

Drill: Handling Attacks by Staying in Control

Scientology disseminators drill how to stay in control by either shifting the subject or calmly attacking, according to Hubbard's instructions.

HUBBARD DISSEMINATION COURSE
DISSEMINATION DRILL 15

Name: Handling Attacks by Staying in Control.

Reference: "Staying in Control " in this manual.

Purpose: To teach a Scientologist how to skillfully handle attacks and objections to one's talking about Dianetics and Scientology, by shifting the subject or calmly attacking back.

[...]

Step A

1. The coach cuts into the conversation and says, "Well, isn't Scientology a cult?" or some similar antagonistic question. The student is to immediately look at the other students with a little surprise, then look out the window or away and say to one of the persons sitting next to the coach, "It's nice weather we're having," or something similar. The student just shifts the subject entirely, ignores the coach and continues to talk in an undisturbed manner about something else that the other persons may be interested in.

2. The coach tries to get his question answered, but the student must continue to talk to the other students about some plain social subject disrelated to Scientology (weather, a television show, a current movie, business conditions, etc.), ignoring the coach utterly and completely. Once the coach can see that his questions are not going to be answered by the student, he gets up and walks away from the group.

These steps are repeated until the student can do the drill flawlessly and with ease.

[...]

Step B

1. The coach cuts into the conversation and says, "Well, isn't Scientology a cult?" or some similar antagonistic question. The student is to attack back in an overt (not covert), undisturbed, calm manner. The student does this by explaining very carefully how Scientology is an applied religious philosophy.

2. The coach continues to make snide, cutting remarks and now the student handles these by calmly attacking back with questions that challenge the coach. For example, questions such as "Did you ever study Scientology?" "Where did you read that?" "Who said that?" "You don't believe that nonsense do you?" "Do you always talk about things you don't know about?" etc., can be used by the student in attacking back.

3. Once the student sees that the coach has been cornered, he is to just drop him and start talking with the other students about some socially accepted subject (current events, a movie, etc.). The student is not to answer any of the coach's communications from that point on, despite all attempts from the coach to get him to do so.

4. Once the coach sees that the student is not going to answer any of his questions or respond to anything he says, he gets up and walks away from the group.

These steps are repeated until the student can do the drill flawlessly and with ease.

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