



February 5, 2008

PLAYING THE GAME

Have you noticed this blame culture that we live in today? How often do you hear people choosing to play the victim? It seems that playing the victim has become a national pastime. Now, I know that none of you reading this newsletter play the game, and just in case you should feel tempted, here are a few pointers on how to become really good at it.



1. Convince yourself that you are powerless

Believe that you have no choice in what is happening to you.

2. Play helpless

Now, this is really important, because you get points for this. If you can tell yourself that there is nothing that you can do to improve the situation, you get a point. If you succeed in convincing someone else that this is in fact so, you get double points.

3. Find someone or something to blame

Anyone or anything will do. Here are some ideas:

Your husband/wife/lover	Your boss
Your parents	Bad luck
The government	God

4. Complain

Moan, preferably to someone not in a position to help, and give yourself a point for every time you get them to agree with you. For persistent complaining you score a bonus point.

5. Practice victim vocabulary

To be a credible victim there are certain phrases you really should learn off by heart, because they will help you to recognise a fellow victim, and you can compete to decide who the greater victim is. Here are a few ideas:

He/she, it, they made me...	If you'd had the life I've had ...
After all I've done for you...	I don't know what I've done to deserve this...

If I'd had the opportunities you've had...

With my luck I'm not surprised

The main thing to remember is to be as pessimistic as you can. To be really convincing you have to look the part as well; anxious or sad expressions and the odd sigh usually do the trick. A point is scored for every person you bring down in the course of a day (a bonus point if they were in a good mood before they met you).

6. Game set and match

You win outright every time you convince a group or team that you are in a desperate state and then defeat all their attempts to help you. Only when they give up (this can take a while) and concede defeat is the game over. You will know this when a gloomy silence prevails and you experience a glow of triumph.

7. Some useful strategies

"I'm feeling a bit down today..." always good for hooking in empathy and problem-solving in the other person. It can be a one off ploy or an ongoing ploy (the really expert can make it a way of life).

"You may be right but..." You could become a bit unstuck with someone who really wants to help you. Be sure you have done your homework and revised all counter-arguments to seeing yourself, and life in a positive way.

"Exits" - a good escape plan is essential when either or both of the above strategies are not working. Try to time your exit for maximum dramatic effect, accompanying it with either:

- A punch line (How could you possibly know what it's like?)
- A hurt look (practice this in advance)

The important thing to remember is that all communication must be broken off in some way whenever the other person is disrespectful enough to challenge your victim identity. If an exit is not possible then you have three options if you want to stay in the game:

- Get angry
- Sulk
- Burst into tears (only as a last resort)

The advanced game

When you have mastered the above rules and strategies you will be ready for the advanced game.

1. Being a martyr

Accept blame, abuse or discrimination passively. Do not stand up for your self. Turn the other cheek and reflect with relish how your persecutors will be punished in hell. Sadly, this is a long term strategy and it is regretted that the main prize for winning cannot be awarded in this lifetime.

2. Making those around you feel guilty

This strategy is so deeply satisfying that it can also be considered something of a consolation prize for being a martyr. However, if martyrdom includes isolating yourself from the human race and there is therefore nobody else around you, you could try the following.

3. Feeling guilty yourself

Try feeling guilty for:

- Being a bad spouse/partner/lover/son/daughter/friend/example/influence
- Anything you did in the past
- Anything you are thinking or feeling now
- Being alive

4. Putting yourself down

Tell yourself (whenever you remember) how awful you really are. What matters here is to keep it up relentlessly and there will be a good chance that you will totally destroy your self-confidence and end up feeling depressed.

5. Worrying yourself sick

This is very easily done by scaring yourself with catastrophic expectations about the future. A really good worrier can do wonders with the most unpromising material.

So there you have it, but none of you ever play this game, do you?

If you are ever tempted to play the game, read this through and hopefully it will change your state, remind you of the cause>effect equation and prompt you to shift yourself to cause.

Now that's powerful!

UPCOMING COURSES

THE ELEGANT INFLUENCING SKILLS OF NLP

This certificated two day course is an introduction to NLP. It focuses primarily on effective communication techniques that are designed to complement your existing skills and to give you the edge in your area of expertise.

Why would this course be of interest to you?

Have you ever wondered what it would be like to have the ability instantly to create a climate of trust and understanding, and to have the personal confidence to be able to speak to anyone, any time, anywhere? Would it be of value to you to know that never again would you have a difficult person to deal with?

What you will learn on this course?

- The NLP communication model - what we think about and what we feel and how that affects our behaviour
- Well formed outcomes and solution thinking
- How to create instant rapport and trust and how to use rapport as a form of influence
- How to speak your client's language
- Precision questioning or how to ask a better quality of question

How is the course presented?

This hands on 2 day course runs over two consecutive Saturdays. It is a combination of theory and practical experiential exercises designed to allow participants to try on these models of excellence and to take away and run with what works for them.

What if this stuff really works?

Imagine where it could take you in your business. Imagine where else you could use this: your personal life, relationships, even being able to speak to those teenage children! The possibilities are limitless.

COURSE DETAILS

WHEN - This two day course runs on two consecutive Saturdays, 12 and 19 April 2008.

WHERE - The venue is the Stewart Room in the Windlestrae Hotel, Kinross.

TIME - The course runs from 9.30am to 5.30pm each day. Lunch is not included in the cost. Tea coffee etc will be available mid morning and mid afternoon. The hotel does provide bar lunches.

COST - £175.00 for the two days and includes all course materials, handouts and certification.

NUMBERS - For this course to be viable we need a minimum number of ten participants.

WHO - This course is for anyone wanting to enhance their interpersonal skills whether in business, the professions, caring services or therapies.

COURSE TRAINER - Sheena Wheatley, of Changing Perceptions, is a certified Trainer of NLP. For further information go to www.changingperceptions.org.uk

For more information about course content please email [Sheena Wheatley](mailto:Sheena.Wheatley@changingperceptions.org.uk)

WHAT PEOPLE SAY ABOUT SHEENA'S TRAINING

"I first met Sheena in 2005 when she was delivering a seminar at the Law Society of Scotland. One had the sense that everyone's eyes were being opened to a whole new level of communication. There is no doubt in my mind that Sheena's seminar has allowed me to improve the ways in which I communicate with my clients. (I recently arranged for Sheena to give a seminar to a wider group of solicitors including a first year trainee solicitor and a solicitor with over 25 years experience. All found the session very valuable and gave excellent feedback.) I cannot recommend this training highly enough." – Matthew Auchencloss, Director, Public Defence Solicitors' Office, January 2008.

Sincerely,

Sheena Wheatley

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