

## Lecture: Precision Knowledge: Necessity to Know Terminology and Law

Hubbard gives examples of how to use Scientology's tone scale to control and manipulate homo sapiens. Talks about narcosynthesis and how it "opened up the doors to the greatest black operation that could ever have appeared on the face of this earth."

Now, you take somebody who's in a level of covert hostility. How do you sell him something? You show him that it is damaging, but nobody would suspect it. That it might even damage him, but nobody would suspect it and he might not even suspect it either. He'll buy it.

You see, your uses and applications of these things are terrible, because here you've got as prey this poor fellow, Homo sapiens, who is a stimulus-response character who is usually below 2.0 on the tone scale<sup>1</sup> and is having a rough time. This really surprises anybody and makes him ashamed of himself if he starts to use this on a control side of the ledger. And he generally will just back off and he won't use it on the control side of the ledger anymore. I don't. Because it kind of makes you ashamed of yourself. Supposing you went down the street and took candy away from every little baby you saw that had any candy &ndash; you just made a practice of this.

Or supposing you had rabbits who were tied up by the collar out to your fence. And you could go out there every morning, and you had a double-barreled shotgun that went off every time, and the cartridges cost you nothing, and that's what you're going to use to kill this rabbit? Oh, no. No. If you have any sport in it at all, if you're going in on the side of killing things, or something of the sort, the least you could do would be to take a lighter-gauge gun and let the rabbit run.

But it's something like shooting sitting ducks; it's insidious, it's horrible and... The best thing that happens with it is when you start to use it on control. What happens? You say, "Ha-ha. No, no, no, there's no randomness there."

The fellow is a 1.5.2 You look at him, you look at his build, you look at his beingness and you say, "Yeah, that's what we're going to do." Then you suddenly say, "Well, it's a wonder to me that you really don't do more about these employees, in view of the way they think about you and talk about you and so forth. It's just a wonder to me."

And the fellow will say, "Well, yes, I just have to restrain myself." And you say, "Well, and it's too bad that there isn't a more effective control system over these employees," and so forth, "and it gets them longer hours and shorter pay," and so forth.

And he'd say, "Yes, there is; that's too bad &ndash; too bad there isn't. The good old days were different, you know? We used to have a feudal system; that used to be good. But they don't know their places these days."

And you say, "No sir! They don't know their places, that's what! They insult you!"

And he says, "You sure they do?" Boy, you're in agreement with him.

Fascinating. You go in to talk to a government employee. You want him to sign this voucher. He's in apathy, of course. He's sitting there and you say, "Well, I guess it's just... probably take too long to sign it, and it's overtime anyway. And it'll probably make you late to get home. And..." Just point out all the ways this voucher is going to make him succumb, and you'll get your signature on it. Fabulous.

And of course, you get up in tone, then you're going to run into something terrible. You're going to run into anti-enthusiasmism. That's a special cult that exists amongst Homo sapiens<sup>3</sup> here, is anti-enthusiasmism. But you'll find a great many people &ndash; you've probably not been able to understand this in your youth &ndash; will resent with brutality any effort on your part to look at the bright side or the enthusiastic side of anything.

You see, they have it confused. They're so undifferentiative that they identify it with antagonism. And they think you're pointing it right straight at them and that you're being antagonistic. And they have it all mixed up. A man's pretty bad off when he does this, by the way.

So you walk in, you're all enthusiastic.<sup>4</sup> You say, "We're going to do this and that! And how about this? And what do you know, I just walked down the street and I found this fellow down there and he wants to have done exactly what we're trying to do. And we're going to meet our payrolls after all, and everything's going to be fine!"

And the fellow says, "What's the idea coming in here like that?"

You just can't quite add that up. You see, he's in a stop-motion or a hold and you were in a state of flow. This person, by the way, at the same time, will keep you from being afraid.

He'll be nice to you. If you seem to be afraid or ready to walk off from something, then he'll be nice to you. It's fascinating. What a contradictory character he seems to be. You try to tell him something good news, he hates you for it. You try to walk away from something, he tries to make you stand there and encourages you.

No. But you can be sure about this character, by the way: Every time he encourages you about something, he thinks you're scared. It's fascinating, but it's just the Chart of Attitudes at work.

Your people at your hold-motion positions hold motion, and the people on the flow positions flow.

All right. We add all this information together, we do get a control of human beings. You have a worse thing than that. You actually have, inherent in this subject, ways and means of making a human being into an abject slave &ndash; insidiously true. That is one of the reasons why the material never could have been released in its primitive form without very adequate methods of undoing what it could do.

The discovery that narcosynthesis, no matter how deep, yet was implantable as hypnotism &ndash; that a person was commanded by and would obey commands given to him when in the deepest state of unconsciousness &ndash; opened up the doors to the greatest black operation that ever could have appeared on the face of this earth.

&ndash; L. Ron Hubbard

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1 Below 2.0 on the tone scale: This is the make/break point on Hubbard's linear scale of emotions. Below 2.0, which manifests as antagonism, the person is in the grip of his reactive mind. In other words, he is obeying the dictates in his engrams. It is the right and responsibility of Scientologists to use Hubbard's methods to control these people. See also: Science of Survival.

2 1.5 is anger on the tone scale.

3 Scientologists advance from Homo sapiens to Homo novis with Hubbard's therapy system called "The Bridge to Total Freedom." Hubbard's use of Homo sapiens is derogatory, a racial slur.

4 Scientologists do emotional tone scale drills that train them to instantly assess the emotional state of their human targets, and to mirror their targets' wavelength in order to control them. They learn how to change their targets' emotions by adjusting their own emotional output. The basic text is Science of Survival.