

LEVEL TRANSACTIONS



At the conclusion of this period of instruction, you should be able to:

1. Explain how patterns started in early childhood become more sophisticated as we grow older - the process of negative growth.
2. Explain why Dominant and Submissive behaviors are dynamically identical.
3. Give a definition of a level transaction - that is close to the school solution.
4. Explain what is an “Emotional Disconnect.”
5. Explain the meaning of the terms Zing and Zang.

This presentation will explain the concept of **NEGATIVE GROWTH** and what is required to change thinking and behavior to a positive growth mode.

The video begins by defining the basic concept of **EQUAL VALUE**, moves quickly into more explanation of the concept, gives examples of how everyone starts off in a “Negative Growth” mode, provides examples of Dominant, Submissive, and Conditional, behavioral displays, and ends by giving an example of a conversation between a father and daughter that shows how simple it is to distinguish level and unlevel transactions.

All behavioral displays will initially be defined as either being **HOSTILE** (unequal value being placed on yourself or the other person) or **EQUAL VALUE** (equal value being placed on yourself and others). Hostile behavioral displays will initially be classified as either **DOMINANT** or **SUBMISSIVE**. Both Dominant and Submissive behavioral displays will be shown to be aggressive behavior.

The Level Transactions presentation is followed immediately by a presentation called Unpracticing - that explains about emotional disconnects and helps you learn how to make changes.

Following the video, personal exam, team discussion, and synergy evaluation, you will be given a live presentation called “Zing Zang” to help reinforce the concepts presented on video.

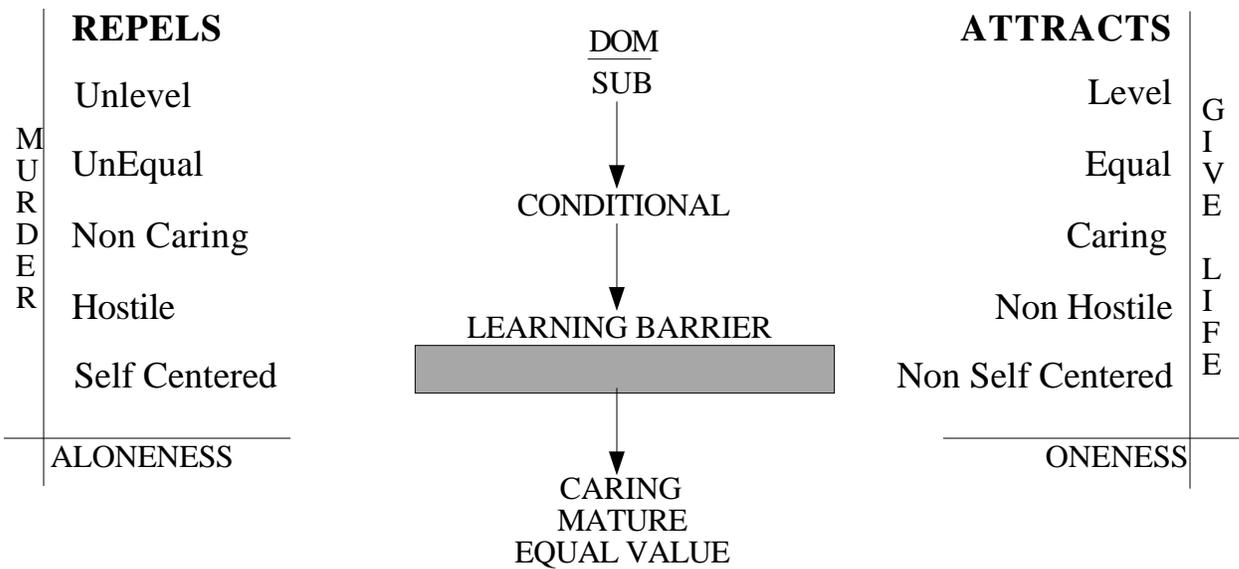
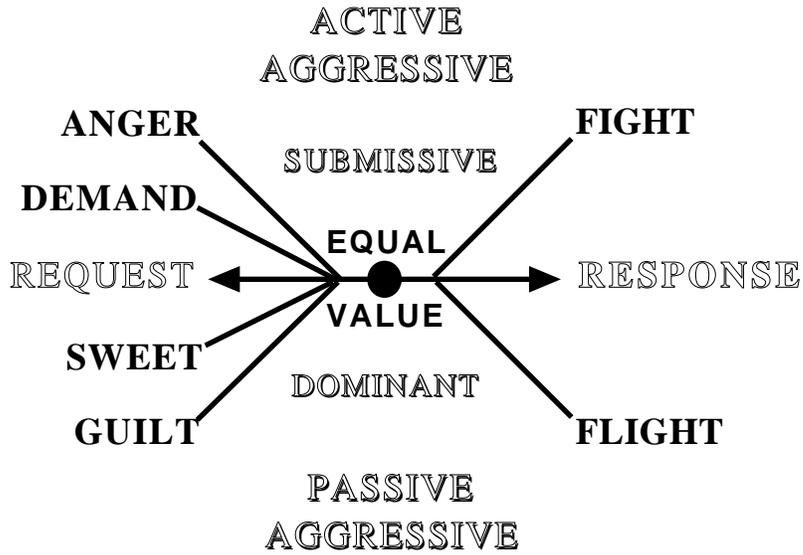
To learn more effectively:

1. Look at the graphics while listening to the tape.
2. Make notes on the graphics.
3. Write questions to ask the facilitator if you are not understanding a point.
4. Do not allow your mind to wander, but try to remember everything so you will score higher on the exam.

The 45 minute video presentation is followed immediately by a 25 question exam and team discussion.

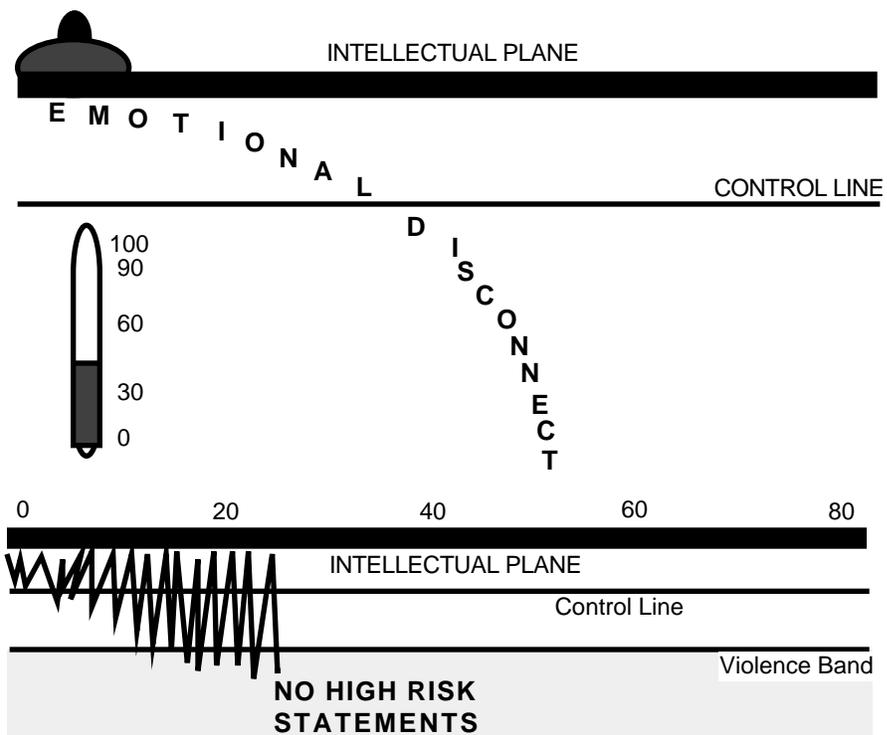
You should be back in the main class room at _____.

LEVEL TRANSACTIONS



NOTES

UNPRACTICING



NOTES

LEVEL TRANSACTIONS EXAM ANSWER SHEET

	Ind.	Team		Ind.	Team
1.	_____	_____	14.	_____	_____
2.	_____	_____	15.	_____	_____
3.	_____	_____	16.	_____	_____
4.	_____	_____	17.	_____	_____
5.	_____	_____	18.	_____	_____
6.	_____	_____	19.	_____	_____
7.	_____	_____	20.	_____	_____
8.	_____	_____	21.	_____	_____
9.	_____	_____	22.	_____	_____
10.	_____	_____	23.	_____	_____
11.	_____	_____	24.	_____	_____
12.	_____	_____	25.	_____	_____
13.	_____	_____			

LEVEL TRANSACTIONS EXAM

Student's name _____

1. What is a level transaction?
 - A. one that is balanced so that things are even better between people.
 - B. one where you place an equal value on everything the other person thinks, feels, says, and does.
 - C. not a parent or child statement.
 - D. one where you are equally dominant or submissive as the situation requires.

2. How many persons start off in the negative growth mode?
 - A. most.
 - B. some.
 - C. a few
 - D. all.

3. When a person becomes more angry and violent is he becoming more hostile?
 - A. sometimes.
 - B. always.
 - C. it depends on the situation.
 - D. only if the amount of value changes.

4. What causes pain to build in a relationship?
 - A. problems on the list.
 - B. hostile behavioral displays.
 - C. wrong intentions.
 - D. difference in opinions.

5. The reason submissive behavior is not as hostile as dominant behavior is:
 - A. our society trains us this way.
 - B. it is not as damaging to the relationship.
 - C. it is a more polite way of expression.
 - D. it is equally hostile.

6. The difference between fight and flight is:
 - A. fighting wins by intimidation.
 - B. fight is more aggressive and flight is more assertive.
 - C. different styles of reacting so we can get what we want.
 - D. there is no difference.

7. What has to happen for a person to change from negative to positive growth?
- A. become aware of his behavioral displays that are self-centered.
 - B. understand that he learned to be that way since birth.
 - C. recognize it was not his parents' fault.
 - D. stop blaming other people for his behavioral displays.
8. Rejection could be:
- A. the last thing you have to do to get someone to be level with you.
 - B. the cause of most divorces.
 - C. the pattern that causes a lot of pain.
 - D. all of the above.
9. Which of the following is not a hostile transaction?
- A. interrupting.
 - B. standing your ground.
 - C. not listening attentively.
 - D. not giving feedback.
10. "CAVING IN" is:
- A. what most people do to children without knowing it.
 - B. is almost impossible to avoid if you are going to have peace in the home.
 - C. a way of handling problems when a person is violently angry until they calm down.
 - D. a hostile behavioral display because it reinforces manipulative behavior.
11. The number of types of transactions discussed in Phase I is:
- A. 1
 - B. 2
 - C. 3
 - D. 4
12. A conditional transaction is:
- A. when you are willing to be level if the other person will be too.
 - B. the opposite of a dominant/submissive transaction.
 - C. is a level transaction that may not be even to both parties.
 - D. a level transaction if equal value is being expressed.
13. The ultimate in hostile transactions is:
- A. murder.
 - B. killing in self-defense.
 - C. taking life in time of war.
 - D. execution.

14. The ultimate in caring transactions is:
- A. sacrificing one for many.
 - B. giving life through childbirth.
 - C. giving one's life for another.
 - D. risking death for a loved one.
15. Growing out of self-centeredness:
- A. requires a lot of effort.
 - B. can only be accomplished after awareness is developed.
 - C. may cause a lot of problems for people with whom you have been relating.
 - D. means learning how to make more caring transactions and practicing them.
16. The distortion gap is the difference between:
- A. how we see ourselves and how others see us.
 - B. how we see ourselves and our intent.
 - C. how others see us and reality.
 - D. how we see ourselves and reality.
17. If a person is to get feedback to bring his behavior in line with his intent:
- A. he must ASK.
 - B. he must CARE.
 - C. he must become AWARE.
 - D. he must have REINFORCEMENT.
18. If trust is not present the person:
- A. will not understand.
 - B. will not believe the other person.
 - C. may not ask for or believe the feedback.
 - D. may not care enough.
19. Our ability to accept feedback from others and act appropriately on it is based on our:
- A. understanding of awareness.
 - B. intent vs. their intent.
 - C. security vs. our insecurity.
 - D. position with others in the group.
20. The control line is:
- A. the line from which emotions fluctuate.
 - B. the line through which emotions pass when they run out of control.
 - C. the line that runs at about the 90-95% level.
 - D. the line on which the intellectual plane is located.

21. Being responsible for one's feelings means:
- A. owning them.
 - B. doing something about them.
 - C. recognizing them as symptoms of good or bad mental health but understanding that they are not the problem.
 - D. owning them and doing something about them.
22. Where did the word "level" come from?
- A. Transactional Analysis--the "I'm OK, You're OK".
 - B. a concept of balancing scales and force in achieving equal value.
 - C. a method of expressing equal value.
 - D. an outgrowth of the power balance in negotiation.
23. One thing you should NEVER do to a person threatening murder or suicide is:
- A. make a high-risk statement.
 - B. make a low-risk statement.
 - C. make a no-risk statement.
 - D. make a statement taking whatever risk is necessary to get him to a trained professional counselor.
24. How forceful should a person be?
- A. never be forceful as it is non-caring behavior and creates pain in the relationship.
 - B. be forceful when appropriate to combat aggression.
 - C. as forceful as required to assure equal value for himself.
 - D. be forceful in every transaction as it will assure we are able to be happy.
25. Saying something to stimulate a person's pride would be:
- A. a good way to establish rapport if it were a level transaction.
 - B. a good way to establish rapport regardless, as it is a level transaction.
 - C. manipulative regardless of how level you try to make it sound.
 - D. manipulative only if you are out to get something.

LEVEL TRANSACTIONS EXAM SOLUTION

- | | |
|-------|-------|
| 1. B | 14. C |
| 2. D | 15. D |
| 3. D | 16. A |
| 4. B | 17. A |
| 5. D | 18. C |
| 6. C | 19. C |
| 7. A | 20. B |
| 8. C | 21. D |
| 9. B | 22. B |
| 10. D | 23. A |
| 11. B | 24. C |
| 12. D | 25. A |
| 13. A | |

SYNERGY EVALUATION

TEAM NAME A _____ B _____ C. _____ D. _____

**HIGH
INDIVIDUAL** _____

TEAM SCORE _____

**SYNERGY
SCORE** _____

