

Communication and Presentation Skills III.

Transactional analysis

Transactional analysis

- Basic egostates
- Transactions
- Drivers, allowers
- Scripts
- Games

Why TA?

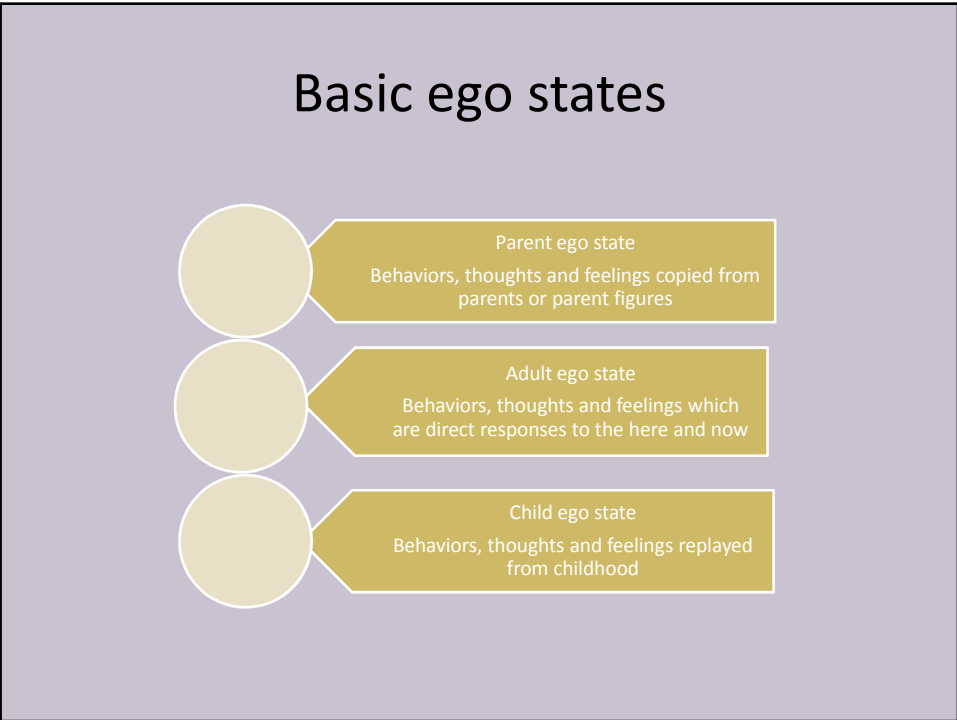
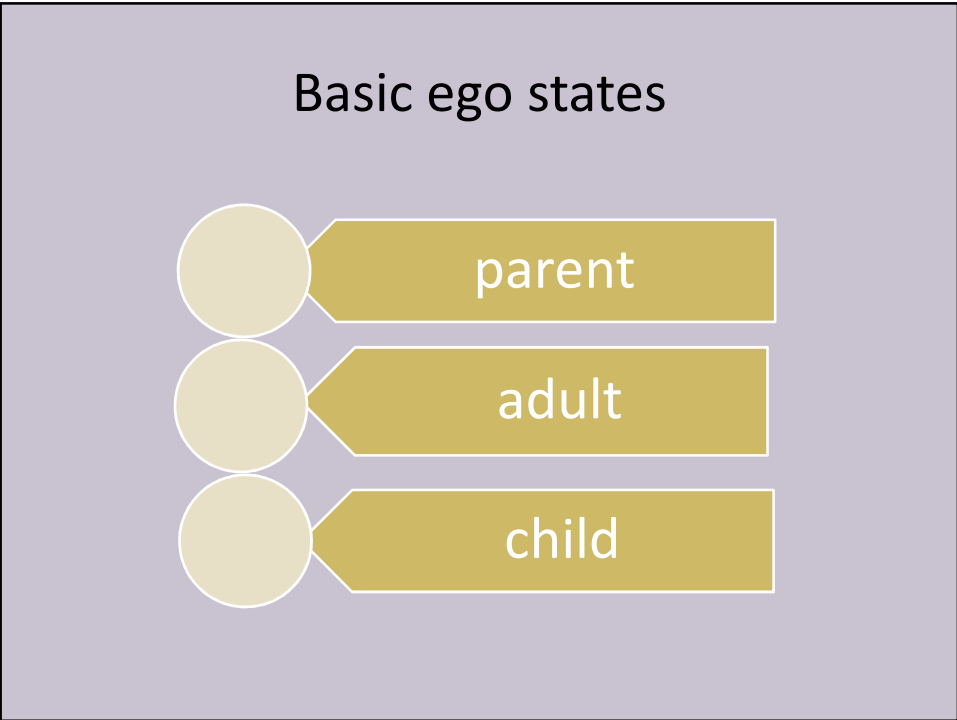
- It may help you to
 - Recognize how you communicate with others
 - Consider your options for how you can communicate differently to improve the communications you are involved in
 - Improve effectiveness of your communication

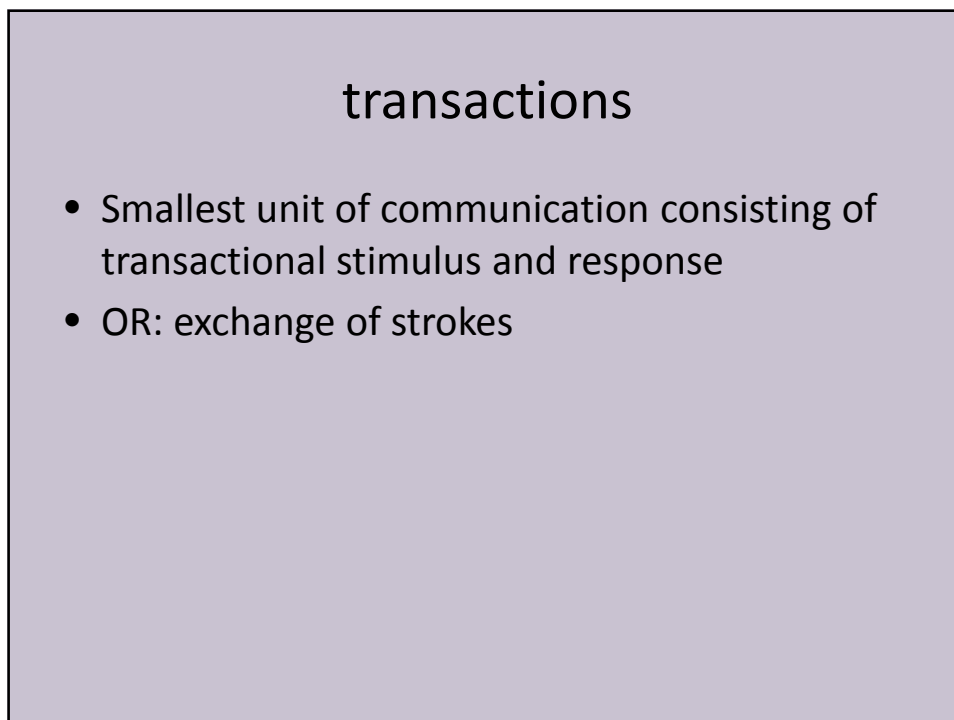
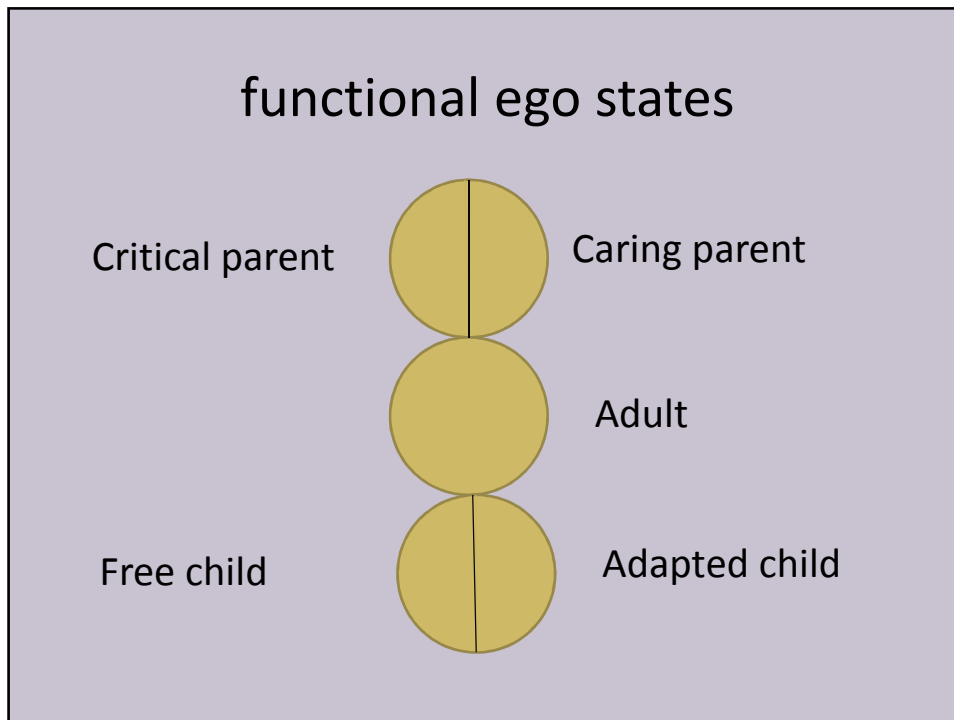
Transactional analysis

- Model of communication that can provide useful insights into ourselves and into how we communicate with others
- The core idea is that we can think of ourselves as having three parts of our personality

three ego states

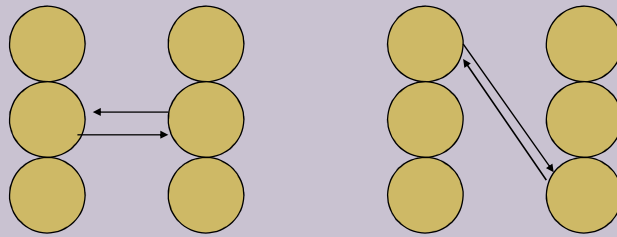






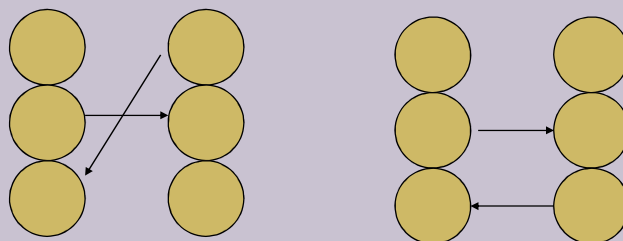
types of transactions

- complementary



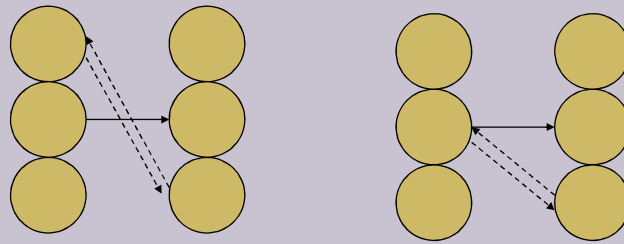
types of transactions

- crossed



types of transactions

- ulterior



Communication rules

- As long as transactions are complementary, communication can continue endlessly
- In case of crossed transaction there is a change in communication
- Result of ulterior transactions is based on psychological level



DRIVERS
INJUNCTIONS
ALLOWERS
GAMES

Drivers

- Taibi Kahler – transactional analyst who describes seven drivers / miniscripts that “drive” us throughout our lives. They usually come as a result of our parents influence.
- Mavis Klein – chose five drivers and worked with them. Made a test of drivers.

Mavis Klein - Drivers

Be perfect.

Please me. Live in order to please others.

Be strong

Try hard

Hurry up.



Miniscript / driver test

- Be perfect: 2 4 6 22 23
- Be strong: 9 12 13 15 19 21
- Please me: 1 11 14 17 25
- Try harder: 3 8 10 18 24
- Hurry up: 5 7 12 16 20

Allowers

- I allow myself to be or behave in certain ways.
- Allowers are fighters for harmony in ourselves. They may “soften” or “strengthen”, i.e. modify drivers:
 - D: Be perfect → A: being perfect is not normal
 - D: please me and be a good girl → A:

Injunctions (rackets)

- Evolve from anxiety, fear, insecurity, authorities
- Are important part of our ego/states
- Set of behavior which comes usually from childhood script in order to manipulate the environment to rather match our script than solve the problem
- Goal: experience these racket feelings and feel internally justified in experiencing them

Injunctions (rackets) Mr & Mrs Gouldings

- Don't be.
- Don't be yourself.
- Don't be a child.
- Don't grow up.
- Don't make it.
- Don't (act).
- Don't be important.
- Don't belong.
- Don't be close.
- Don't be healthy.
- Don't think.
- Don't feel
-What else???

Life script

- Script is how we navigate and what we look for in our life
- We are partially aware of and it is confirmed by a variety of situations, which reassure us in experiencing them.
- Manifested in situations of pressure, manipulation, threat.
- Narrows our decision making, choices and alternatives.
- Is decided upon in childhood in response to perceptions of the world and as a means of living with and making sense of the world.
- Reinforced by parents (or other influential figures and experiences).

Life script

- Winner
- Successful person
- Conqueror
- Pursuer/chaser
- Loser
- Defender
- Instigator/provocateur
- Critique
- Clever Dick
- Victim
- Rescuer
- Advisor
- Observer
- Judge
- Hero
- Happy person

Eric Berne

GAMES PEOPLE PLAY

basic features of games

- A game is an ongoing series of complementary ulterior transactions which leads to a well-defined, predictable outcome.
- Patterns: we learn them as children and then we follow them in the future.

Payoffs

- Superficial contact with others, time filling
- Avoidance of intimacy, responsibility and risk (of directly asking for stroke)
- Spending time in socially acceptable way "with friends"
- Way of avoiding bad feelings

Childhood games

- Older brother = stalking horse/cat's paw
- "he did... she did..."
- "Mum, he..."
- "So, what?"
- I do it for your good
- Yes, but...
- Because of you...
- "Good girl"

Parent children games

- Yea, but...
- I do it for your good.
- Because of you...
- I mean it well to you.

Adult games / with myself

- ?

YES, BUT...

Yes, but...

- "I'm bored with my studies."
- "So why don't you change it?"
- "Well, but I'm in the 3rd year and I don't want to lose all that time."
- "So why don't you enroll more interesting courses?"
- "Yes, but I have to go to the compulsory ones and there are a lot of them and then I don't have any free time left."
- "I'm sure that you could find at least some that are OK."
- "Yes, but they are always full."
- "Always?"
- "And if they are not they are usually at times of the compulsory courses I have to attend."
- "So why don't you talk to your teachers about it?"
- "Because I hardly see them and they are always busy."

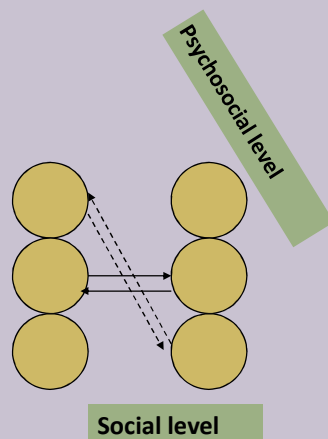
Analysis

- What keeps happening?
 - What is the theme of what keeps happening?
 - How does it start?
 - What then?
 - ... (1st mystery question)
 - And then?
 - ... (2nd mystery question)
 - How does it end?
 - What do you end up feeling?
 - What do you imagine "they" end up feeling?

Mystery questions

- What was your secret message to the other person?
- What was their secret message to you?

Yes, but...



Analysis

- Thesis: see if you can find a solution I can't find fault with.
- Aim: reassurance
- Roles: helpless person, advisers
- Social paradigm: adult – adult
- Psychological paradigm: parent – child
- Advantages: ???

Game levels

- Soft: acceptable by society, may be pleasant
- Hard: “behind the door”
- Tragic: ends in the courtroom, hospital, prison, cemetery

Thesaurus of games

- life games
- marital games
- party games
- sexual games
- underworld games
- consulting room games
- good games

How to handle a game

- avoid it if you don't like it (ignore a bait)
- play it and later analyse it
- offer alternative
- confront the players with the fact they have been playing (with the game)

Final assignment

- Write an essay focused on application of transactional analysis and Eric Berne's book Games People Play. Choose among following topics:
 1. Games I play with people around me,
 2. Games I play with myself (body with soul, with conscience)
 3. Games someone I know well play
 4. TA study from social environment (e.g.media), could be an interview, should analyse transactions and games in it
- Length: minimum 3 pages
- Deadline: 20th of January

Final essay topics

1. Analyse a chosen communication between two people in terms of TA
2. Analyse your internal dialogue and egostates
3. Analyse games you play with other people