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ONLY

Business Management Tech
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ALL DATA NOT BEING SENT
TO DATA FILES

(Compiled from a recorded conference
given by L. Ron Hubbard to selected
Flag Bureau staff on 30 April 1972.)

It has been found that there can be only one line into
a Management Org and that line goes direct to Data Files.

Any other incoming line of data going to the person
it's addressed to, dispatches following the dispatch
routing or reports ending up in IN baskets results in
vital data being parked all over the management org making
evaluation impossible.

A while back an org was being evaluated that had been
ignored by others for 8 months and had a seriously
deteriorating situation for the past 5 months. Two whole
days was spent trying to evaluate the situation from a
skimpy Data File while looking for more data, reports,
anything to give the scene in that org.

After 2 days without success the evaluator thought
all of a sudden, "I wonder if someone might be holding
on to an LRH Comm report for the area since it's coming
up in another evaluation."

He sent for it. Sure enough, it was on someones desk.
There was a note on it: "Return it to me so that I can go
through it and then send it down to Data Files."

This key report WAS NOT IN DATA FILES. It was on some
other line and the Data Files did not have enough Data to
evaluate. This is why management personnel were making
mistakes and why they were not getting things handled, at
the time.

THE MISSING LRH COMM REPORT WAS CHOCK FULL OF OUT-
TECH REPORTS AND TECH DIFFICULTY REPORTS AND TECH
QUESTIONS.

It had vital information that was not available
where it belonged. It contained a tech question that
undoubtedly was being asked in numerous places in the
world but had not been clarified by the Training and
Services Aide because it was in an LRH Comm report.

It would not have come anywhere near the Training
and Services Aide who would have had to do an actual
evaluation and get that tech question handled.

Do you see the scene?

While management staff were answering their own dispatch traffic the actual situations they should have been handling were just passing them by.

They tried to handle it on individual dispatch lines and they could not.

It could have been handled 8 months earlier and then again 5 months earlier. It could have been handled again later and now all of a sudden it was practically over Niagara Falls with no barrel.

Then, when a senior Executive tried to evaluate that org he found that others were holding on to vital data on what he was trying to evaluate.

If everybody holds on to all of the essential information of evaluation and themselves do not evaluate, then you're going to end up with a down-stat scene.

Where should all this traffic go?

ALL TRAFFIC GOES INTO THE DATA FILES.

DATE COORDINATION

The WHY was found on this evaluation by using what is known as "Date Coordination". This is the common police action of finding out what happened against a certain date.

For example: "Joanna Lou was found in the swamp. Three days before that her ex-husband came to town. One day after that he left. The police take that as enough to pick him up and he's got swamp-grass all over his clothes and so forth." That's how they solve the crime.

This eval used Date Coordination but in a different guise.

As of the first time that org's stats started going down, the Org Officer started calling Comm Evs and ethics actions on everybody in sight. He removed the whole Dissem Division four months before the time of the eval.

In the missing traffic was found concrete evidence that the C/O of the org at the same time was doing a perfectly competent job of evaluating her supervisors and other actions of getting the show on the road.

In the meantime the Org Officer was telexing the CLO a lot of weird reports on the C/O and dispatching the Guardian Office. The CLO bought it and was writing Flag tons of dispatches how they have got to get the C/O out of there.

A proper evaluation showed that the Org Officer had been working on the destruction of that org for at least 5 months.

However this didn't show up on the dispatch line. If people had acted on those dispatches they would have issued a bunch of unreal orders wrecking that org.

If all these dispatches and reports had been sent directly to that orgs Data File then Training & Services Aide would have seen the Tech Scene and someone else could have done an Eval and would have seen there was something very out-ethics about that orgs scene and traced it down to the actual WHO.

But ONLY BY LOOKING THROUGH ALL OF THE DATA.

Answering dispatches and "handling traffic" without evaluations only leaves us wide open to unreal orders and mis-management!

ALL DATA TO DATA FILES

The WHY for single dispatch handling is:

"It is easier to confront a dispatch than it is to confront the whole org scene."

It was true that as long as the Data Files were only relatively competent and as long as the data wasn't centrally located, management personnel had an excuse to hold on to their traffic. People were concerned about handling traffic addressed to them that went directly into the Data Files.

What was worked out was that all the incoming data was assembled together as it came in and an Acknowledgement Clerk would ack it immediately with mimeographed slips mailed to the sender. Individual management terminals were then notified of anything important that required their immediate handling.

The data itself went directly into the Data Files.

The Data Aide was augmented sufficiently to make sure the orgs sent in the data and it was relayed on to Flag by the CLOs.

No data from that time on has gone to the person it was addressed to who would just have to read the traffic again in the files. So there were no longer any independent areas where the data got parked. It all went directly to the Data Files.

The only exception is Guardian Mail Packs and comm and FBO Network Material.

From that time on the orgs managed by Flag have had their stats going up, up, up higher and higher out the roof.

WATCH THE STATS

All that is done is to watch the stats.

The stats of a division in an org go down and the org is evaluated. Management realized that nobody was going to find out anything about it until he did evaluate.

All one cares about is evaluation.

Evaluation should jump out of those Data Files.

You count the outpoints and there it is!

The people operating in many of the orgs were not operating them. It was found that they would operate them if there was heat put on. The only way you can put on heat is with correct whys!

You can't put on heat with wrong whys.

ANTIQUATED SYSTEM

Here is a beautiful piece of technology that works like a bomb and it was not being used in the field of administration.

The dispatch system is as archaic as the Roman Empire. It was done in those days by couriers and clay-tablets.

Clay-tablets were little thin sheets always painted black or red and dipped in white wax. You wrote with a stylus and of course what you wrote came through in red or black words.

You could get a copy off one by blowing soot across the thing letting it collect in the grooves in the wax. Flop it over onto a sheet of papyrus and you'd get a backwards message that you could read holding it up to the sun.

So this is an old administration system, ancient and borrowed. People write dispatches and people answer dispatches and so forth.

But you can't manage orgs that way!

REPEATING DISPATCHES

You saw here the situation of a dispatch from a Suppressive Person repeated over and over. He sent these to several different terminals who each relayed the data back to management making it look like the data was being confirmed from several separate sources. But it all came from the same person. He had "confirmations" working in all directions.

THINK WITH A WHOLE BRAIN.

You cannot manage an area with a lack of adequate data. It must be all together in a complete data files system.

It would be like someone trying to think with half his brain otherwise.

Each time you answer a dispatch, you're trying to think with one-half of the data bank.

That dispatch has to go into the data files and the whole file for that area has to be evaluated before you act!

This is a beautiful piece of technology that has proven it boosts stats faster than rockets!

It's been done the old way since the beginning of time without all that much success.

This new way works a lot better!

So do it this way and win.

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