Q. without a properly signed Consent Form.

It is an ethics offense to so do.

From HCO PL 22 April 1971
by David Gaiman
for L. Ron Hubbard

18.

FOLLOW UP LETTER TO GO TO THOSE WHO DO NOT KEEP THEIR EVALUATION APPOINTMENT

AUCKLAND TEST CENTRE
QUEENS ARCADE & 150 HOBSON ST.,
AUCKLAND
Phone 32.921 49.656

Dear

You have been re-scheduled for an evaluation of the I.Q. and Personality tests you completed with us. The date set for you is: . The test results will be given to you, and explained to you, at 150 Hobson St. This service is free, no obligation. Should you be unable to keep this appointment, please let us know by mail or phone, so that another time could be set.

Yours sincerely,

Test-in-Charge

19.

THE BUGS

The first bug developed was testing Comm Centre. Its absence in the test room upset everything for a week. An In-Out basket system was wholly inadequate. A basket system for Tests In Unmarked - Test In Unmarked HGC - Tests In Unmarked Academy Tests Marked - Test Marked HGC etc., etc. PLUS a separate system for the Test-in-Charge person as a staff member solved this.

The next and chief bug was the evaluation personnel. Test evaluation, combined with sales, fell behind an increasing nine to twelve persons a day.

Body collision and crowding could have been serious if the test room and Evaluation rooms had not been placed nearest the entrance to the Org. building.

The final serious bug was body registrar getting mixed into the system of Test-Evaluation and doing some to the exclusion of new promotion. Since the Test Line is eventual processing and Training and immediate small business, income of the Org. might have suffered while it was at a high whine of new people. Old lines must be guarded, strengthened and maintained in spite of the new inflow if income is to stay up.

Therefore to start a test programme, it must be planned well. Technical must be brought high. Then the rooms, lines and personnel planned and finally the ad placed and personnel put on post. Light early inflow gives ample time to break things in providing the following mock-up is closely followed.

HCO PL 24 Nov. 1960
Testing Promotion Revised
by L. Ron Hubbard

20.

THE TEST ROOM

Virgin tests, Personality and I.Q. only are placed in folders, one set per folder, ready for issue.

The incomer has received a test pass card from Reception. He puts his name and address on the card's dotted lines and gives it to Test-in-Charge. Test-in-Charge files it in his day basket. He takes down a cream folder, time date stamps its corner, leads incomer to a desk and starts him.

A timeclock exists for each desk. The desk is numbered, the clock is numbered. This is started by Test-in-Charge.

When test is complete, Test-In-Charge takes the whole folder and marks the evaluation appointment date on it. (2 or 3 days hence, every 15 minutes in sequence) and marks the same time on the incomer's card. This is the evaluation appointment. It can be adjusted if need be. If so, the admission cards are packed like playing cards in 15 minutes sequence. The incomer also gets a slip saying "This test is not complete. Electronic coordination remains to be done by Evaluator.

Please report to _____ etc., date time."

The Incomer is ushered out. The test folder is placed in Tests Unmarked basket.

HCO PL 24 Nov. 1960
Testing Promotion Revised
by L. Ron Hubbard

21.

TEST FILING

Tests are marked and filed as follows: The whole file goes around with the person during interviews. Two copies of the profile and the E-meter Assessment only (the I.Q. figures being on the profile) are made in addition to the original. One of these goes to the D of P who sends it to the auditor or the Academy (for a student) and which is then sent to CF at end of processing or training. The Registration personnel may not keep the large original tests. This goes back at conclusion of interview to the Test Section and is filed there.

Each CF folder must contain a copy of each profile (with its I.Q.) and E-meter Assessment that the person has taken.

Every piece of original testing papers and E-meter assessment is retained in Test files. There is no other complete test file than in the test section.

HCO PL 28 Oct. 1960
New Testing Promotion Section
by L. Ron Hubbard

TRAIT SCORES
A.P.A.

1.	A	2	4	6	2.	C	6	5	3	3.	E	6	4	3	4.	G	3	4	6
5.	I	4	4	5	6.	C	3	3	6	7.	E	3	4	5	8.	A	2	4	5
9.	I	3	4	4	10.	G	5	4	4	11.	C	3	4	5	12.	E	2	4	6
13.	G	5	4	3	14.	I	2	4	5	15.	A	3	3	6	16.	E	3	4	4
17.	A	2	4	5	18.	C	2	6	6	19.	I	5	3	3	20.	G	5	5	3
21.	B	2	3	6	22.	D	1	5	6	23.	F	5	4	3	24.	H	3	5	6
25.	J	3	1	5	26.	D	2	3	6	27.	B	5	4	4	28.	J	6	2	2
29.	F	6	3	3	30.	H	3	4	6	31.	F	5	4	4	32.	D	2	4	6
33.	B	6	5	3	34.	J	6	3	3	35.	H	5	5	2	36.	B	3	5	6
37.	H	3	4	6	38.	F	4	4	5	39.	J	3	4	5	40.	D	2	3	5
41.	E	6	4	4	42.	A	5	3	3	43.	C	4	4	5	44.	I	2	3	6
45.	G	3	4	5	46.	A	3	3	5	47.	C	2	5	6	48.	E	3	4	5
49.	G	6	4	4	50.	I	4	4	3	51.	E	5	4	2	52.	A	3	4	4
53.	C	3	4	6	54.	I	6	3	3	55.	G	2	5	6	56.	C	5	3	3
57.	E	5	4	4	58.	A	6	3	3	59.	I	1	3	5	60.	G	2	5	6
61.	D	2	4	6	62.	B	5	4	4	63.	H	5	4	4	64.	J	2	2	6
65.	F	4	4	5	66.	F	6	4	3	67.	D	2	4	5	68.	B	6	4	3
69.	J	6	3	3	70.	H	4	4	5	71.	B	3	5	6	72.	F	3	4	4
73.	D	2	4	5	74.	H	2	4	6	75.	J	5	3	3	76.	D	1	3	6
77.	J	6	2	2	78.	B	2	5	6	79.	F	5	4	3	80.	H	6	3	3
81.	C	6	3	3	82.	G	3	4	6	83.	A	3	3	6	84.	I	6	3	2
85.	E	6	3	3	86.	C	2	4	6	87.	A	3	3	5	88.	I	5	4	3
89.	G	2	5	6	90.	E	3	3	5	91.	C	3	4	6	92.	E	3	4	4
93.	A	5	3	3	94.	I	5	4	4	95.	G	3	4	5	96.	A	6	4	2
97.	C	5	3	3	98.	I	4	4	5	99.	E	2	4	5	100.	G	4	3	1
101.	B	5	4	4	102.	D	2	3	5	103.	F	4	4	6	104.	J	2	3	6
105.	H	6	4	3	106.	B	2	3	7	107.	F	2	3	6	108.	D	3	4	5
109.	H	3	4	5	110.	J	5	4	4	111.	D	2	4	5	112.	J	6	2	2
113.	B	6	4	3	114.	F	6	4	3	115.	H	3	4	6	116.	B	6	4	3
117.	D	3	4	5	118.	J	7	2	2	119.	H	5	4	3	120.	F	5	4	3
121.	E	4	4	5	122.	G	3	4	6	123.	G	5	4	3	124.	A	2	3	6
125.	I	1	3	4	126.	G	4	4	6	127.	E	5	4	4	128.	A	3	4	6
129.	I	2	5	6	130.	C	3	5	6	131.	A	5	3	2	132.	C	2	4	6
133.	G	6	4	3	134.	E	4	4	3	135.	I	2	4	5	136.	C	3	5	5
137.	E	3	3	6	138.	A	5	3	3	139.	I	5	4	4	140.	G	2	5	6
141.	B	2	5	6	142.	D	1	3	5	143.	H	2	4	6	144.	J	5	4	3
145.	F	5	5	3	146.	D	1	3	5	147.	F	6	4	4	148.	B	3	4	6
149.	J	3	5	5	150.	H	2	5	6	151.	B	2	5	6	152.	H	6	5	3
153.	D	2	4	6	154.	F	3	3	5	155.	J	7	1	1	156.	D	6	4	2
157.	H	7	5	2	158.	B	5	5	3	159.	F	5	4	2	160.	J	2	2	6
161.	G	2	5	6	162.	E	6	4	3	163.	I	5	4	4	164.	C	5	5	2
165.	A	6	3	3	166.	C	3	3	6	167.	G	6	4	2	168.	E	6	4	3
169.	A	2	3	6	170.	I	3	4	5	171.	C	3	3	6	172.	G	3	4	6
173.	A	6	3	2	174.	I	5	4	3	175.	E	0	1	5	176.	A	2	2	6
177.	C	6	4	4	178.	I	5	3	3	179.	E	0	1	5	180.	G	3	5	6
181.	B	3	3	6	182.	H	3	4	6	183.	J	2	4	6	184.	D	3	4	6
185.	F	6	6	3	186.	D	1	3	5	187.	F	3	3	5	188.	B	2	2	6
189.	H	3	5	5	190.	J	6	2	2	191.	D	1	4	5	192.	B	2	4	6
193.	J	5	4	3	194.	H	4	5	6	195.	F	6	4	2	196.	B	2	5	6
197.	D	2	4	5	198.	H	2	5	6	199.	F	0	3	5	200.	J	5	3	3

TRAIT SCORES
A.P.A.

Section 22 gives the scores for the old 1957 OCA
in use in the United Kingdom and Commonwealth.

1. A 2 4 6	2. C 6 5 3	3. E 6 4 3	4. G 3 4 6
5. I 4 4 5	6. C 3 3 6	7. E 3 4 5	8. A 2 4 5
9. I 3 4 4	10. G 5 4 4	11. C 3 4 5	12. E 2 3 6
13. G 5 4 3	14. I 5 4 3	15. A 3 3 6	16. E 3 4 4
17. A 2 4 5	18. C 2 6 6	19. I 5 3 3	20. G 5 5 3
21. B 2 3 6	22. D 1 5 6	23. F 5 4 4	24. H 3 5 6
25. J 3 4 5	26. D 2 3 6	27. B 5 4 4	28. J 6 2 2
29. F 6 3 3	30. H 3 4 6	31. F 5 4 4	32. D 2 4 6
33. B 6 5 3	34. J 6 3 3	35. H 5 5 2	36. B 3 5 6
37. H 3 4 6	38. F 4 4 5	39. J 3 4 5	40. D 2 3 5
41. E 6 4 4	42. A 5 3 3	43. C 4 4 5	44. I 2 3 6
45. G 3 4 5	46. A 3 3 5	47. C 2 5 6	48. E 3 4 5
49. G 6 4 4	50. I 4 4 3	51. E 5 4 2	52. A 3 4 4
53. C 3 4 6	54. I 6 3 3	55. G 2 5 6	56. C 5 3 3
57. E 4 4 5	58. A 6 3 3	59. I 3 3 5	60. G 2 5 6
61. D 2 4 6	62. B 5 4 4	63. H 5 4 4	64. J 6 2 2
65. F 4 4 5	66. F 6 4 3	67. D 2 4 5	68. B 6 4 3
69. J 6 3 3	70. H 4 4 5	71. B 3 5 6	72. F 3 4 4
73. D 2 4 5	74. H 2 4 6	75. J 5 3 3	76. D 1 3 6
77. J 6 2 2	78. B 2 5 6	79. F 5 4 3	80. H 6 3 3
81. C 6 3 3	82. G 3 4 6	83. A 3 3 6	84. I 6 2 2
85. E 6 3 3	86. C 2 4 6	87. A 3 3 5	88. I 5 4 3
89. G 2 5 6	90. E 3 3 5	91. C 3 4 6	92. E 3 4 4
93. A 5 3 3	94. I 5 4 4	95. G 5 4 3	96. A 6 2 2
97. C 5 5 3	98. I 4 4 5	99. E 2 4 5	100. G 3 4 4
101. B 5 4 4	102. D 2 3 5	103. F 4 4 6	104. J 2 3 6
105. H 6 4 3	106. B 2 3 7	107. F 2 3 6	108. D 3 4 5
109. H 5 4 3	110. J 5 4 4	111. D 5 4 2	112. J 2 2 6
113. B 6 4 3	114. F 6 4 3	115. H 3 4 6	116. B 6 4 3
117. D 3 4 5	118. J 7 2 2	119. H 3 4 5	120. F 5 4 3
121. E 4 4 5	122. C 3 4 6	123. G 5 4 3	124. A 2 3 6
125. I 4 4 3	126. G 6 4 4	127. E 5 4 4	128. A 3 4 6
129. I 2 5 6	130. C 3 5 6	131. A 5 3 2	132. C 2 4 6
133. G 6 4 3	134. E 4 4 3	135. I 2 4 5	136. C 3 5 5
137. E 3 3 6	138. A 5 3 3	139. I 5 4 4	140. G 2 5 6
141. B 2 5 6	142. D 1 3 5	143. H 2 4 6	144. J 5 4 3
145. F 5 5 3	146. D 1 3 5	147. F 4 4 6	148. B 3 4 6
149. J 3 5 5	150. H 6 5 2	151. B 2 5 6	152. H 6 5 3
153. D 2 4 6	154. F 3 3 5	155. J 7 1 1	156. D 6 4 2
157. H 2 5 7	158. B 5 5 3	159. F 5 4 2	160. J 2 2 6
161. G 2 5 6	162. E 6 4 3	163. I 4 4 5	164. C 5 5 2
165. A 6 3 3	166. C 3 3 6	167. G 3 4 6	168. E 6 4 3
169. A 2 3 6	170. I 3 4 5	171. C 3 3 6	172. G 2 4 6
173. A 6 3 2	174. I 5 4 3	175. E 0 1 5	176. A 2 2 6
177. C 6 4 4	178. I 5 3 3	179. E 0 1 5	180. G 3 5 6
181. B 3 3 6	182. H 3 4 6	183. J 6 4 2	184. D 3 4 6
185. F 6 6 3	186. D 1 3 5	187. F 3 3 5	188. B 2 2 6
189. H 3 5 5	190. J 6 2 2	191. D 1 4 5	192. B 2 4 6
193. J 5 4 3	194. H 6 5 2	195. F 6 4 2	196. B 2 5 6
197. D 2 4 5	198. H 2 5 6	199. F 0 3 5	200. J 5 3 3

TRAIT SCORE
O.C.A.

1.	A	4	2	0	2.	C	0	1	2	3.	E	0	2	3	4.	G	3	2	0
5.	I	1	1	0	6.	C	3	3	0	7.	E	2	1	0	8.	A	3	1	0
9.	I	1	0	0	10.	G	0	1	1	11.	C	2	1	0	12.	E	4	2	0
13.	G	0	1	2	14.	I	0	1	3	15.	A	3	3	0	16.	E	1	0	0
17.	A	3	1	0	18.	C	4	0	0	19.	I	0	2	2	20.	G	0	0	2
21.	B	4	3	0	22.	D	5	1	0	23.	F	2	1	0	24.	H	3	1	0
25.	J	2	4	0	26.	D	4	3	0	27.	B	0	1	1	28.	J	0	4	4
29.	F	0	3	3	30.	H	3	2	0	31.	F	0	1	1	32.	D	4	2	0
33.	B	0	1	2	34.	J	0	3	3	35.	H	0	3	3	36.	B	3	1	0
37.	H	3	2	0	38.	F	1	1	0	39.	J	2	1	0	40.	D	3	2	0
41.	E	0	2	2	42.	A	0	2	2	43.	C	1	1	0	44.	I	4	3	0
45.	G	2	1	0	46.	A	2	2	0	47.	C	4	1	0	48.	E	2	1	0
49.	G	0	2	2	50.	I	0	0	1	51.	E	0	1	3	52.	A	1	0	0
53.	C	3	2	0	54.	I	0	3	3	55.	G	4	1	0	56.	C	0	2	2
57.	E	0	1	1	58.	A	0	3	3	59.	I	4	2	0	60.	G	4	1	0
61.	D	4	2	0	62.	B	0	1	1	63.	H	0	1	1	64.	J	0	4	4
65.	F	1	1	0	66.	F	0	2	3	67.	D	3	1	0	68.	B	0	2	3
69.	J	0	3	3	70.	H	1	1	0	71.	B	3	1	0	72.	F	1	0	0
73.	D	3	1	0	74.	H	4	2	0	75.	J	0	2	2	76.	D	5	3	0
77.	J	0	4	4	78.	B	4	1	0	79.	F	0	1	2	80.	H	0	3	3
81.	C	0	3	3	82.	G	3	2	0	83.	A	3	3	0	84.	I	0	3	4
85.	E	0	3	3	86.	C	4	2	0	87.	A	2	2	0	88.	I	0	1	2
89.	G	4	1	0	90.	E	2	2	0	91.	C	3	2	0	92.	E	1	0	0
93.	A	0	2	2	94.	I	0	1	1	95.	G	2	1	0	96.	A	0	2	4
97.	C	0	2	2	98.	I	1	1	0	99.	E	3	1	0	100.	G	1	0	0
101.	B	0	1	1	102.	D	3	2	0	103.	F	2	2	0	104.	J	4	3	0
105.	H	0	2	3	106.	B	5	4	0	107.	F	4	3	0	108.	D	2	1	0
109.	H	0	1	2	110.	J	0	1	1	111.	D	3	1	0	112.	J	4	4	0
113.	B	0	2	4	114.	F	0	2	3	115.	H	3	2	0	116.	B	0	2	4
117.	D	2	1	0	118.	J	0	5	5	119.	H	2	1	0	120.	F	0	1	2
121.	E	1	1	0	122.	C	3	2	0	123.	G	0	1	2	124.	A	4	3	0
125.	I	3	1	0	126.	G	0	2	2	127.	E	0	1	1	128.	A	3	2	0
129.	I	4	1	0	130.	C	3	1	0	131.	A	0	2	3	132.	C	4	2	0
133.	G	0	2	3	134.	E	0	0	1	135.	I	3	1	0	136.	C	2	0	0
137.	E	3	3	0	138.	A	0	2	2	139.	I	0	1	1	140.	G	4	1	0
141.	B	4	1	0	142.	D	4	2	0	143.	H	4	2	0	144.	J	0	1	2
145.	F	0	0	2	146.	D	4	2	0	147.	F	2	2	0	148.	B	3	2	0
149.	J	2	0	0	150.	H	0	1	4	151.	B	4	1	0	152.	H	0	1	2
153.	D	4	2	0	154.	F	2	2	0	155.	J	0	6	6	156.	D	0	2	4
157.	H	5	2	0	158.	B	0	0	2	159.	F	0	1	3	160.	J	4	4	0
161.	G	4	1	0	162.	E	0	2	3	163.	I	1	1	0	164.	C	2	0	0
165.	A	0	3	3	166.	C	3	3	0	167.	G	4	2	0	168.	E	0	2	3
169.	A	4	3	0	170.	I	2	1	0	171.	C	3	3	0	172.	G	4	3	0
173.	A	0	3	4	174.	I	0	1	2	175.	E	5	4	0	176.	A	4	4	0
177.	C	0	2	2	178.	I	0	2	2	179.	E	5	4	0	180.	G	3	1	0
181.	B	3	3	0	182.	H	3	2	0	183.	J	0	2	4	184.	D	3	2	0
185.	F	0	0	3	186.	D	4	2	0	187.	F	2	2	0	188.	B	4	4	0
189.	H	2	0	0	190.	J	0	4	4	191.	D	4	1	0	192.	B	4	2	0
193.	J	0	1	2	194.	H	0	1	2	195.	F	0	2	4	196.	B	4	1	0
197.	D	3	1	0	198.	H	4	1	0	199.	F	5	2	0	200.	J	0	2	2

23.

NEW SCORING SYSTEM

This is based on the datum that zero is the optimum score. In effect there are only two scores for each set of + m -, and where the right answer is given then there would be no score. The off-beat answers are also around zero, so the whole addition becomes as low as possible, e.g., a -100 on trait A would produce a score of 42 but zero on trait A would derive from 25 as opposed to 86, so there is less addition to do.

If the sheets are printed with only 2 figures, missing out the zeros, then scoring is almost at a glance since in the main it comes from adding 1, +2, +3, not 7 + 5 + 6.

I have plotted the tops of the columns for the percentile cards and they simply progress from these tops down the columns, adding 1 to the score.

A similar set can be worked out for the A.P.A.

Raymond Kemp

NAME _____

OXFORD CAPACITY ANALYSIS — NORMS FOR GIRLS

ADDRESS _____

For scoring only

MARKER: CIRCLE THE CORRECT NUMBER IN THE APPROPRIATE COLUMN

street city state zip

A B C D E F G H I J

ORGANIZATION _____

If you find a word you do not understand - use a dictionary before answering that question.

**This is not a timed test
ANSWER SHEET**

	+ m -	+ m -	+ m -	+ m -					
1	==	41	==	81	==	121	==	161	==
2	==	42	==	82	==	122	==	162	==
3	==	43	==	83	==	123	==	163	==
4	==	44	==	84	==	124	==	164	==
5	==	45	==	85	==	125	==	165	==
6	==	46	==	86	==	126	==	166	==
7	==	47	==	87	==	127	==	167	==
8	==	48	==	88	==	128	==	168	==
9	==	49	==	89	==	129	==	169	==
10	==	50	==	90	==	130	==	170	==
11	==	51	==	91	==	131	==	171	==
12	==	52	==	92	==	132	==	172	==
13	==	53	==	93	==	133	==	173	==
14	==	54	==	94	==	134	==	174	==
15	==	55	==	95	==	135	==	175	==
16	==	56	==	96	==	136	==	176	==
17	==	57	==	97	==	137	==	177	==
18	==	58	==	98	==	138	==	178	==
19	==	59	==	99	==	139	==	179	==
20	==	60	==	100	==	140	==	180	==
21	==	61	==	101	==	141	==	181	==
22	==	62	==	102	==	142	==	182	==
23	==	63	==	103	==	143	==	183	==
24	==	64	==	104	==	144	==	184	==
25	==	65	==	105	==	145	==	185	==
26	==	66	==	106	==	146	==	186	==
27	==	67	==	107	==	147	==	187	==
28	==	68	==	108	==	148	==	188	==
29	==	69	==	109	==	149	==	189	==
30	==	70	==	110	==	150	==	190	==
31	==	71	==	111	==	151	==	191	==
32	==	72	==	112	==	152	==	192	==
33	==	73	==	113	==	153	==	193	==
34	==	74	==	114	==	154	==	194	==
35	==	75	==	115	==	155	==	195	==
36	==	76	==	116	==	156	==	196	==
37	==	77	==	117	==	157	==	197	==
38	==	78	==	118	==	158	==	198	==
39	==	79	==	119	==	159	==	199	==
40	==	80	==	120	==	160	==	200	==

+100	+100	+100	+100	+100	+100	+100	+100	+100	+100	+100
+ 99	+ 99	+ 98	+ 99	+100	+ 99	+ 99	+ 99	+ 99	+ 98	+ 99
+ 98	+ 96	+ 96	+ 98	+ 99	+ 99	+ 98	+ 98	+ 98	+ 96	+ 98
+ 97	+ 90	+ 92	+ 97	+ 98	+ 98	+ 97	+ 96	+ 94	+ 94	+ 94
+ 96	+ 86	+ 90	+ 97	+ 96	+ 96	+ 96	+ 94	+ 90	+ 90	+ 90
+ 94	+ 84	+ 86	+ 95	+ 94	+ 94	+ 95	+ 92	+ 88	+ 86	+ 86
+ 92	+ 80	+ 82	+ 92	+ 92	+ 92	+ 94	+ 90	+ 82	+ 80	+ 80
+ 88	+ 74	+ 78	+ 90	+ 90	+ 90	+ 93	+ 86	+ 74	+ 74	+ 74
+ 86	+ 70	+ 74	+ 88	+ 88	+ 88	+ 92	+ 82	+ 64	+ 68	+ 68
+ 84	+ 62	+ 68	+ 85	+ 82	+ 86	+ 91	+ 78	+ 54	+ 62	+ 62
+ 82	+ 60	+ 62	+ 80	+ 78	+ 80	+ 90	+ 74	+ 44	+ 54	+ 54
+ 78	+ 50	+ 54	+ 76	+ 74	+ 76	+ 88	+ 70	+ 32	+ 50	+ 50
+ 76	+ 42	+ 46	+ 70	+ 70	+ 72	+ 86	+ 64	+ 20	+ 44	+ 44
+ 74	+ 34	+ 38	+ 68	+ 66	+ 70	+ 82	+ 60	+ 6	+ 34	+ 34
+ 70	+ 26	+ 26	+ 66	+ 62	+ 66	+ 78	+ 54	+ 8	+ 24	+ 24
+ 66	+ 18	+ 18	+ 62	+ 58	+ 64	+ 72	+ 48	+ 20	+ 16	+ 16
+ 64	+ 12	+ 10	+ 58	+ 54	+ 60	+ 66	+ 42	+ 34	+ 6	+ 6
+ 60	+ 6	+ 2	+ 54	+ 50	+ 58	+ 58	+ 36	+ 46	+ 2	+ 2
+ 56	- 4	- 6	+ 52	+ 46	+ 56	+ 48	+ 32	+ 56	- 12	- 12
+ 52	- 10	- 12	+ 50	+ 42	+ 54	+ 40	+ 22	+ 68	- 18	- 18
+ 46	- 16	- 18	+ 48	+ 38	+ 52	+ 32	+ 14	+ 72	- 28	- 28
+ 42	- 24	- 24	+ 46	+ 34	+ 50	+ 22	+ 6	+ 78	- 32	- 32
+ 36	- 30	- 30	+ 44	+ 30	+ 48	+ 14	- 6	+ 84	- 36	- 36
+ 34	- 34	- 38	+ 42	+ 26	+ 44	+ 6	- 2	+ 88	- 38	- 38
+ 28	- 42	- 44	+ 40	+ 22	+ 40	- 2	- 10	+ 90	- 44	- 44
+ 24	- 46	- 48	+ 38	+ 18	+ 38	- 12	- 16	+ 91	- 48	- 48
+ 18	- 48	- 54	+ 36	+ 14	+ 36	- 20	- 24	+ 92	- 52	- 52
+ 12	- 54	- 62	+ 34	+ 10	+ 32	- 28	- 28	+ 93	- 56	- 56
+ 6	- 60	- 66	+ 32	+ 8	+ 30	- 38	- 34	+ 94	- 60	- 60
+ 0	- 64	- 72	+ 28	+ 6	+ 24	- 46	- 40	+ 95	- 64	- 64
- 8	- 68	- 74	+ 24	+ 4	+ 20	- 54	- 46	+ 96	- 66	- 66
- 16	- 72	- 78	+ 20	+ 2	+ 16	- 62	- 50	+ 96	- 70	- 70
- 26	- 76	- 82	+ 14	- 2	+ 10	- 68	- 56	+ 7	- 72	- 72
- 34	- 80	- 84	+ 10	- 6	+ 4	- 74	- 60	+ 97	- 74	- 74
- 42	- 82	- 88	+ 6	- 24	+ 2	- 78	- 64	+ 98	- 76	- 76
- 50	- 84	- 90	+ 2	- 34	- 6	- 82	- 68	+ 98	- 78	- 78
- 56	- 86	- 90	- 2	- 42	- 20	- 84	- 72	+ 99	- 80	- 80
- 62	- 88	- 91	- 6	- 50	- 30	- 86	- 76	+ 99	- 78	- 78
- 68	- 90	- 91	- 8	- 58	- 42	- 88	- 78	- 100	+ 80	+ 80
- 72	- 90	- 92	- 10	- 64	- 52	- 90	- 92	- 86	+ 86	+ 86
- 74	- 91	- 92	- 12	- 70	- 60	- 91	- 93	- 88	+ 88	+ 88
- 78	- 91	- 93	- 16	- 74	- 68	- 92	- 93	- 90	+ 90	+ 90
- 82	- 92	- 93	- 20	- 80	- 76	- 93	- 94	- 90	+ 90	+ 90
- 86	- 93	- 94	- 24	- 86	- 82	- 94	- 94	- 90	+ 90	+ 90
- 90	- 93	- 94	- 28	- 88	- 88	- 95	- 95	- 90	+ 90	+ 90
- 91	- 94	- 95	- 30	- 90	- 92	- 96	- 95	- 90	+ 90	+ 90
- 92	- 94	- 95	- 36	- 92	- 96	- 97	- 96	- 91	+ 91	+ 91
- 93	- 95	- 96	- 42	- 94	- 98	- 97	- 96	- 91	+ 91	+ 91
- 94	- 95	- 97	- 48	- 96	- 99	- 98	- 97	- 92	+ 92	+ 92
- 95	- 96	- 97	- 50	- 97	- 100	- 98	- 97	- 92	+ 92	+ 92
- 96	- 96	- 97	- 50	- 97	- 100	- 98	- 97	- 92	+ 92	+ 92
- 96	- 96	- 98	- 52	- 98	- 99	- 99	- 98	- 93	+ 93	+ 93
- 96	- 97	- 98	- 56	- 98	- 99	- 99	- 98	- 94	+ 94	+ 94
- 97	- 97	- 99	- 60	- 99	- 100	- 98	- 94	- 94	+ 94	+ 94
- 97	- 98	- 99	- 62	- 100	- 99	- 99	- 95	- 95	+ 95	+ 95
- 98	- 98	- 100	- 64	- 100	- 99	- 99	- 95	- 95	+ 95	+ 95
- 98	- 99	- 99	- 70	- 100	- 99	- 99	- 96	- 96	+ 96	+ 96
- 99	- 99	- 99	- 74	- 100	- 99	- 99	- 96	- 96	+ 96	+ 96
- 99	- 100	- 99	- 76	- 100	- 99	- 99	- 97	- 97	+ 97	+ 97
- 100	- 99	- 99	- 80	- 100	- 99	- 99	- 97	- 97	+ 97	+ 97
- 99	- 99	- 99	- 82	- 100	- 99	- 99	- 98	- 98	+ 98	+ 98
- 99	- 99	- 99	- 86	- 100	- 99	- 99	- 98	- 98	+ 98	+ 98
- 99	- 99	- 99	- 90	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 92	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 93	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 94	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 95	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 96	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 97	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 98	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 99	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 99	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 99	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99
- 99	- 99	- 99	- 99	- 100	- 99	- 99	- 99	- 99	+ 99	+ 99

NAME _____

ADDRESS _____

OXFORD CAPACITY ANALYSIS - NORMS FOR HIGH SCHOOL BOYS

For scoring only

MARKER: CIRCLE THE CORRECT NUMBER IN THE APPROPRIATE COLUMN

A B C D E F G H I J

Table of numerical markers from 100 to 1000, arranged in columns A through J. Each number is accompanied by a plus or minus sign.

ORGANIZATION _____

If you find a word you do not understand - use a dictionary before answering that question.

This is not a timed test ANSWER SHEET

Answer sheet grid with 40 rows and 5 columns. Each row contains five pairs of numbers (e.g., 1 = = =, 41 = = =, 81 = = =, 121 = = =, 161 = = =) with plus and minus signs.

NAME _____

ADDRESS _____

OXFORD CAPACITY ANALYSIS — NORMS FOR MEN

For scoring only

MARKER CIRCLE THE CORRECT NUMBER IN THE APPROPRIATE COLUMN

street city state zip

A B C D E F G H I J

ORGANIZATION _____

If you find a word you do not understand - use a dictionary before answering that question.

This is not a timed test ANSWER SHEET

Table with 5 columns of numbers (1-200) and 3 sub-columns (+, m, -) for each number.

Scoring key table with 10 columns (A-J) and 200 rows of numbers and their corresponding correct markers.

SCORING WITH THE NEW "FAST-SCORE" PLATENS.

Open up the answer sheet so that the NORMS COLUMNS are on the right.

1. Place the platen over the answer sheet, aligning the top of the platen with the top edge of the paper.
2. Check the alignment by watching the numbers 1 to 5 and number 200 which should exactly cover the same number on the answer sheet.
3. Score the marks that lie directly below the scores, i.e.

3 2 0

• = = equals score 3.

4. When total for the trait has been added, slide the platen over and align the column of figures on the edge of the platen so that 0 is in line with +100 of the NORMS COLUMN for that trait.
5. Using the score number position of the platen, read off the NORM + or - on the Norm Column.
6. Circle that number on the sheet.
7. When completed on all traits, transfer the circled + or - scores to the graph and join the plots.

24.

TEST FLOW LINE

1. Test given.
2. Evaluation given.
3. Sale made: folder goes to C/F's at end of week.
4. No sale made; folder goes to Test files. Record slip goes into the folder to be sent first information pack.
5. Three mailings are to be sent at weekly intervals. Envelopes are marked T so that they may be easily identified if returned.

25.

SCIENTOMETRIC TESTING

The purpose of Scientometric Testing is to ascertain the state or condition of an individual. Prior to Scientology, it was considered that man couldn't change and thus labelling and classification of individuals according to their abilities for vocational guidance and such like activities, became the fashion. However, through the application of Scientology technology, people do change and tests can and have been used to demonstrate this with great accuracy. Scientology is in the position to raise a person's level of ability.

From early 1938 until 1962, a continuous programme of testing was employed using a great many tests both for I.Q. and Personality. The list is impressive:

Minnesota Multiphasic Personality Inventory
Wechsler-Bellvue Form B
California Test of Personality
Johnson Temperament Analysis
Mental Health Analysis
Otis Short Form Gamma I.Q.
American Personality Analysis
California Capacity Questionnaire
California Short Form Test of Mental Maturity
Novis Fast Marking Intelligence Test
Oxford Capacity Analysis.

26.

INTELLIGENCE TEST

The test used at present is the Novis Fast Marking Test devised by L. Ron Hubbard.

A time limit of thirty minutes is set for the test and must be strictly observed.

There are two forms A and B which can be used alternately if desired.

Both tests are of the "selective" type which has proved more reliable in I.Q. testing.

I.Q. scores can vary as much as plus or minus 10 points according to the test. As Scientology is concerned mainly with the able, the I.Q. test does not handle the very inferior, as we rarely see them, or the extremely able whose personal certainty rarely needs validating by such means.

The majority of people tested fall into the range of Normal and Superior with a few Very Superior individuals. The scales and classification used in these tests compare quite satisfactorily with tests of a similar nature.

TEST SCORING

The Novis Fast Marking Test is along similar lines to the Otis Test. In the Novis the I.Q. is obtained as follows:

Male I.Q. = Number correct plus 75.
Female I.Q. = Number correct plus 70.

INTERPRETATION

I.Q.	DESCRIPTIVE CLASSIFICATION	% POPULATION
135+	Very Superior	5%
110-134	Superior	10%
100-110	High Average	35%
90-99	Low Average	35%
80-89	Inferior	10%
-80	Very Inferior	5%

Inferior: Difficulty solving problems.

Low Average: Can follow directions if not too complex and only just gets by.

High Average: Does well in carrying out plans and gets by fairly well.

Superior: Can take advantage of opportunity and with application can progress rapidly. However a high intelligence is only useful so long as there is data available to which it can be applied.

Very Superior: Indicates the potential of being able to engage in the highest quality of creative or directive activities.

PERSONALITY ANALYSIS

The American Personality Analysis or the revised English equivalent to it, the Oxford Capacity Analysis, is a "Self Report test devised by Scientologists for Scientological purposes and is more advanced and accurate than any other similar test.

The purpose of the Test is to provide a reliable measurement of the various temperamental factors which combine to produce the behaviour tendencies of an individual and has ten personality traits over ten dichotomies of those traits. This test, combined with a thorough knowledge of Scientology will quickly lead to an accurate assessment of the factors which need to be resolved in order to provide the the greatest benefit to the individual being tested.

Everyone who takes a Personality Analysis receives some benefit. Even without Scientology it sometimes helps to be observant of where one is being too far out of line with optimum attitudes.

The word trait is used to indicate a set of behavior patterns and tendencies sufficiently well defined as to be measured and effectively used. The questions which go to make up the various traits are based on the individual's reactions to many different life situations. Attempts at willful defeat of the test by trying to answer better or worse than one really is, are not usually found to be a factor in the measurement. If this happens, the answers are still valid as they provide the evaluator with a measurement as to what the individual considers good or bad.

Specific uses of the test are varied and can include the following:

1. As a before and after processing or training.
2. For vocational guidance and occupation selection.
3. For selection of employees.
4. Matrimonial selection.
5. In education to detect individuals in need of processing.
6. The diagnosis of the principal factors involved in problems of unhappy marriages, inferiorities, delinquency or problem children, unhappy parent-child relationships and various other social problems.

The main use is on Public Lines to bring a person up from the minus awareness levels to Need of Change and Demanding Improvement.

Test results are usually reported in some numerical form, for example the total number of questions answered correctly on a true-false basis. The numbers obtained in this way before they are converted to any other form are referred to "raw scores".

An individual's score is presented in graph or Profile form.

28.

TEST SCORING

Inspect the answer sheet as a preliminary to scoring. Any inadequately entered marks, incompletes erasures omissions should be corrected before scoring.

1. If two extremes are marked for the same question erase both and mark the middle column. If the middle and one extreme are marked, erase the middle mark.
2. If there is no mark, mark the middle column with a cross and check the trait. If there is more than one omission on any one trait the answer sheet should be returned for completion if possible.
3. If more than 5% of the middle column is marked the test is not valid except to show that the individual is hung up solidly on many maybes and has no certainty, or is unwilling or unable to think through on the question (comm lag). Usually it will be inability in these cases.
4. To score, place the score sheets over the answer sheet, using Trait A scoring sheet. Add up all the marks showing in the top half of the sheet and record for Trait A. Now do the same for the lower half, recording for Trait B. Repeat with the remaining sheets.
5. The score should be checked by adding once forward and once back as accuracy is essential.
6. Select the percentile table as to age and sex of the individual being tested. For each Raw Score (obtained by adding the marks shown on the stencils) record the corresponding percentile.
7. Plot these percentiles on the profiles by placing dots on the parallel lines for the score for each trait. Draw a line to connect these points.

BASIS OF ANALYSIS

It is, of course, not practical to set down everything concerning the APA/CCA. It would cover the major part of Scientology. The secret is to know the fundamentals thoroughly, and from the sound knowledge of the subject be able to deduce, interpret and evaluate. It is important to understand that this test is an analysis of Personality and not merely a collection of traits. Thus a graph must be taken as a whole, reading one characteristic in its relationship to others. This relationship is called a Syndrome. (See later Section on this).

The simplest way to read a profile is to have a stable datum against which to align other data. This is provided by column D which shows the degree to which a person is certain of himself. It will be noted that Psychos frequently have this as their highest point with all the others creeping along the bottom. Such a syndrome means that the person is quite certain in himself that this is the way things are. Certain he is out of control, certain he is miserable, certain he is nervous and apprehensive. Here you will find "euphoria" and other extreme manifestations of aberration. This shows up on Random Graphs where the only other higher trait is F.

For convenience, it is possible to read percentiles as percentages, although this is not strictly correct.

The profile is divided into two sides with 0 (zero) percentile being the mid point. Roughly speaking, any point on the minus side can be considered to be desirable of change. Any point which falls below -75 is indicative of urgent need for improvement. Any trait on the plus side is acceptable, the most desirable being around +75.

Before attempting to read a profile it is essential that the evaluator have a thorough knowledge of the individual traits and syndromes as well as a good evaluation procedure. It also helps to have model graphs drawn up indicating the various syndromes.

The profile reveals to what extent the individual is playing the game called LIFE. Well in the plus side indicates degrees of good participation - a sitter on the fence type, Low shows poor or non-participation.

It is sometimes observed that the state of case of a person as revealed by the profile is below the I.Q. level. This indicates machinery - computer - automatic - I.Q. but the person is unable to solve problems in relationship to life. It indicates a potential knowingness but nothing to know with it.

DIANETIC AXIOM 49: THE PURPOSE OF THE MIND IS TO POSE AND RESOLVE PROBLEMS RELATING TO SURVIVAL AND TO DIRECT THE EFFORT OF THE ORGANISM ACCORDING TO THESE SOLUTIONS.

The time factor in the I.Q. tests requires the individual to muster as many attention units as possible and this allows the bank to cut in to varying degrees and thus I.Q. score is lowered.

If the profile is higher than I.Q. it is probable that the individual has various compensating type traits to make up for the low intelligence.

EVALUATION UNIT

As soon as a test is marked it is sent to Evaluation.

The Evaluator, in another room than test, keeps all Unevaluated Incomer folders. They are filed in view by alphabet.

In the Evaluator Room is the Evaluator and a reg. These are separate people, the hats must not be combined.

The reg may make appointments for the Evaluator, may handle other sign ups, but may not evaluate tests.

The Evaluator (who preferably has a near but out of hearing set of chairs for waiting people) calls in the person whose turn it is according to appointment (this is usually 2 or 3 days, not more, after the Incomer took a test, which is now marked).

Evaluation takes about 10-12 minutes. It is an exact script to which the factual data of the test is added.

The Evaluator introduces himself as a Scientologist, seats the Incomer across the desk, opens the folder and promptly puts Incomer on the E-Meter. Evaluator briefly explains meter as a needful part of the test and rapidly, without discussion, fills out the Meter Case Assessment Form, getting definitions of the 5 buttons, writing them down and noting meter reaction in the box for that.

Evaluator takes Incomer off meter without explanation and turns to graph.

Evaluator now explains each point of graph. But it is vital that at each low point where explained he adds, "Scientology can help that." This is said directly to make an impingement. The wording can be varied but the sense must be the same. Do not precede this state with "Don't worry" or the like as this cancels impingement.

Graph done, Evaluator explains I.Q. If low he says "Scientology training can raise that." He explains levels of I.Q. tells person even if its high that I.Q. means little unless person knows something with it.

Evaluator now takes up the Meter Case Assessment sheet. Here he tells the pc's future. It is done by looking at pc's statements of his past and by rephrasing saying it is going to happen. (without Scientology facts don't change much. Accidents, divorces, etc. happen again).

This is all rapidly done. Factually, expertly, See manuals for graph point meanings.

The Evaluator now leans back and says "Thats it". Incomer is hanging on ropes. If Incomer says anything like "What can I do about it?"

Evaluator says "That is very commendable. A good point in your favor, wanting to do something about it. I'm a technical person not a sales personnel. Confidentially though, I'll give you a tip. Don't spend money foolishly until you know what you are spending it for. Psychiatrists and so forth could cost you thousands. You'd buy anything they said because you know little about the mind. So why don't you take an Anatomy Course and learn something about the mind. That's just a tip. It's cheap and you'll be wiser about what to do about yourself. The person over there is in the Service department. Ask him.

Evaluator gets up, ready to issue in a new person.

The reg person may offer anything he pleases to Incomer.

The word of mouth generated by this routine will be excellent. Technical becomes a firm friend.

People don't happily buy upper level service even when they buy it blind.

This also completely wipes out "commercialism" in the Incomer's mind.

The Org. must not be greedy for intensives and HPAs off the Test line. The sales talk at this stage is to a Scientologically unoriented person and when it fails gives poor word of mouth in the public.

If the Incomer walks out without buying the reg man (even if he is interviewing someone else and even if Incomer has not approached him) rushes over and gives Incomer a copy of Problems of Work and Dianetics, Evolution of a Science and says, "Here are two books that might help you", and without waiting for an answer goes back to his desk.

The above routine is at this time a set, fixed activity. As it works further it may be improved. But putting Evaluation and Sales on the same person is ruinous because of excessive time consumption along on the Evaluation line. Further it makes for future test incomers.

Test-Evaluation is like a loaded gun. Don't play with it. Just do it as above and it will hit the right target. And don't take the ad out of the paper because "it's all too much" until the town runs out of places to give Anatomy Courses in. You'll be tempted.

Test-Evaluation is future heavy income. That can be killed by bad 8C on these lines.

Scientology testing is explained as follows: These are old tests reworked and modernized and coordinated with a electro-psycho-galvanometer. The results are more accurate than psychological tests. This is Scientology. This is not psychology. These tests are

more modern, being electronically coordinated. Psychology considers a person to be a materialistic biological brain. Scientology considers a person to be an electronic spiritual phenomena.

The above explanation is for legal purposes; it is not for general release into the test line or in literature. But everyone connected with testing and evaluating must know the above thoroughly and glibly. We are not attacking psychology. But it may attack us. To the public we're just a good test agency where its free.

HCO PL 24 Nov. 1960
Testing Promotion Revised
by L. Ron Hubbard.

31.

USE OF TESTS

Evaluation of tests should be helpful, wise and very direct. An evaluator should know all HCO Bs about test evaluation. Remarks that "Scientology can improve this or that characteristic" or "Auditing can remedy that" or Processing can change this" or "Training can stabilize that" should be used repeatedly during the evaluation for the sake of impingement.

A clever evaluator can surmise such things as domestic grief, trouble with possessions etc. much more easily than a fortune teller.

Test evaluation is modern, scientific fortune telling. It deals with past, present and future. A low profile, low I.Q. future is of course a dreary one, profitless, unless changed. We can erase the fate of the past and alter utterly anyone's future. So it does not matter how hard one leans on the person. Remember low cases want only to escape the consequences of life.

The Instructors Code is closer to Test Evaluation than the Auditors Code. One does not use the latter in telling people about their tests.

A poor or average test (or a theetie-weetie high test with no reality) shows a rough future, full of disease and injury.

As the person being interviewed cannot usually read tests, they have to be explained to him or her, point by point. Test profile patterns that show low as a dangerous shaded area, mid ground as needing improvement and a high area help people to understand.

Anyone doing evaluation should have a book of profiles made up from high - low tests showing what Scientology can do. Plastic envelope books of the right size can be bought in most photo stores. The facing page to the profile shown should carry some facts about the persons whose graph appears. All names should be blacked out.

Test - in - Charge is responsible for providing such result display books and display graphs or sheets of graphs for walls, all made up to be easily understood.

The I.Q. factor, while it is in actuality improved by processing is useless without Scientology training. It can be used to sell training. The professional aspect of training should be played down in selling. The practical application aspect of it should be played up while graph and I.Q. reading for the pc. Certain traits showing difficulty in handling people should be stressed as most easily remedied and kept remedied by academy training. Graphs showing the "therapeutic" value of training should be in display book and on walls.

Training, then, can be sold as therapeutic but not in lieu of processing. Don't sell people training so they can be processed in the Academy. Sell them training so they can hold their gains.

Testing moves now out of psychological range and into future prediction, so we are not doing psychological testing. The is-ness of the test is applied to excuse the past, avoid difficulty in the future. We will take full advantage of the superstitions of people at the level of prediction. The popularity of astrology is greater than that of psychology even though psychology developed from Astrology. That is because astrology pretends to read future. We can factually estimate future from meters and graphs without any pretence and a gruesome future it appears (and would be without us). Pandora's box flies into the future from a middle or low graph, Astrology and Numerology are popular and slightly factual. We can be popular and totally factual. The fate of man without processing is measured by the catastrophes of the past. The Bhuddist Wheel of Life shows Man how grimly he is tied to a never - improving circle of birth and death. Use such facts.

Without stepping beyond a person's past, which will certainly happen to him again without processing, we can change his fate. We are the only people on Earth who can accurately estimate it or improve it and make it stay improved.

With accurate scientific tests and testing, we can swing all existing interest lines in fate and future our way. And Scien-tology is also the only game on Earth where everybody wins.

HCO PL 28 Oct. 1960
New Testing Promotion Section
by L. Ron Hubbard

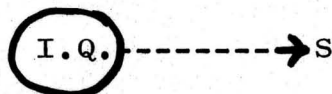
TEST EVALUATION PROCEDURE

1. The evaluator introduces himself and seats the individual across the table, opens the folder and takes out a copy of the graph and places it in front of the person on the table the correct way up for the individual (which is upside down for the evaluator).
2. "The results of both of the tests you did are shown here and I will evaluate them for you. This is not my opinion of you but what you have told me about yourself and is a factual analysis taken from your answers."
3. It is very important to do the evaluation at the reality level of the individual. Reality is agreement so if you are not getting this you are not at the level of reality of the individual. Good indicators come in. The whole evaluation must be given with excellent TR's and in a professional manner. This is the acceptance level of the public on these things.
4. "First of all your I.Q. or Intelligence Quotient." Circle I.Q. at the top of the I.Q. column with a coloured ball point or fibre tipped pen.
"Normal I.Q. ranges from 90 to 110."
Draw lines at top and bottom of the shaded area to show this.
"100 is the average, Superior is from 110 to 135 and Very Superior above that. Your score was _____ which is a _____ I.Q."
5. "Now it is important to get the facts about I.Q. correct as there are many erroneous ideas on the subject."

On the back of the graph draw a circle with I.Q. inside it, thus:



"Now an I.Q. is only as valuable to the degree you can use it. Intelligence is the ability to solve problems relating to survival." Illustrate this thus:



"Survival is a rather broad general term and can be broken down as you will see as we go along."

6. "This graph or profile as it is called (indicating the Personality Analysis) shows just how well you are surviving in the most important aspects of your life. There are three main areas in everyone's life which are important and I will indicate these to you."

7. Circle the individuals ABC traits.
 "These three points represent you."
 Print YOU above them.
 "They show how stable you are, what your standards are like, whether you can make decisions, your goals and how well in control of your self you are."
8. Circle the individuals EFG traits.
 "These three points show how well you are getting on in LIFE, how effective you are, whether you are aware of what you are doing and where your attention is stuck."
9. Circle HIJ traits.
 "These show your interpersonal relationships by which I mean how well you get on with others - whether you can communicate and how friendly and understanding you are. I think you will agree that these are the main areas of life which a person is interested in and which actually go to make up life."
 Print OTHERS above these three traits.
10. Circle the D trait.
 "This trait fits in with all the others in that it shows just how consistent you are and whether you know yourself as a person. It also shows how reliable these results are."
11. "Now before I explain each individual column you will see that the chart is divided up into three areas. Points in the top white area you are handling well provided they are not contradicted by points in this low area. You have _____ points in this area. That is (good, not bad, pretty awful, etc. etc. as the case may be). Points in the bottom area you are not handling well and are the source of your problems and difficulties. You have _____ points in this area which is (good, bad, etc, etc, as case may be). Points in the shaded area will just get you by so long as there is no big crisis in your life, but they will eventually drop into the lower area unless you actually DO something about them. You have _____ points in this area which is _____."
12. "Now I will take each point in turn."
 This you proceed to do as per the traits and syndromes. You must be very careful to watch the person and listen to and handle all originations and comments and all the time build up ARC which is UNDERSTANDING so that the person begins to see the way he really is. If the person is so withdrawn that he won't comm at all with you then you have to handle this by continually asking him if he agrees.
13. "From this it is now possible to pinpoint the area in your life which is worst off and ruining you and will lead to your downfall in life. It is _____."
 "Now this must effect your life, what you want to do etc."
 "How would you like it to get worse?"

14. "The purpose of making these tests available to you is to enable you to inspect your own life and ascertain your personal condition or the state which you are in. From this you can decide whether it is a desirable condition or not and so be in a better position to change it. Yours shows that there is definitely a NEED FOR CHANGE as indicated by _____
_____. What do you think about this?"
Handle as necessary.
15. "Now it would be rather disturbing to tell you all this without letting you know HOW to change these things and improve. Man has been betrayed in the past on the subject of self improvement and changing his conditions and has now often got the idea that he cannot change. Now Scientology CAN change conditions. Get this book." Sell the appropriate one. Start off with DMSMH. If too much etc. drop down quickly to a less expensive one. "This book will answer all your questions."
16. Show the person to the Cashier and then to the Registrar. Registrar signs the person up for P.E.
17. Each person is given a copy of their test results plus a copy of the Personal Condition Chart.
18. Evaluations must be on a Fast Flow basis. It should only take about 10-15 minutes. Any longer than this and the evaluation is not concise enough and will cause the person to withdraw rather than reach. After all the person who came in for the test has been able to reach to some degree so just encourage him to reach a little further. It is often a very faint reach so nothing must be done to break it.
19. A watch must be kept for Troublesome Sources: criminals, those who maintain that nothing can get better, definite SP's those with a background in institutionalization, etc. as per the Policy on this. Handle these and get them off the lines quickly as they will block the flow and take up your time.
20. There are many originations which you must learn to handle as they are common to many people:
 1. "I'll think about it." "Thinking about something is not facing up and DOING something about it. You could think about it for years and you will be no further ahead. The difference between an improvement and a decline is the amount of right action you take. Act now, get this book, etc."
 2. "I'm quite happy as I am." "Then you will get worse. Nothing remains in an unchanging state. You are either improving or not. The only way to ensure a successful future is to act now. Get this book, etc."

21. If at any time during the evaluation the person says "Well, what can I do about it?" That's it! Sell the book and get to the Reg fast. Do not now try to sell something that has already been sold. Close the sale.

ED 1015 INT
3 April 1968

OXFORD CAPACITY ANALYSIS = PERSONAL CONDITION CHART

ABILITY TO SOLVE PROBLEMS RELATING TO SURVIVAL

Name..... I.Q. Date.....
 Address..... I.Q. Date..... Hours Given.....
 Name of Practitioner..... I.Q. Date..... Hours Given.....
 Checked by..... INTERPERSONAL (OTHERS)

		Stable	Happy	Composed	Personable	Active	Capable	Responsible	Logical Reasoning	Appreciative	COMM Level	I. Q. =	INTELLIGENCE QUOTIENT	
		A	B	C	D	E	F	G	H	I	J			
		STANDARD GOALS	GOALS	SELF CONTROL	CONSISTENT END OF	ACTION	EFFECTIVE NEEDS	CAUSE	REASONING (Appreciation)	AFFINITY	COMMUNICATION			
COMMISSIVE SURVIVAL WINNING PLUS ONLY MAKES IT IF NO CRISIS NEGATIVE SUCCEMB LOSING	+ 100				TEMPERAMENT.								200	
	+ 90		MANIC						GOOD JUDGEMENT.				150	
	+ 80	HIGH		RELAXED					TOLEANT.				125	
	+ 70	STANDARDS KNOWS WHAT HE WANTS & HOW HE WANTS IT		NOT A WORRIER		LIVELY			EXTROVERTED. OBJECTIVE. INITIATIVE		WARMLY RESPONDING		100	
	+ 60		SATISFIED GOALS WELL ESTABLISHED		STEADY CONSISTENT	PLENTY OF INTERESTS					FRIENDLY CONSIDERATE		75	
	+ 50											NO	100	
	+ 40												90	100
	+ 30												75	100
	+ 20												50	100
	+ 10												25	100
	0												0	100
	- 30	CONFUSED NO STANDARDS. CANT MAKE DECISIONS.		TENSE NERVOUS ANXIOUS APPREHEN- SIVE.	IMPULSIVE INCONSIST- ENT UNRELIABLE		SUBMISSIVE MEEK		SUSPICIOUS INTOLERANT CRITICAL		WITHDRAWN INDIGNATED		25	100
	- 40												25	100
	- 50	THINKING OUT OF CONTROL WANTS TO BE ELSEWHERE		OUT OF CONTROL		PASSIVE LAZY STOPPED			EFFECT BLAME NO INITIATIVE INTROVERT- ED		HARD TO PLEASE NOW UNDER- STANDING		25	100
	- 60		NO LOOKS NOT SATISFIED								COLD EYENAL HARD-BOWED IMPOLITE		25	100
	- 70												25	100
	- 80												25	100
	- 90												25	100
	- 100												25	100
		A	B	C	D	E	F	G	H	I	J			
		Unstable Dispersed	De-pressed	Nervous	Undepend-able	Reactive-ly Retar- ded	Inhibi- ted	Irres- ponsible	Capacity for error Hypercritical	Lack of Accord	With- drawn		I. Q.	

Acceptable Under Perfect Conditions
 Attention Desirable
 Attention Present

75

VERY SUPERIOR
 SUPERIOR
 NORMAL
 NORMAL
 INFERIOR
 UNACCEPTABLE STATE

33.

EVALUATION SCRIPT

This script is to be used when evaluating tests for public individuals.

It must be studied and learned by heart by Evaluators.

"Good afternoon/evening (give person's name). My name is: - (give it) I am a Scientologist. Please sit down."

Hands cans to subject, switches on meter. Establishes non-significant or lie reaction.

Q. "Do you have many problems?"

A. "-----" note meter reaction on sheet.

Q. "Do you enjoy the ones you have?"

A. "-----"

Q. "How would you define a problem?"

Note answer.

EACH ANSWER TO QUESTIONS IS ACKNOWLEDGED

Q. "Do you like helping people?"

A. "-----"

Q. "Do you find it easy go give help?"

A. "-----"

Q. "Can you easily accept help from people?"

Q. "What is help?" or "How would you define help?"

Q. "Do you like change in your life?"

Q. "Do you find it easy to change?"

Q. "How would you define change?"

Q. "Have you had much change forced upon you?"

Q. "Do you like taking Responsibility?"

Q. "What is Responsibility?"

Q. "What does Create mean?"

Q. "Do you like to create things?"

Q. "Are you easily able to create?"

- Q. "Do you always enjoy good health?"
- Q. "Are you ever/often ill?" (depending upon previous answer)
- Q. "Are you married?" (only ask of adult)
- Q. "How do you feel about marriage?"
- Q. "Do you have difficulty handling money "

"All Right - Thank you". Switch off the meter. Take back cans.

"Now, Mr. (Mrs., Miss.,) let us have a look at your tests. Open folder. "Your I.Q. Score was -----"

- a) Less than 100

"This is very low. Less than average and you obviously have great difficulty solving problems. Scientology training would raise that considerably."

- b) 100-110

"A very ordinary score and you have more difficulty than you need in handling problems. Scientology training would raise that considerably."

- c) 110-120

"An above average score. You can take advantage of opportunity and when you apply yourself, you progress fast. However, a high intelligence is only useful so long as you have data to apply the intelligence to. Scientology will not only give you useful data, but can raise your I.Q. even higher."

- d) Above 120

Ditto.

"Now let's look at your personality. This is what you've told us about yourself. Understand this is not our opinion of you, but is a factual scientific analysis taken from your answers. It is your opinion of you."

The Evaluation is given with excellent TR I. Almost Tone 40. The idea is to impinge on the person. The more resistive or argumentative he is, the more the points should be slammed home. Look him straight in the eye and let him know, "That is the way it is".

"Above this line is satisfactory but even these points can be raised higher. Also knowledge is necessary to make full use of the best points of one's personality. That can be gained through Scientology.

These middle points will get you by, so long as there is no crisis or difficulty in your life.

Now, this section shows that you are very much in need of help.

Proceed with evaluation on the low points, column by column. Make a decisive statement about each. If the subject agrees, - says, "That's right", or "That describes me all right", or similar - leave it immediately. You have impinged. If he argues or protests, don't insist. You simply are not talking on his reality level. Re-phrase your statement until it is real to him. Stop as soon as you get through. As soon as you get an impingement, look subject in the face and say, with intention, "Scientology can help you with that" or "That can be changed with Scientology", or some similar positive statement.

NEVER say it half heartedly, or apologetically!

Don't bother much with the high points. If he queries them tell him it is the low ones that are the cause of his troubles - and that these can be changed. If several are high you can add that because of those it will be easier for him that for most people, to use Scientology to improve with.

When the graph evaluation is complete - which should be done speedily and with certainty - pick up the meter check sheet and say: -

"Well, that tells us how you are and how you have been in the past. Now, let us look at your future".

"You have had ----- and you inevitably will again.

"You have been----- and in your domestic life and in your job, you will find, etc.,-----

"With those low points on your personality graph, you are going to-----
(Here, you use what you know of Scientology and assess this)

"Not a very bright prospect is it? Unless you care to change it."

At this point the evaluator leans back in his chair, puts down his pencil on the chart, smiles and says:

"Well, Mr., (Mrs., Miss) - That's what your tests show".

"Thank you very much."

The Evaluator does not reach or try to sell any more than this. If the job has been done well, the person should be worried and will probably ask a question as to what he can do about it all. It so, the evaluator says:

° That is very commendable, wanting to do something about it

A point in your favour"

"There are many things you can do. There are all sorts of things that people go in for. In the past they tried psychology, psychoanalysis, Dale Carnegie, Confidence courses, Mental Exercises, read books, but these things had a very limited application and you could get yourself terribly involved in mysteries, expenses and wasted time before you found any solutions to your difficulties. All across the world today, people are coming to us, to find simpler, more straight forward answers."

(Here the evaluator grows confidential).....

"Look, I'm technical staff here. I don't have anything to do with sales or courses, but if you'd like a confidential tip, there are all sorts of courses and services going on here all the time, but your best bet is to spend (cost of PE) on a Personal Efficiency Course and discover what Scientology can offer you. That will save you from getting involved. Go and see that lady over there and tell her you only want the Personal Efficiency Course, so that you can find out what Scientology is about."

Then route the person to the Public Registrar.

NOTE: Evaluators have been found to be afraid of impinging too hard, in case they caused ARC Breaks or committed overts.

It would be an overt to upset the person - if we did not lead him to a solution.

The only overt that can occur is to fail to get the testee on to the P.E. Course and thence to Co-audit.

The public Registrar should realize that if the person walks over from the evaluator's table to Reg., he, or she, is SOLD already. Registrar therefore does not have to sell. The person now knows he/she needs help and has been shown where to get it.

From HCOP 15 Feb 1961
by L. Ron Hubbard
Script written by Peter Greene

34.

AUTOMATIC EVALUATION PACKET

The following items are the current extent of the Evaluation Packet.

It is intended that when a person is tested, his test is marked and automatically evaluated, and the evaluation (with the literature tentatively listed below) is sent to the Evaluator. When the person tested comes in for his or her Evaluation appointment evaluation is done from the automatic evaluation strictly in accordance with the Model Evaluation Script.

The person is then given the whole packet and is directed to the Registrar or whatever routing is arranged. The packet is his or her property.

EIGHT UNIT PACKET IN ENVELOPE WITH NAME ON IT

1. Graph, Evaluation slips.
2. Form letter giving I.Q. and future
(3,4,5,6, & 7 are letter-press sheets)
3. What is Scientology?
4. The Cheapest Way - P.E. Co-audit.
5. The Fastest Way - Individual Processing.
6. The Educational Way - Books, Training.
7. The State of Release.
8. Two free tickets for a test they can give their friends.

On the Personality Analysis the total span of the Traits from A to J is divided into section numbered 1, 2, 3, 4 as follows:

Section 1 from + 70 and above to +100
Section 2 from + 20 and above to +69
Section 3 from -40 and above to +19
Section 4 from -100 and above to -39

Each trait therefore has four possible auto-evaluation cards. A1 A2 A3 A4 for each trait.

Thus a card can be selected on the basis of the persons score. A person scoring +50 on the Active Trait would have card E2 selected and so on.

Syndromes are a different matter. These only occur when one particular trait has received a high score in Section 1 and is in opposition to a trait with a low score in Section 3 and 4.

There are fifteen Syndromes of importance and significance. All Syndromes are lettered A1-B3⁴ - S, B1-A3⁴ - S, A1-C3⁴ - S and so on. When a syndrome occurs the one Syndrome card is used for the two traits, so you would have the one card A1 B3⁴ - S, rather than two cards A1 and B3 or B4.

Syndromes, even though there are fifteen, are limited in number to any particular test as there are reverse Syndromes like A1 C3⁴ -S and C1 A3⁴ - S Obviously if the person has a score in Section 1 of Trait A and a score in section 3 or 4 of Trait C that eliminates the opposite Syndrome C1 A3⁴ - S.

These slips are written for adults and are not to be given to children.

The I.Q. cards given are for the Novis Test.

From HCO PL 28 April 1961
By L. Ron Hubbard

- A1. You have a firm steady character. Your ability to concentrate your attention on concerns at hand is extremely good. You will make decisions with deliberation and show judgement in those directions. You have your own opinions and are not easily swayed by your own emotions or those of others. You can be very loyal and steadfast.
- A2. You are fairly stable in character. You are able, with only little difficulty, to concentrate your attentions on concerns at hand. You try to make decisions with deliberation and show good judgement in such decisions, but you are not always able to do so because you can be swayed by your own emotions or the emotions of others. Your opinions tend to vary, as do your loyalties.
- A3. You have an unstable character. You have a lot of difficulty concentrating your attention on concerns at hand, as your mind disperses to other subjects or is fixed on some unrelated subject. Your decisions are unreliable and your judgement poor. You easily come under the influence of other persons therefore your opinions are variable, first one way and then another. Scientology can help this.
- A4. You are extremely unstable in character. Your memory is bad and you cannot concentrate on concerns at hand, or your attention is always fixed compulsively on something. You are hypnotic and therefore your decisions, judgements and opinions are unreliable. People have a hard time understanding you because you are so impulsive and untrustworthy. Scientology can help this.

MANIC B. The ring around point B on your graph indicates that statements about your happiness on the accompanying cards do not apply at all times. Your level of happiness is unstable and you have periods of being happy and cheerful followed by periods of depression and dejection. Scientology can help this.

- B1. You are generally quite happy and cheerful. Your approach to life is one of good humour. You handle things with enthusiasm and interest. You are quite hopeful of the future and take upsets in your stride. Any problems or emotional difficulties you encounter only temporarily upset you but once they are handled you return easily to your normal good spirits.
- B2. You are fairly happy and cheerful but not generally so. Problems and difficulties in life throw you off balance and you have some difficulty returning to a hopeful and enthusiastic attitude. You feel to some extent that your good spirits depend on other people and circumstances rather than your own frame of mind towards life; however, more frequently than not you are light hearted.
- B3. You are unhappy and depressed. You have a pessimistic outlook towards life. Problems and difficulties are too much for you and because you are generally despondent you have a hard time handling them. You mostly blame other people situations or circumstances for your depressed frame of mind rather than looking for the real cause in yourself. Your friends and family find it difficult to be with you because of this. Scientology can help this.
- B4. You are extremely dejected, depressed and unhappy. You look to the future with complete pessimism and lack of hope. You are difficult for your friends and family to be with because you blame other people, situations and things for your melancholy outlook. You see no real reasons to live as your life is full of problems and difficulties and that your despondent attitude prevents you from solving. Scientology can help this.

- C1. You are quite composed and imperturbable. Mentally you have general calmness and tranquility. Your self possession enables you to handle without much disturbance to yourself or others any emergencies occurring in your environment. You are even tempered and this assists you to get along better with your family and friends. You are normally tolerant and patient.
- C2. You are generally calm and composed. However, sudden occurrences in your environment do upset your tranquility. More often than not you are even tempered. You do have bouts of nervousness but are able to regain your self-possession. You do tend at times to be impatient and intolerant which makes it difficult for your family and friends.
- C3. You are nervous and over-excitabile. Your restlessness and agitation is annoying to others around you. You find it difficult to relax either to enjoy yourself or to get rested easily. You exhibit nervous habits which you either are or are not aware of, giving the appearance of agitation. You are easily distracted and have little self control. Scientology can help this.
- C4. You are in a complete state of nervousness. You have no reality to control yourself even under ordinary circumstances. You cannot relax or be calm for any length of time. Your nervous habits and state of agitation badly upset those about you. You are very irritable and can become hysterical or violent in your actions. Almost anything sends you into a condition of distraction. Scientology can help this.

- D1. You have a very dependable certainty as regards what you know and understand of life. You have a good understanding of yourself, your assets and liabilities, your abilities and inabilities, your goals and ambitions in life. Your realistic attitude about yourself keeps you from making mistakes of great magnitude.
- D2. You can be dependably realistic about yourself but have some difficulty being so. Your understanding of yourself could be a lot better. As you are not too certain of what your abilities and disabilities are you have a tendency to waver in your subjective realities. You have some trouble knowing what you want to accomplish and have from life but not so badly that you make really serious mistakes.
- D3. You are undependable as a person. You have little self-confidence, which makes it difficult for you to attain the goals you have set in life. As you are so uncertain of yourself you also have trouble knowing what goals you should or should not have for yourself. This is made more serious for you as you have really no idea of what your abilities or disabilities are. Scientology can help this.
- D4. You are totally undependable and lack any self-confidence in yourself. You are completely uncertain of your past, your present and your future. You do not know what you believe, what you think or what you should do in life. You have an unrealistic approach to life and this is made worse by the fact that you do not really know what you want or desire in life. You have no assurance about yourself. Scientology can help this.

MANIC E. The ring around point E on your graph indicates that the statements on the evaluation cards regarding your activity do not apply at all times. This factor is unstable and you are active for a period and then inactive for a period. This indicates that you feel that many of your activities are forced upon you--you have to do them rather than you want to do them. Scientology can help this.

- E1. You are very active as a person, able to establish what it is you want to do, go about it and complete the job. You handle what you do with organisation, creating good results with little or no confusion. You do not put off doing things which are important and necessary and have the energy and perseverance to see that they are accomplished.
- E2. You are active but not able to accomplish all that you could or you would like to accomplish. You have a little difficulty getting the job started and after you have done this you have some trouble completeing it. You either decide to do more than you are capable of doing or you find it a little difficult to decide what to do.
- E3. You are not active. Your difficulty is to get started doing those things you know should be done or which you would like to get done. After you have finally begun to do something you also find it very difficult to carry forward and complete the job or activity. You have difficulty in your job or profession because of this and thus have trouble keeping or holding a job. Scientology can help this.
- E4. You are extremely inactive. You very rarely are able to get yourself started to do even the most necessary jobs or activities and you hardly ever carry them through to completion. Your family and employer consider you lazy and difficult to handle resulting in poor relations and job difficulty. Scientology can help this.

- F1. You are very capable and overt as a person. You are able to handle what you have chosen to do in life quite well. You are quite direct in your approach to people, not only in your job or profession but also with friends and family and because of this direct approach you are able to handle and control people and situations in life.
- F2. You are capable and overt as a person but probably not to a degree that you should be or would like to be. Although you are able, you do have some difficulties with handling your life and job or profession. Part of your difficulty is that you are not too capable in handling people openly and giving them necessary orders and directions required.
- F3. You are inhibited and submissive in your relationships with people and because of this you are not being capable in your life. You are too docile and indirect with others because you are basically afraid of what they will either think or say or do. This fear of others keeps you from honestly and forthrightly handling your job or profession, your family and friends. Scientology can help this.
- F4. You are in very bad shape as regards life because you are so inhibited and submissive. You are a definite introvert who is afraid to face up to handling things or people in your environment. You are so afraid of others that you cannot handle them except covertly. This inability creates for you an environment of chaos and trouble. Scientology can help this.

- G1. You are quite a responsible person. You feel that you are definitely in control of your own life. You are able to undertake actions and be responsible for either the success or failure of such actions. You are capable of confronting situations and resolving such to the best of your ability instead of feeling that it is really the duty of another or feeling that such has nothing to do with you.
- G2. You are not quite as responsible as you should be. This is caused by the fact that you have the tendency to feel that others are more or less running your life for you, whether it is the boss, a friend or a family member. You could be much more in control of your life but prefer not to accept too much responsibility because if you **did** not handle it well, you feel you would be blamed.
- G3. You are irresponsible in your life and work. You blame your own irresponsibility on others about you, whether a boss, a friend or a family member. You feel you have no control over your own life, what you are doing, what you are being and what you want to have in life. Although you feel others are controlling you, you really are incapable of accepting control yourself. Scientology can help this.
- G4. You are completely irresponsible. You accuse others of having ruled your life and made it what it is but this is actually your own fault as you at no time have really accepted your share of responsibility. You frequently feel sorry for yourself and feel that life has victimised you. Scientology can help this.

- H1. You are quite an appreciative person. You are able to enjoy your environment and people about you. Your attitude in life is one of fairness, as you are capable of seeing both the good and bad points in people and life. You have a fairly correct estimate of situations and because of this you have discriminations.
- H2. You have a tendency to be critical but you also can be fair in your estimations of people and events. You do look a bit too much on the bad side of things and people, thus not being quite capable of seeing all the good points. You are not as appreciative as you could or should be.
- H3. You are a critical person. Others find it difficult to be with you because of your expressed or covert censure of other people and things. Because you always look for the bad side you are unable to see much of the good, resulting in a poor ability on your part to correctly estimate people and circumstances. Scientology can help this.
- H4. You are an extremely critical person. You lash out verbally or mentally at those about you and the environment, making you a person almost impossible to be around. You may consider that you are being constructively critical or realistic. However, you are being basically malicious and mean. Because you see little good in people or life your opinions are of little value. Scientology can help this.

- I1. You are very empathetic, being quite capable of projecting yourself into others situations and understanding better other peoples viewpoints and feelings and what has happened or is happening. You are capable of modulating your actions so that these will not be unseemly under the circumstances in which you are involved.

- I2. You are empathetic but not so much as you should be. Although you are capable to a certain extent of placing yourself in another persons position or situation you do not always do this making your ability to understand less. Also your lack of understanding sometimes causes your actions or words to be untimely or unseemly.

- I3. You are incapable of being empathetic. You cannot put yourself in another persons place and therefore understand his viewpoints or situations. This makes you seem mean and unkindly to others and gets you into quite a lot of trouble in your relationships with others. This lack of understanding makes you quite cold-hearted and difficult as far as others are concerned. Scientology can help this.

- I4. You are quite cold blooded and heartless. Your complete inability to project yourself into another persons place or situation and thus better understand that person causes a great deal of difficulty for you in your associations with people in your life. You place too much importance on yourself and opinions to be able to be considerate to others. Scientology can help this.

- J1. You are a very communicative person and enjoy talking to people. You are a good mixer at parties and converse easily with most people. You may or may not be completely relaxed with others but this does not hinder your ability to communicate your ideas and opinions to others.
- J2. You are able to communicate freely with others but not to the full extent really necessary to be a good social or business success. You may have a tendency to be a bit withdrawn. This may be due to shyness or dislikes of certain people. Certainly you should be able to talk better with others so as to improve your status socially and business-wise.
- J3. You are withdrawn. You do not communicate freely with others perhaps because you feel timid or you do not like people. A person as withdrawn as you are also fears that others may find out certain things which are discreditable about yourself. Your inability to communicate freely and relaxedly will prevent you from making friends and from progressing in your work. Scientology can help this.
- J4. You are badly withdrawn. This could be as a result of the fact that you are either shy or you dislike people or both. Also the fact that you are so out of communication with people reveals there are certain things about yourself that you prefer others not to know and which you wish to hide. Your inability to communicate freely is a very great hindrance to you in life. Scientology can help this.

SYNDROMES.

- A1 B3-4. You are depressed and unhappy with a general pessimistic outlook towards life. Problems and difficulties are too much for you to handle which causes you to be poor in judgement and reliability, besides affecting your ability to concentrate, even though you consider these may be your better characteristics. Your family and friends find it difficult to be with you because of this. Scientology can help this.
- A1 C3-4. You are nervous and over-excitabile. Your restlessness and agitation has a bad effect not only on others but also on yourself. Your inability to relax and your state of nervousness makes you unstable, cuts down your ability to concentrate and causes you to be unreliable in your decisions and poor in your judgement, even though you would like to consider that you are good or fair in these particular points. Scientology can help this.
- B1 A3-4. As you have such difficulties in concentrating your attention and are so impulsive and unstable in character, you are not the happy person you feel you are or should be. Your unreliability, disloyalty and untrustworthiness upsets others. In view of this, your enthusiasm and interest in life is lessened and dampened. Scientology can help this.
- B1 C3-4. You are lacking in composure and ability to relax which causes you to be less happy than you generally feel you are. Your nervous habits reduce your enthusiasm and interest in life more than you know or believe. You are too easily agitated and made irritable to maintain a really happy optimistic frame of mind. Your good spirits are lowered by such nervousness on your part. Scientology can help this.

- C1 A3-4. You are unstable and dispersed. You have very little control over your attention which wanders readily or is fixed on some particular difficulty. Because of this you are not as composed as you would like others to believe. Your composure is merely a veneer behind which you attempt to hide your basic instability and unreliability. Scientology can help this.
- C1 B3-4. You are not at all happy about life. This makes you decidedly more nervous than you think yourself to be. Your problems and difficulties which are the cause of your depression cause you much inner upset which you try desperately to cover up with outward appearance of calmness and serenity. Your effort to put up this appearance of composure will crack badly unless causes of your unhappiness are resolved. Scientology can help this.
- D1 A3-4. You are unstable in character and are much too impulsive and dispersed. You have an inability to concentrate your attention which wanders or is compulsively fixed. You consider yourself falsely to be quite dependable as an individual but such dependability and certainty is based on hypnotic decisions judgements and opinions over which you have no control or the ability to change. Scientology can help this.
- E1 D3-4. You are undependable and have little self-confidence. You really have no idea what your goal should or should not be for yourself, yet you are quite active. Not all your actions however are really under your control as you do not know what you really want to accomplish with such activity. You feel that doing something is better than nothing but such activity without a purpose will get you into trouble. Scientology can help this.

- E1 F3-4. You are inhibited, submissive and afraid to face up to handling people and situations except covertly. This creates a great deal of trouble for you. That you are so active and yet at the same time so inhibited indicates that you are doing things which are really beyond your ability to cope with. This will result in a great deal of trouble for you in the future. Scientology can help this.
- F1 E3-4. You are not very active. You have difficulty getting things under way and continuing them once started, yet, you are quite capable and overt with an ability to handle people and situations. You, therefore, because of your general laziness are not doing all you are really capable of doing and are wasting your talents. Scientology can help this.
- F1 G3-4. You are irresponsible in your life and work. You blame others about you for what you are and will accept no idea that you had any responsibility for what has happened or will happen. The fact that you are quite capable and overt and yet so irresponsible shows that you are capable of doing things without regard for consequences. This is a very dangerous attitude and will if it has not already, get you into trouble. Scientology can help this.
- G1 F3-4. You are not at all capable or overt. You are not really capable of facing up to people or situations. Even though you consider you are quite responsible and causative as a person this is not really the case. In some fashion something is making you responsible but you as an individual had better watch your step as difficulties will ensue. Scientology can help this.

I1 H3-4. You are extremely critical. You attack verbally and mentally those about you in a mean and vicious way. You think that you can see their position and point of view but really this is only a pretence as actually you see only most of what is bad in others and the environment. You can be quite cruel. Scientology can help this.

H1 L3-4. You are incapable of being empathetic as you cannot put yourself in another persons place and therefore understand his viewpoints or situation. Because of this you are not really as appreciative as you would like to consider yourself, as you only superficially try to be fair in your attitude. Really your lack of understanding is bad and you only pretend to see the good side. Scientology can help this.

I.Q. CARDS

100 minus. Your score on this test is very low and below average. You have great difficulty solving problems or are unaware of their existence. Scientology can help this.

100 - 110. Your score on this test is average. You have more difficulty than you need in handling problems or sometimes simply ignore them. Scientology can help this.

110 - 120. Your score on this test is above average. You can take reasonable advantage of opportunity and when you apply yourself, you progress well. A high intelligence is only useful as long as you have knowledge to apply your intelligence to. Scientology can not only give you useful information but can raise your I.Q. even higher.

120 plus. Your score on this test is well above average. You can take advantage of opportunity and when you apply yourself you progress fast. A high intelligence is only useful so long as you have knowledge to apply your intelligence to. Scientology will not only give you useful information but can raise your I.Q. even higher.

TRAIT CHARACTERISTICS.

A * indicates the most real and frequently used evaluative statements.

TRAIT A

PLUS: STABLE. ORIENTED. STANDARDS.

- *1. High standards. Knows what he wants and how he wants things to be.
- *2. Good stable data level--knows the rules of the game.
- 3. Makes plans and carries them out.
- 4. Can change mind easily, but on own determinism.
- 5. Deliberate in actions, but good judge of situations and therefore mostly tactful and remains out of serious trouble.
- 6. Adapts readily.
- 7. Keeps promises where possible.
- 8. Is stable and therefore a steadying influence
- 9. Starts easily.
- 10. Does things systematically
- 11. Not put out for long by any upsets --quickly returns to normal.
- 12. Not easily swayed by others
- 13. Good self mastery
- 14. Good concentration.

MINUS: UNSTABLE. DISPERSED. IMPULSIVE.

- *1. No stable data on which to make decisions--does not know the rules of the game.
- *2. Confused.
- *3. Poor concentration
- 4. At -60 or below, the individual is hypnotic and body can be monitored without change of mind. All insane very low on this.
- 5. Out of control
- 6. Impulsive in actions. Gets into trouble a lot as does things without thinking.
- 7. Careless about things--money, health, possessions.
- 8. Hard to get started
- 9. Tactless
- 10. Never keeps promises
- 11. Not a good judge of situations
- 12. Easily upset.
- 13. Never plans things and carries them out.
- 14. Doesn't follow directions---can't duplicate.

TRAIT B.

PLUS: HAPPY.

- *1. Cheerful, satisfied.
- *2. Is achieving goals
3. Feeling of well being
4. Can join in the fun or not as he wishes
5. Not a spoil sport
6. Recovers rapidly from bad news
7. Finds life worth living
8. Doesn't usually suffer from bad dreams or nightmares.
9. Considers there is plenty of opportunity
10. Likes others to be happy
11. Smiling disposition

MINUS: DEPRESSED. UNHAPPY.

- *1. Goals not well aligned or is not making the ones he's got.
- *2. Disturbed by failures and dwells on them
3. Damaging in all business and social relationships
4. A wet blanket--a spoil sport
5. Doesn't recover from bad news rapidly
6. Has bad dreams
7. Life is not worth while
8. Can't join in the fun at his own wish
9. Feels inferior
10. Glum--sad at times
11. Ponders on past misfortunes and illnesses
12. Considers there is not much opportunity

TRAIT C

PLUS: COMPOSED.

- *1. Relaxed. Not a worrying type.
- 2. Calm
- 3. Good body tone
- 4. Good voice control
- 5. No phobias
- 6. Not easily surprised
- 7. Steady
- 8. Sleeps well
- 9. Not easily distracted
- 10. Returns to normal quickly after an upset
- 11. No nervous habits
- 12. Good muscular control

MINUS: NERVOUS. SCATTERED.

- *1. A worrier
- *2. Tense--doesn't easily relax.
- 3. Phobias
- 4. Stuck thoughts
- 5. Easily frightened
- 6. Nervous habits
- 7. No voice control
- 8. Easily distracted
- *9. Environment acts as a threat--feels there is something going on which he is not able to control.
- 10. Increased fatigue from applying effort
- 11. Doesn't easily return to normal after upsets.

TRAIT D.

PLUS: PERSONABLE. CERTAINTY LEVEL. CONSISTENT.

1. Reliable
2. Good certainty on self
- *3. Even temperament
- *4. Consistent--not impulsive.
5. Can withhold.
6. Responsible
7. Aware of values
8. Can reason logically
9. Knows what he is doing

MINUS: UNCERTAIN. IMPULSIVE. INCONSISTENT.

1. Unable to withhold
2. Compulsive
- *3. Unreliable
- *4. Unpredictable
- *5. Impulsive
- *6. Changeable without reason
7. Only sporadic liveliness
- *8. Inconsistent
9. Lacks certainty
10. Constantly happy without there being any reason for it.

TRAIT E.

PLUS: ACTIVE. IN MOTION.

- *1. Lively
- *2. Has a wide variety of interests and activities.
- 3. Energetic
- 4. Will take responsibility
- 5. Has initiative
- 6. Attentive
- 7. Has plenty to do. Full days and always on the go
- 8. Not pushed around by others--will take actions.

MINUS: STOPPED. REACTIVELY RETARDED.

- *1. Passive. Lazy. A plodder.
- 2. Lacks initiative
- 3. Few interests and activities
- 4. Quiet--reserved.
- 5. Hard to get started
- 6. Pushed around
- 7. A waiter
- 8. Avoids responsibility
- 9. Not much to do---days not full.

TRAIT F.

PLUS: CAPABLE. OVERT. AGGRESSIVE.

- *1. Self assured
- 2. Willing to cause things
- 3. Does something instead of resigning himself to the situation
- 4. Emphatic
- 5. Dominant
- 6. Overt
- 7. Has good idea of own capabilities
- 8. Free about expressing opinions and feelings
- 9. Maintains poise

MINUS: INHIBITED. SUBMISSIVE.

- *1. Meek
- *2. Doubts own fitness and runs himself down
- 3. Unwilling to cause things
- 4. Covert
- 5. Easily dominated
- 6. Hides feelings
- 7. Has been stopped many times
- 8. Keeps opinions to self

TRAIT G.

PLUS: RESPONSIBLE. OBJECTIVE. CAUSE.

- *1. Extroverted
- *2. Not prejudiced
- 3. Can admit cause and not blame
- 4. Able to see what he has caused
- 5. Can see others points of view
- 6. Makes sound decisions
- 7. Impartial
- 8. Not jealous
- 9. Able to make an independent decision based on facts.
- 10. Capacity for initiative--sees something needs doing and does it.
- 11. Logical and scientific.

MINUS: IRRESPONSIBLE. SUBMISSIVE. BEING EFFECT.

- *1. Introverted
- *2. Prejudiced
- *3. Highly self-centred--may think others are working against him.
- 4. Has touchpoints
- 5. Makes unsound decisions based on emotions and not facts.
- 6. No initiative
- 7. Avoids responsibility
- 8. Resented by others and damages relationships with other dynamics.

TRAIT H.

PLUS: LOGICAL REASONING. CORRECT ESTIMATION.

- *1. Not hard to please.
- *2. Thinks well of most people
- *3. Not suspicious
- 4. Understanding
- 5. Pleasant
- 6. Can criticise but also able to accept criticism
- 7. Accepts others as they are, although he has a good reality on them
- 8. If cannot do what he wants, finds a substitute.

MINUS: CAPACITY FOR ERROR. HYPERCRITICAL.

- *1. Intolerant
- *2. Suspicious of others
- *3. Has automatic attack mechanism (often suppressed)
- *4. Critical of others and their actions--goes to great length to invalidate others' best efforts.
- 5. Invalidative
- 6. Not easily able to estimate situations
- 7. Tactless
- 8. Resented by others and resents others
- 9. Cannot accept others readily
- 10. Annoyed if cannot do what he wants to
- 11. A grumbler

TRAIT I.

PLUS: APPRECIATIVE. EMPATHY.

- *1. Friendly
- *2. Courteous
- *3. Warmly responsive to the needs of others
- *4. Considerate towards others
- 5. Truthful
- 6. Able to see how others feel in a situation.

MINUS: LACK OF ACCORD. OUT OF AGREEMENT.

- *1. Cannot make friends easily
- *2. Hard boiled
- *3. Not considerate in demands on others
- 4. Not courteous. Impolite.
- 5. Deceitful
- 6. No idea of the realities of others
- 7. Not concerned with others feelings
- 8. Not aware or concerned with how others fare
- 9. Feels some people don't deserve assistance.
- 10. Uses punishment
- 11. Cynical

TRAIT J

PLUS: COMMUNICATION LEVEL.

1. Expressively warm hearted
2. Friendly.
3. Cheerful.
- * 4. Good in company.
- * 5. Plenty of friends and acquaintances.
6. Affectionate.
- * 7. Cordial.
8. Free in expressing feelings and opinions.

MINUS: WITHDRAWN.

- * 1. Individuated.
2. Introverted.
- * 3. Poor in company.
4. Not many friends and acquaintances.
5. Not affectionate
6. Hides feelings.
7. Not cordial.

SYNDROMES.

These are signs and symptoms which occur together and characterise a condition. On the profile they show up the basic lie of the Bank. That is the condition which persists and which the person is dramatising.

A	B	C	D	E	F	G	H	I	J	
-	-	-								Neurotic. Stuck heavily with past losses. Frequently an abandonment in childhood.
-			-							Extremely unstable, unreliable and impulsive.
-		-			+	-				Angry outbursts. Temper.
-	-	-	+	+	+	-	-	-	-	Capricious, irresponsible self centred, inverted on all Dynamics, potentially destructive.
-				+						Actively dispersed.
-									-	If remainder of graph is reasonable, indicates that the person could be in a 1.1 environment where his reality is cut and he cannot communicate because it will be twisted and used against him.
+							-			Perfectionist.
	-	-								Apprehension and anxiety.

A	B	C	D	E	F	G	H	I	J		
	-				+	-					Feelings of inferiority
	+		-								Riding a manic--glee of insanity.
		-					-				Present time problem
			-							+	Can't withhold. Compulsive.
			-			+					Compulsive extrovert
			-		-	-	-				Doesn't grant beingness.
				-	-					-	Hormone deficiency. May need medical treatment.
				-	-						If remainder of the graph is reasonable, the person may be on drugs or alcohol or being heavily suppressed.
				+		-					Lacks initiative.
				+				+	+		Affectionate disposition
					+	-	-	-			Paranoid and psychotic. Very much effect. Lacking in accord and self centred.
					+	-	-				Hard to get along with
						-				-	Introverted. Self centred.

A	B	C	D	E	F	G	H	I	J	
								+	-	Propitiation
-	-	-	-	+		-	-	-	-	Poor employees

-F or middle F, high I J + B

= sweetness and light

High A middle D

= individual operates on stable data rather than on personal certainty. Here is the 'intellectual understanding'. Most students will be seen to operate on this where the data is not completely owned by themselves.

Middle A high D

= not much stable data but what he has is owned and under control

+80A +50D +75E

= person is certain in himself of two thirds of his activity and the rest he handles on stable data. It can also mean that he handles a lot on present time evaluations and a lesser proportion by past experiences either analytical or reactive.

+90G +90I

= martyr complex or else the person is lying.

High C compared with others

= conditioned self control due to strict upbringing where one must not show emotion of any kind or express any opinion, Couples with a middle or low F to indicate probable religious leanings.

F higher than E

= not doing as much as he could.

E higher than F

= person is doing more than he can comfortably and capably handle. Optimally D E F should be in a straight line indicating that the person is handling his activity with capability and certainty.

I higher than others

= person is too soft-hearted and an easy mark or 'sucker'.

I

= empathy or compassion--ability to understand others points of view--if all points are in the top area. If the rest is low it indicates sympathy where the person feels he would like to do something to help but can't.

D higher than others

= euphoria--making the best of a situation in which he finds himself. Struggling with life and making very little out of it. The present social set up allows the individual to cover up quite well and present a veneer of 'there is nothing wrong with me'. Also check question 22. If the answer is YES draw a circle around the point on Trait B. This indicates that this Trait fluctuates.

Random Male

A	between	-38	and	-95
B	"	-65	and	-100
C	"	-63	and	-96
D	"	+35	and	-83
E	"	+45	and	+3
F	"	+72	and	+22
G	"	-55	and	-92
H	"	-35	and	-98
I	"	+18	and	-90
J	"	+22	and	-74

= test answered at random. No understanding. No reality. No responsibility.

37.

HOW TO READ PROFILES ON OCA: COMPARING CURRENT WEEK PROFILE WITH WEEK BEFORE.

Drop on critical= havingness drop.

Whole line(or majority of points) drops = ARC breaks with auditor.

Line doesn't change (same as before)= P.T problem not touched by auditor.

Rough auditing = reduction of havingness.

Drop in Responsibility from former week= Auditor evaluation.

Drop in composed = loss of auditor. Poor CCH 0 in Find the Auditor.

Drop in Comm level= double acknowledgement by auditor, putting p.c. off before finished.

Drop in Appreciative= lowered reality level.

Nervous is toughest point to raise on a graph. It is done by finding the auditor. This is the primary point to watch in low profiles. Did preclear find auditor. CCH 3 and CCH 4 are the indicated processes for these low ones. They were designed to find the auditor.

HCO B 27 OCT 1958
by L Ron Hubbard.

THE INTERPRETATION OF THE AMERICAN PERSONALITY/OXFORD CAPACITY ANALYSES.

An amazing number of Auditors in the field do not use one of the most important mechanical tools for gauging the progress of pre-clears and students, the American Personality Analysis or the Oxford Capacity Analysis. Your pre-clears and your students deserve to be treated as professionally as possible and to have something which they can set as a standard of progress for themselves.

More important, however, is the use of this test by the Auditor to judge how he is doing in his processing or training. Certain drops in the graph indicate certain definite wrongs, which can be corrected by the Auditor in case the pre-clear continues his processing or comes back for further processing later or ends up in a restimulated condition, necessitating further processing by the Auditor in order to bring him out of it.

Understand to start with that the graph of a pre-clear should always rise after processing. Never attempt to excuse a dropped graph with many lowered traits. If this occurred you did something wrong. The pre-clear may be better for his processing, yes; but you did not better him as much as you could have done. You did something wrong. In knowing what you did wrong, you can improve your auditing skill and not make the same mistake again.

The American Personality Analysis or the Oxford Capacity Analysis should always be given before processing or training has begun and after that processing or training has been completed. In the case of pre-clears, they should, if taking several weeks of processing be tested at the end of every twenty-five hours.

When the whole graph line or a majority of traits on the graph drops, this has been caused simply by ARC breaks with the auditor not being cleared away.

A drop on Trait H, Correct Estimation, Appreciation, on the American Personality Analysis, and Logical Reasoning, Appreciation, on the Oxford Capacity Analysis, tells the Auditor that the pre-clear suffered a loss of havingness. If a person cannot have something he is critical of it.

A pre-clear actually gives the Auditor enough outward physical evidence of the fact that he is suffering a loss of havingness, so that an Auditor should never really miss on this one, but still Auditors do. A pre-clear who changes position frequently, fidgets with the E-Meter cans, looks tired and enervated, has a lowered level of havingness. He becomes more critical too.

A drop in Trait G, which is Being Cause, Objective, on the American Personality Analysis and Responsibility on the Oxford Capacity Analysis, is simply auditor evaluation. The Auditor by evaluating for the pre-clear had made the pre-clear less cause, less responsible for himself and his environment.

If you find yourself just having to "explain" things to your pre-clear, watch it. This is evaluation creeping into your session. If you are tempted to go into a song and dance when your pre-clear asks you a question about the session or process, remember your TR on handling originations and carry on. Don't evaluate and you will help your pre-clear to be more at cause over what is wrong with him.

A is the trait which tells how oriented or stable the pre-clear is and this is raised when the Auditor thoroughly makes himself "there" as an Auditor for the pre-clear. By "there" is meant that the pre-clear knows that the Auditor can handle and confront him, his bank, his body, and the environment. When this trait drops you can say the reverse has happened definitely.

There are many things that an Auditor can do to lower this trait. One is to ask the pre-clear where he would like to sit for the sessions. Another one is to lounge in the chair or to put your feet up on a table, to be unable to look at the pre-clear.

When running pre-clears who are low on the Trait A to start with, this is the primary point to watch in low profiles. From the lowness of this Trait, you can tell whether or not it will be necessary to run the CCH's. If low you will have to run them. In particular CCH 3 and CCH 4 are designed to assist the pre-clear find the auditor.

A drop in Trait J on the profile indicates that you have lowered the pre-clear's level of communication. This is done by double acknowledgement on the part of the Auditor. The pre-clear, when this happens feels that the Auditor is just cutting him off before he has had a chance to complete a cycle of action on the auditing question or command. He computes that the Auditor is not interested and has little affinity for him as a pre-clear.

With Trait I, Empathy on the American Personality Analysis and Appreciation on the Oxford Capacity Analysis, you have reality as the factor with which you are dealing. When this drops your pre-clear has a lowered reality level. When this decreases you are either running him on processes too high for his level of case or you are running a process or terminal on which he has no reality whatsoever.

When a pre-clear is no longer interested and talking about his case, you not only know that he is out of session, but you also know that you are no longer reaching him on his reality level; therefore, you can use this as a gauge to know whether your pre-clear is experiencing a lessening of reality. Also, the position of the Trait on the profile can tell you whether or not you are dealing with a dub-in case or not. If an incident was seen and this Trait drops, you can pretty well tell that the incident run was just a nice, unreal substitute for the real incident.

From HCO B 26 Nov 1959
by Mary Sue Hubbard
for L Ron Hubbard.

39.

OUT OF VALENCE.
(OCA GRAPH).

On OCA graphs (the plotted test score of a pc) you find sometimes a case that reads high on the graph will drop and read lower after auditing.

This is caused by the fact that the person was OUT OF VALENCE in the first place.

Social machinery was what the first registered.

Now after auditing the graph expresses something closer to the actual being even though it dropped.

We have known about this since '57 or '58 but I do not think it was fully written up. Further, we know MORE about it.

If you look into Suppressive Person tech you will find an SP has to be out of valence to be SP. He does not know that he is because he is himself in a non-self valence. He is "somebody else" and is denying that he himself exists, which is to say denying himself as a self.

Now this doesn't mean all persons whose graphs dropped were active SPs. But it does mean they weren't being themselves.

After some auditing they became themselves somewhat and this self isn't the social cheery self the first graph said.

But the dropped graph is nearer the truth.

Now, how to get the graph UP again?

The person with the dropped graph is closer to being himself but is not yet fully restored, not yet fully into his "own valence".

While Class XI would handle this a bit differently, Class VIII rundown already has an answer.

The Class VIII out of valence lists LXI LX2 and LX3 and the Recall, secondary and engram triples for each assessed item from these lists is a way to handle.

Completing any cycle the pc is on is of course fundamental. And even if the pc goes on to the next grade the graph will improve.

The fact is that the pc is emerging more and more and becoming himself and then he himself begins to gain.

The graph that dives will come back up if general processing is done.

The pc will keep saying he is "more there". And it is true.

From; HCO B 17 July '71.
C/S Series 51.
by L Ron Hubbard.

40.

TESTING BY MAIL

This can be handled by the same individuals who attend to the personal testing.

Three requirements are needed:

1. Advertising.
2. Mailing out.
3. Evaluations and follow up.

ADVERTISING.

Simple advertisements in the Classified columns in Newspapers bring tremendous response. This response has a period of building up to a peak followed by a decline. One has to be able to spot the peaks so that new Ads can be placed in other publications to build up while the present one is declining.

I.Q. AND PERSONALITY TESTS by mail. Free, no obligation. Send name and address to.....

This actual advertisement pulled several hundred responses.

LINE UP

1. A record of the number of responses each week is to be kept for each advertisement running. In order to do this each has a code number.
2. Record the name and address of the person on a list for that advertisement.
3. Send out to each response:
 - (a) Novis I.Q. Test Booklet and Answer Sheet.
 - (b) Personality Analysis and Answer Sheet.
 - (c) Direction slip.
 - (d) An address envelope for returning the tests.Seal the package.
4. The original request is to be filed in alphabetical order in a folder until the completed tests are returned.
5. When the tests are returned:
 - (a) Place them in a folder with name and address written on it (surname first).
 - (b) Remove the original request from the file and place in the folder with the tests.
 - (c) Cross the name off the record of responses.
6. Mark the tests.
7. Evaluate the tests.
8. Send out the evaluation along with:
 - (a) A personal letter
 - (b) A flier for an appropriate book.
 - (c) A Business Reply Envelope.
9. File the folder in the contact files.

10. Record the name and address on a separate sheet of paper headed EVALUATIONS SENT. This can from time to time be collected to be used on the Information Pack line.
11. If tests are not returned within a reasonable period of time, a letter is sent asking them to be returned. Record this alongside the name and address on the list.
12. If the person responds to the package, then his name is crossed off the list and the name of the book he purchased recorded alongside for statistical purposes.

I.Q. and PERSONALITY TESTS

INSTRUCTIONS

Enclosed you will find material for two tests.

1. The NOVIS TEST is the I.Q. (Intelligence) Test.

There is a question booklet and a separate answer sheet.

Do not browse through the booklet beforehand.

Take the Answer Sheet, and carefully read and fill in the front page.

When you are quite certain you understand it, turn it over, set an alarm for half an hour (or have somebody time you) and start.

To allow more than half an hour will render the results invalid.

Do not worry if you do not complete the test--most people dont.

2. The OXFORD CAPACITY ANALYSIS is the Personality Test.

There is a question booklet and a separate answer sheet.

Read the instructions on page one of the booklet and fill in the details as required.

When you fully understand the instructions proceed with the test.

There is no time limit on the test.

Answer all the questions. The average person takes about 30 to 40 minutes.

When you have completed the tests return all question booklets and answer sheets for marking and evaluation.

SAMPLE LETTERS

1. To accompany the Tests:

Dear ,

Thank you for your request for a Personality and I.Q. Test by mail. I have much pleasure in sending it to you.

You will find instructions attached to the tests.

As soon as your answers arrive, along with the question booklets, they will be marked and an evaluation sent to you with the purpose of enabling you to locate any conditions in your life that are not optimum and thus be in a better position to change them.

I look forward to receiving them.

Yours faithfully,

2. To those who do not return the Tests:

Dear ,

Have you completed the I.Q. and Personality Tests which were sent to you? If so would you please return them to be marked and evaluated.

This involves no obligation and I am sure you will be very interested in the results as they will point out those aspects of your life which are not being handled as well as they might be. You will then be in a position to change them.

Yours faithfully,

3. To go out with the Evaluations:

Dear ,

I am pleased to forward a copy of your Test results along with material which will enable you to fully interpret them so as to gain maximum benefit.

My intention is first to indicate the areas in your life which are holding you back and leading towards ruin, and second, to assist you to better your life and conditions.

Your first step is to obtain some reliable information which you can apply to achieve the changes you desire.

I enclose some literature and material designed for this purpose. By getting it you will bring about the changes you desire.

Don't hesitate.

Do something NOW!

Yours faithfully,

4. To go out to those on the Test Line and also to Test by Mail who do not buy on the first package:

Dear

Having ascertained your personal condition by means of an I.Q and Personality Analysis, your next step is to actually DO something about changing the unwanted or undesirable condition.

You can do this!

The book SELF ANALYSIS is exactly what you need.

It is designed in such a way that by devoting a little time each day you can bring about the condition you desire.

This system does work and is extensively used throughout the world today.

Try it for yourself and see.

You will never regret it.

Yours faithfully,

TESTING.

All psychology type testing is herewith abandoned on HGC and Academy lines (not public lines).

This means the OCA, APA, IQ and tests of any other description.

The reasons are as follows:

- (1) Testing makes registration lines hard to manage.
- (2) Tests test only what a person knew and do not test an increase of awareness. They changed because of valence changes. Releasing has shown they do not test increased capacity to learn or live or the pc's new potential but only test the pc's data awareness, all of which comes from pc's past. A person knows only what he knew. Releasing and Clearing give back the ability to observe, know and act. Any data returned to the pc was data he knew before and was occluded. But this doesn't show up on psychology type tests.
- (3) Different tests would be required to demonstrate what increase the pc has had. The old type test, measuring valence shifts invalidate a pc's gains. He feels good, is alert and aware. The test only tests what he knew. Therefore until new tests are developed that do show the current state of the pc, the old type tests will not be used. Example- A Released O.T. can tell you a great deal of newly observed data but, tested on psychology tests can only say what he knew about life and cannot tell you what he now knows because he is just now knowing it. Not having seen a baby since going Released O.T., he can only answer how he knew he reacted to babies. How he reacts now to babies is unknown to him since there are no babies around to react to.
- (4) The tests can be thrown by certain processes almost anyway you wish in very short times. IQ can be raised giddily by rehabilitating the ability to withhold (DC HGC used this during an ACC with phenomenal results in IQ gain.) You can shift valences almost at will with "Where would ----- be safe?" and other processes. But when you clean up the pc himself you have what he knew or how he reacted and this is not yet known at the time tests are given after processing. PCs are more apt to know what they don't know in an increased awareness, coming off the manic of pretended knowing or false data.
- (5) Modern processing by grades is not clued by any test we use. We once had to have tests to tell us what to run. We now have advanced too far to need the data.

ALLOWED USE OF TESTS

Tests may be used as a Public Service, on Introductory Evening Lectures, by Field Staff Members or in any way as a purely promotional item to give people a reality on their cases and to invite auditing.

Once they have bought training or processing the tests have no further value.

PRESERVATION OF TESTS

All test files in an org must be carefully preserved. They are a gold mine of Research and Promotional material and are extremely valuable.

From HCO P 13 July 1966⁵
by L Ron Hubbard

ISSUE AUTHORITY

Issue Authority for this Manual was given by LRH in a personal dispatch.