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AFFINITY, REALITY AND COMMUNICATION

(Extracted from Problems of Work & Dianetics
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There are three factors in Scientology which are of the utmost importance in handling life. These three factors answer the questions, How should I talk to people? - How can I sell people things? - How can I give new ideas to people? - How can I find out what people are thinking about? - How can I handle my work better?

We call this in Scientology the A-R-C triangle. It is called a triangle because it has three related points. The first of these points is Affinity. The second of these points is Reality. The third of these points and the most important is Communication.

By Affinity we mean emotional response. We mean the feeling of affection or lack of it, of emotion or misemotion connected with life. By Reality we mean the solid objects, the real things of life. By Communication we mean in interchange of ideas between two terminals. Without affinity there is no reality or communication. Without reality there is no affinity or communication. Without communication there is neither affinity nor reality. Now these are sweeping statements but are nevertheless very valuable and are true.

Have you ever tried to talk to an angry man? An angry man's communication is at a level of misemotion which repels all terminals from him. Therefore his communication factor is very low, even though very loud. He is attempting to destroy something or some other terminal, therefore his reality is very poor. Very likely what he is being angry about apparently is not what has made him mad. An angry man is not truthful. Thus it could be said that his reality, even on the subject he is attempting to voice, is poor.

There must be good affinity (which is to say affection) between two people before they are very real to each other (and reality must here be used as a gradient, with things being more real than other things). There must be good affinity between two people before they can talk together with any truth or confidence. Before two people can be real to each other there must be some communication between them. They must at least see each other, which is in itself a form of communication. Before two people can feel any affinity for each other they must, to some degree, be real.

These three terms are interdependent one upon the other, and when one drops the other two drop also. When one rises the other two rise also. It is only necessary to improve one corner of this very valuable triangle in Scientology in order to improve the remaining two corners. It is only necessary to improve two corners of the triangle to improve the third.

These three items, Affinity, Reality and Communication, can be demonstrated to equate into Understanding.

It is a truism that if we could understand all Life we would then tolerate all Life.

When we say "Life" we mean Understanding, and when we say "Understanding" we mean Affinity, Reality and Communication. To understand all would be to live at the highest level of potential action and ability. The quality of Life exists in the presence of Understanding - in the presence, then, of Affinity, Reality and Communication.

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