

HUBBARD COMMUNICATIONS OFFICE
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TR Course

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WHAT IS COMMUNICATION

Communication is often defined as the interchange of ideas or even objects between two people.

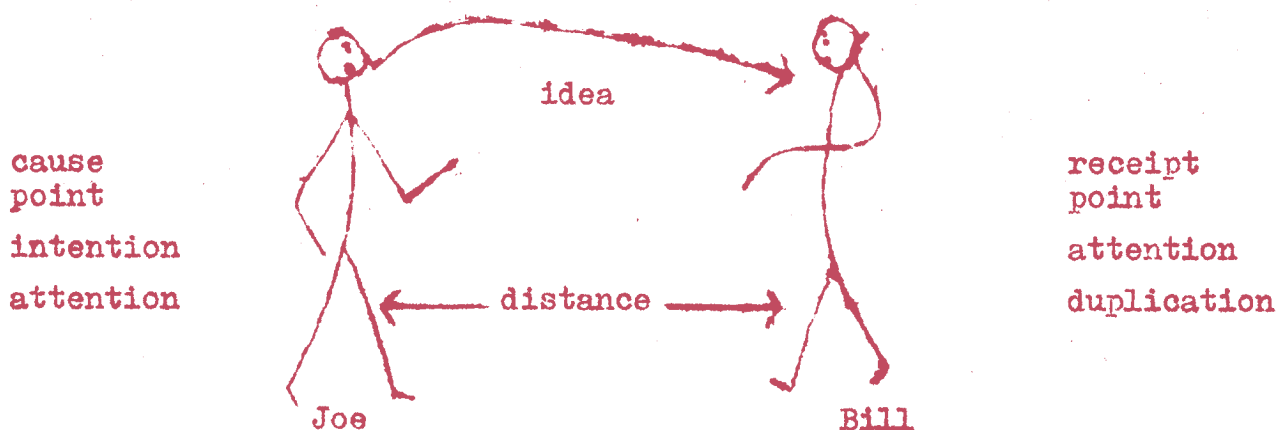
So we need two people and an idea or something to be communicated. Now let's see what else is needed.

First of all we have to have one person who starts the communication. We will call him the cause-point because he causes the communication to start. The other one receives the communication, so we call him receipt-point.

Now we come back to the cause-point and we know that if he is going to get his idea across he has to intend to reach the other fellow, so we put intention on his side. He also has to have some attention on the other fellow to see if he is ready to be talked to, so we also have "attention" there. Receipt-point, in order to receive the message, has to have his attention on the sender, so he has "attention" too.

There is one other factor that has to go in here for there to be a good communication. Look at this example of the message that the battle commander sent back to headquarters from the battle. This message was, "Send reinforcements. We are going to advance." But the message had to be passed by word of mouth from the front line and by the time it got to headquarters it said, "Send three-and-fourpence. We are going to a dance." What was the missing factor that made this an imperfect communication? Duplication. Each person getting the message didn't copy exactly what was said. This is where most communication breaks down. Because we didn't get the person's attention or because our own intention to get our idea across wasn't strong enough, the idea is not duplicated, is not received the way we meant it and so mis-understandings arise.

So communication looks like this:



From this picture we now get the formula of communication which is:

CAUSE - DISTANCE - EFFECT,
with INTENTION, ATTENTION
and DUPLICATION.

Joe is Cause and Bill is Effect and there is Distance between them. Joe puts his Attention on Bill and gets Bill's Attention. Joe with Intention gets his communication across to Bill who has the Intention to Duplicate it and does.

This is the way an idea goes across from one person to another. This is how to talk and how to listen.

THIS IS HOW TO COMMUNICATE!

When two people are in good communication, A sends his idea across to B, B receives it, then sends his reply or answer back to A who receives it. A then does what? Mostly he does nothing. There is a missing part here that should be in a good communication. The missing thing is acknowledgement. What is acknowledgement? It is the way you let someone know that you have his answer. It could be a nod or a smile, a thank you or an okay. It simply lets the person know that you received him. If I ask you for the time and you reply "It's 9 o'clock," how do you know I got your reply if I don't give you some acknowledgement? You would not know if you have been heard.

This lack of acknowledgement is very frequent in society today, and is the cause of a lot of communication difficulties. You will see people who do not talk at all. They have long since given up the idea that anyone has ever heard them, will listen to them, or wants to listen. Similarly the person who talks all the time is quite sure no-one has heard them and is still trying to get through. If there was someone around them who could acknowledge and let them know they had been listened to, they would improve.

We also get very tired of doing things for someone who never acknowledges what we have done. A little acknowledgement goes a long way. It is not necessarily praise, just a sign that we have noticed that something was done. You will see the people around you become more cheerful if you acknowledge their efforts and their communication.

"I see that you've done the lawns," "Thank you for ironing my shirt," or to your child "Thank you for going to bed when you were told." We are only too ready to notice a mistake or pay attention to something NOT done, or complain about a question not answered, we should be just as ready to acknowledge these things when they are done or answered.

As we have seen, the formula of Communication is: Cause, Distance, Effect, with Attention, Intention and Duplication.

Now let us have a look at this in more detail --

COMMUNICATION IS THE CONSIDERATION AND ACTION OF IMPELLING AN IMPULSE OR PARTICLE FROM SOURCE-POINT ACROSS A DISTANCE TO RECEIPT-POINT, WITH THE INTENTION OF BRINGING INTO BEING AT THE RECEIPT-POINT A DUPLICATION OF THAT WHICH EMANATED FROM THE SOURCE-POINT.

A PRACTICAL DEMONSTRATION

Now demonstrate the above using bits of wood or matchboxes etc. Set up a Source-Point and a Receipt-Point with two of these, with some Distance between them. Now take another object in your hand, and calling it the Impulse or Particle, push it (Action of Impelling) across the Distance from Source-Point to Receipt-Point.

Now do it again including this time the Consideration and the Intention to bring about a Duplication (at the Receipt-Point) of the Particle that Emanated from the Source-Point.

(Was it received the same as it was sent? Was it Duplicated?)

Repeat this demonstration until you are certain you understand the formula of communication.

Compiled from the materials
of LRH on Communication

by

Distribution Aide

for

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