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Cramming Off

WHY FINDING DRILL - TWO

NUMBER: WF-2

NAME: FIND A WHY ON A PERSON

PURPOSE: TO TRAIN STAFF MEMBERS TO BE ABLE TO APPLY THE DATA SERIES TO FIND A RIGHT WHY ON A PERSON:

POSITION: Coach and student sit facing each other across a table.

COMMANDS: As stated.

PROCEDURE: Each step is done in turn.

STEP ONE: Coach has prepared in advance a list of the following words and their dictionary and Scientology definitions: Situation, Statistics, Data, Why, Ideal Scene, Handling, Project, Programme, Compliance, Analysis, Policy, Plans, Order, Debug, Evaluate, Evaluation. These are defined M6 style on each word or term. This step is usually only done once. It is done by the Coach and the student.

STEP TWO: The Coach drills the student on Data Series 23 Why Finding steps chinese school style until he can rattle them off effortlessly.

Coach says: "Repeat after me.  
This is the procedure.  
Policy  
Situation  
Stats  
Data  
Why  
Ideal Scene  
Handling"

1. Coach works out and writes a Situation and Why on a piece of paper. He puts this face down on the table. The Why must be consistent with the Situation.
2. The Coach says: "The Situation is...(same as on the piece of paper)..." Student writes this down.
3. Coach says: "Find the Why."
4. Student now questions the Coach by first taking up the statistics involved. He ascertains at this point whether it is an Up Situation or Down Situation, as related to the statistics. He finds out when the stats were last up in a high range and what was being done at that time, if they are down now. He may find the stats have never been up. He verifies that the stats presented are true.

5. He gets the data, by two way communication, noting down any and all Out Points or Plus Points. The Coach must feed the student data relative to the Situation given.

6. The student narrows the target by selecting out the area of the biggest or most repeated Out Point, or missing scene, to reveal the basic Out Point which aligns and explains the other Out Points.

7. The student announces the Why to the Coach. It will be the Why for the Up Situation or Down Situation, as given by the Coach earlier. This should match up with the Why written on the piece of paper.

8. The Coach asks: "Is the Why consistent with the situation?" Student checks and answers Yes.

The Coach asks: "Is it a Why that is something to do with the person involved?" Student checks and answers Yes.

The Coach asks: "Is it a Why that the person can do something about?" Student checks and answers Yes.

If the answer is No to any of these questions, the Coach refers the student to the relevant Policy Letter and then has the student review his data and Out Points or Plus Points until he can find a Why which is correct.

M4 or M7 Word Clearing can and should be used where necessary to clear up confusions.

9. The Coach says, "Good," and lifts up the piece of paper and shows it to the student. The Why found by the student should be the same as or close to the Why on the piece of paper.

10. Coach asks: "What Policy are you operating on?" Gets answer.

11. The Coach says: "What is the Ideal Scene?" Student answers. Coach asks: "Is this Ideal Scene consistent with and a reverse statement of the Why?" If not, gets this corrected.

12. The Coach says: "Good. What is the handling?"

13. The student quickly works out the handling. Give the student a little time to work this out.

13. Student says the Handling to the Coach.

Coach asks: "Does this handling actually handle the Why?" If the answer is Yes and the student is correct, the Coach asks: "Will this handling bring about a return to or approach towards the Ideal Scene?" Student looks at this and answers Yes or No.

Coach asks: "Does this handling contain a bright idea that will boost production?" Student looks at this and answers yes or no.

If the checkouts are not in PT, he must call an Ethics Hearing on the Cramming Officer and chit the Qual Sec.

THE INTENTION

The intention is to ensure that the technical quality in orgs remains high and constant. An org sets the technical standard in its area and this cannot be allowed to lower or drop.

So toughen up Cramming Officers. Let your org staff know by your fast and determined actions that we mean business!

Judy Ziff  
CS-5

for  
L. RON HUBBARD  
FOUNDER

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