



Communication & Sales Seminar A

Based on the works of
L. Ron Hubbard

Section II: *The Anti-Social Personality*

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Signs That Someone has Gone PTS

- Doing worse after doing better. (Roller-coaster).
- Making mistakes.
- Failing, not succeeding.
- Having chronic problems.
- Being indecisive.
- Having accidents.
- Acting low-key, hoping you aren't noticed.

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Confront Defined

By L. Ron Hubbard

Mr. Hubbard defines confront as:

1. "The action of being able to face.
2. The ability to be there comfortably and perceive.
3. To face without flinching or avoiding.

It's an **ability**." (*emphasis added*)

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Suppress

By L. Ron Hubbard

“Suppress: to squash; to sit on, to make smaller, to refuse to let reach, to make uncertain about his reaching.”

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Reach

Reach: to move or extend towards in an attempt to communicate with or contact.

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Withdraw

Withdraw: to move or go away from. Draw back from or retreat. To remove oneself from an activity or association with other people, etc.

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Anti-Social Attributes

By L. Ron Hubbard

"He or she speaks only in very broad generalities. 'They say...' 'Everybody thinks...' 'Everyone knows...' and such expressions are in continual use, particularly when imparting rumor."

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Generality

By L. Ron Hubbard

"**Generality:** A **general** or nonspecific statement which is applicable to all. A statement made in an effort to either hide cause or to overwhelm another person with the all-inclusive."

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The Dangerous Environment

By L. Ron Hubbard

"An individual's

1. health level,
2. sanity level,
3. activity level and
4. ambition level

are all monitored* by *his* concept of the dangerousness of the environment."

* - **Monitor:** regulate or control the performance of.

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The Dangerous Environment

By L. Ron Hubbard

"There *are* real areas of danger in the environment, but there are also areas being made to *seem* more dangerous than they really are."

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Anti-Social Attributes

By L. Ron Hubbard

"Such a person deals mainly in bad news, critical or hostile remarks, invalidation and general suppression."

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Invalidate

By L. Ron Hubbard

"Invalidate: Cause something to be considered untrue or unimportant; make less of."

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Drill

1. Review the two anti-social traits we have covered up to this point.
2. Note three examples you have observed for each of these two traits
3. If you are watching/attending the seminar with someone else, you could work on this together and share what you came up with.
4. If you're watching/attending alone, and you would like us to side-check this exercise, give it to the Seminar Director to copy or email it to seminar@mgeonline.com

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Anti-Social Attributes

By L. Ron Hubbard

"The Anti-Social Personality alters, to worsen, communication when he or she relays a message or news.

Good news is stopped and only bad news, often embellished, is passed along."

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Anti-Social Attributes

By L. Ron Hubbard

"A characteristic, and one of the sad things about an Anti-Social Personality, is that it does not respond to efforts to reform..."

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Anti-Social Attributes

By L. Ron Hubbard

"Surrounding such a personality, we find cowed or ill associates or friends who, when not driven actually insane, are yet behaving in a crippled manner in life, failing not succeeding."

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Drill

1. Review the last three anti-social traits we just covered.
2. Note three examples you have observed for each of these three traits
3. If you are watching/attending the seminar with someone else, you could work on this together and share what you came up with.
4. If you're watching/attending alone, and you would like us to side-check this exercise, give it to the Seminar Director to copy or email it to seminar@mgeonline.com

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Anti-Social Attributes

By L. Ron Hubbard

"The Anti-Social Personality selects habitually the wrong target.*"

Wrong Target: An incorrect selection of an objective to attempt or attack

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Anti-Social Attributes

By L. Ron Hubbard

"The Anti-Social cannot finish a cycle-of-action.* Such become surrounded with incomplete projects."

Cycle of Action: the sequence that an **action** goes through, wherein the **action** is started, is continued for as long as is required and then is completed as planned.

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Anti-Social Attributes

By L. Ron Hubbard

"Helping others is an activity which drives the Anti-Social Personality nearly berserk.

Activities, however, which destroy in the name of help are closely supported."

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Drill

1. Review the last three anti-social traits we just covered.
2. Note three examples you have observed for each of these three traits
3. If you are watching/attending the seminar with someone else, you could work on this together and share what you came up with.
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Additional Attributes

By L. Ron Hubbard

1. "Everything bad that happened to you was (a) ridiculous, (b) unimportant, (c) deserved.
2. Everything you and others did to the SP was (a) very important, (b) very bad, (c) irremediable.*"

* **Irremediable:** impossible to make right, cure or remedy.

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Additional Attributes

By L. Ron Hubbard

3. "Those things which you could do (a) were without real value, (b) were done better by the SP or by others."

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The Basic Reason

By L. Ron Hubbard

"The basic reason the Anti-Social Personality behaves as he or she does lies in a hidden terror of others."

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Communication & Sales Seminar A

Based on the works of
L. Ron Hubbard

Section III:

The Social Personality

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Social Trait

By L. Ron Hubbard

"The Social Personality is specific in relating circumstances. 'Joe Jones said.'
'The *Star* newspaper reported...'
and gives sources of data where important or possible. "

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Social Characteristics

By L. Ron Hubbard

"The Social Personality is eager to relay good news and reluctant to relay bad. He may not even bother to pass along criticism when it doesn't matter."

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Social Characteristics

By L. Ron Hubbard

"A Social Personality passes communication without much alteration and, if deleting anything, tends to delete injurious* matters."

***Injurious:** damaging, harmful or likely to cause damage or harm.

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Social Characteristics

By L. Ron Hubbard

"Efforts aimed at reform, particularly of a mild nature, work very well on the Social Personality."

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Social Characteristics

By L. Ron Hubbard

"The friends and associates of a Social Personality tend to be well, happy and of good morale."

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Social Characteristics

By L. Ron Hubbard

"The Social Personality tends to select correct targets for correction. He fixes the tire that is flat rather than attack the windscreen.*"

***Windscreen:** British for windshield.

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Social Characteristics

By L. Ron Hubbard

"Cycles-of-action begun are ordinarily completed by the Social Personality, if possible."

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Social Characteristics

By L. Ron Hubbard

"The Social Personality helps others and actively resists acts which harm others."

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The Basic Motivation

By L. Ron Hubbard

"The Social Personality naturally operates on the basis of the greatest good.

The Social Personality wants to survive and wants others to survive, whereas the Anti-Social Personality really and covertly wants others to succumb."

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Types of PTSness

Based on the works of L. Ron Hubbard

A person can go PTS by:

- **A Current Connection:** Being associated with or connected to a suppressive person in his present time environment.
- **A Past Suppression:** Someone or something in the present time environment reminds them of a past suppression, or

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Types of PTSness

Based on the works of L. Ron Hubbard

- **Antagonism:** A person can become PTS by reason of being connected to someone that is antagonistic to him.

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Why Someone Goes PTS

Based on the works of L. Ron Hubbard

- a. To be PTS in the first place, the PTS must have committed overt acts against the antagonistic source.
- b. When one has committed such acts his confront and responsibility drop.

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Overt Act

1. An intentionally committed harmful act committed in an effort to resolve a problem.
2. That thing which you do which you aren't willing to have happen to you.

L. Ron Hubbard

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Withhold

Any withhold comes *after* an overt act.

Thus, an overt act is something *done*; a withhold is an overt act *withheld* from another or others.

L. Ron Hubbard

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