

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

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HCO POLICY LETTER OF 5 MAY 1971RA  
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(Revisions in Script)  
(Ellipsis denotes deletion)

(Re-revised 27 Aug 82 to update the reference section of the issue, to delete from the third paragraph the statement describing Power as "Near vertical up", and to clarify the condition of Power as a trend.)

READING STATISTICS

<u>REF:</u>	HCO PL 9 Nov 79R	HOW TO CORRECTLY DETERMINE A
	Rev. 27.8.82	STAT TREND
	HCO PL 3 Oct 70RA	STAT INTERPRETATION
	Rev. 27.8.82	
	HCO PL 6 Nov 66R I	ADMIN KNOW-HOW, STATISTIC
	Rev. 9.11.79	INTERPRETATIVE, STATISTIC
		ANALYSIS
	HCO PL 6 Mar 66 II	STATISTIC GRAPHS, HOW TO
		FIGURE THE SCALE
	HCO PL 27 Aug 82	VITAL DATA: POWER AND
		AFFLUENCE CONDITIONS

In a local org area one reads the Division stats for the WEEK. A Dept reads its stats by the DAY. A section does it by the HOUR. You can also read all Div GDSes by the day; successful orgs do.

TRENDS are used in more remote areas from the org, to indicate successful leadership or broad admin or tech situations. TRENDS are used locally to estimate expansion or warn of contraction.

Thus in weekly condition assignments one only considers two things: that exact week and the slant of that one line. Steep near vertical down: Non E. Down: Danger. Slightly down or level: Emergency. Slightly up: Normal. Steeply up: Affluence. . . . (As Power is a trend, it is not judged on a one-week basis only nor by a single line on a graph. Power is a Normal trend maintained in a high, high range; thus a Power condition must be determined by more than one week's worth of stats.)

Note that these slants for Non E through Affluence are used to determine the stat condition for the week. Measuring stat trends, a trend over a 3 or 6 week period or longer, is covered in HCO PL 9 Nov 79R, Rev. 27.8.82, HOW TO CORRECTLY DETERMINE A STAT TREND. Additional data on Power as a trend is given in HCO PL 27 Aug 82, VITAL DATA: POWER AND AFFLUENCE CONDITIONS.

The volume of the stat has little to do with it. Level at high or level at low are alike Emergency.

The proof of this is that you always find a why and it's always some change.

Typical argument about stats: "I know it's down a bit but it's so high generally that it's Power." (Even with stats validly in a Power range one would handle a dip in the stats

with the appropriate condition formula.) Or: "I know it rose but it's so low that it's really Non E." All this is being reasonable. Status think.

When you don't value stats this way you don't catch the improvements or flubs that, piled up, wreck an org.

I recall a D of T who had high high stats. One week they plunged. He said, "Oh of course. We graduated some students and....." But I rejected that and looked and looked and lo and behold they'd changed their method of handling students! This, found and repaired, sent their stats soaring!

When you let status reasoning get into stat assignment of conditions, the org has had it!

The weekly condition assignments must be accurate. Only in that way can one maintain expansion.

Also, it's a bit mean to nag around about a rise. "But it isn't much of a rise, you're really in too low a range to have a rise count....."

A rise is a rise. They at least got more. Now, better organizing, they will get more than that. Week by week it goes up.

Similarly to discount a fall just because stats are high high high is folly. They could do week before last's as they did it. So what was wrong that they couldn't do it again? If they got exhausted at it week before last they need more help, obviously. Or better organization.

Only if you use the single week can you properly locally manage.

If you keep it up the org will start to occupy more space, need more people, need more equipment. Actually the area control of the org increases and stability and viability increase.

If stat declines for the week are brushed off the org will shrink, become less stable, will demand more work by fewer and will be a burden.

When you manage by the stat you don't go wrong. But it has to be an honest stat and explanations that aren't the real why have to be rejected.

As you work with this, all becomes revealed. And one has a total control of survival.

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FOUNDER

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