

CONTENTS

Preface / xi

Part I INTRODUCING TA

1. What TA Is / 3

Key ideas of TA 3

The philosophy of TA 6

Part II PICTURING PERSONALITY: The Ego-State Model

2. The Ego-State Model / 11

Examples of ego-state shifts 12

Definition of ego-states 15

Are ego-state distinctions real? 16

Ego-states and superego, ego, id 17

Ego-states are names, not things 18

A matter of words: are there 'just three' ego-states? 19

The over-simplified model 20

3. Functional Analysis of Ego-States / 23

Adapted Child and Free Child 24

Controlling Parent and Nurturing Parent 27

Adult 28

Egograms 28

The functional model describes only behaviour, not thinking or feeling 31

4. The Second-Order Structural Model / 34

Second-order structure: Parent 36

Second-order structure: Adult 37

Second-order structure: Child 38

How the second-order structure develops 40

Distinguishing structure from function 42

5. Recognizing Ego-States / 45

- Behavioural diagnosis 45
- Social diagnosis 49
- Historical diagnosis 50
- Phenomenological diagnosis 51
- Ego-state diagnosis in practice 51
- The executive and the real Self 52

6. Structural Pathology / 56

- Contamination 56
- Exclusion 59

Part III COMMUNICATING: Transactions, Strokes and Time Structuring

7. Transactions / 65

- Complementary transactions 65
- Crossed transactions 68
- Ulterior transactions 70
- Transactions and non-verbals 73
- Options 74

8. Strokes / 77

- Stimulus-hunger 77
- Kinds of strokes 78
- Stroking and reinforcement of behaviour 79
- Giving and taking strokes 80
- The stroke economy 83
- The stroking profile 86
- Self-stroking 87
- Are there 'good' and 'bad' strokes? 89

9. Time Structuring / 92

- Withdrawal 93
- Rituals 93
- Pastimes 94
- Activities 95
- Games 96
- Intimacy 98

Part IV WRITING OUR OWN LIFE-STORY: Life-Scripts

10. The Nature and Origins of Life-Script / 103

- Nature and definition of life-script 104
- Origins of the script 105

11. How the Script is Lived Out / 111

- Winning, losing and non-winning scripts 111
- The script in adult life 114
- Why script understanding is important 117
- The script and the life course 119

12. Life Positions / 121

- Life position in adulthood: the OK Corral 123
- Personal change and the OK Corral 126

13. Script Messages and the Script Matrix / 129

- Script messages and the infant's perception 129
- Kinds of script message 129
- The script matrix 132

14. Injunctions and Decisions / 138

- Twelve injunctions 138
- Episcript 144
- How decisions relate to injunctions 145
- Antiscript 149

15. Process Scripts and Drivers / 148

- Process scripts 152
- Driver behaviours 157
- Should we set out to 'cure' drivers and process scripts? 168

16. Personality Adaptations / 171

- The six personality adaptations 171
- How drivers indicate personality adaptations 175
- Personality adaptations and process scripts 176
- Making and keeping contact: the Ware Sequence 177
- The Ware Sequence and personality adaptation 178
- Using the Ware Sequence in the long and short term 181
- Personality adaptations and script content 181

'Pen-portraits' of the six adaptations 182

Part V MAKING THE WORLD FIT OUR SCRIPT: Passivity

17. Discounting / 191

Nature and definition of discounting 191

Grandiosity 192

The four passive behaviours 193

Discounting and ego-states 196

Detecting discounts 196

18. The Discount Matrix / 199

Areas of discounting 199

Types of discounting 199

Levels (modes) of discounting 200

The discount-matrix diagram 200

Using the discount matrix 203

19. Frame of Reference and Redefining / 206

The frame of reference 206

Frame of reference and the script 208

Nature and function of redefining 208

Redefining transactions 209

20. Symbiosis / 212

'Healthy' v. 'unhealthy' symbiosis 216

Symbiosis and the script 217

Symbiotic invitations 218

Second-order symbiosis 220

Part VI JUSTIFYING OUR SCRIPT BELIEFS: Rackets and Games

21. Rackets and Stamps / 225

Rackets and script 228

Racket feelings and authentic feelings 230

Racket feelings, authentic feelings, and problem-solving 232

Racketeering 234

Stamps 235

22. The Racket System / 239

- Script Beliefs and Feelings 239
- Rackety Displays 243
- Reinforcing Memories 244
- Breaking out of the Racket System 247

23. Games and Game Analysis / 250

- Examples of games 250
- Sweatshirts 253
- Different degrees of games 253
- Formula G 254
- The Drama Triangle 255
- Transactional analysis of games 257
- The Game Plan 259
- Definitions of games 260

24. Why People Play Games / 263

- Games, stamps and script payoff 263
- Reinforcing script beliefs 264
- Games, symbiosis and the frame of reference 264
- Games and strokes 267
- Berne's 'six advantages' 268
- Positive payoffs of games 268

25. How to Deal with Games / 270

- Need we name the game? 270
- Some familiar games 271
- Using Options 273
- Refusing the negative payoff 274
- Replacing game strokes 276

Part VII CHANGING: TA in Practice

26. Contracts for Change / 281

- Steiner's 'four requirements' 281
- Why use contracts? 282
- Making an effective contract 284

27. Aims of Change in TA / 288

- Autonomy 288
- Becoming free from the script 289

Problem-solving 290
Views of 'cure' 290

28. TA Therapy and Counselling / 293

'Therapy' or 'counselling'? 293
Self-therapy 294
Why therapy? 295
Characteristics of TA therapy 296
Three schools of TA 297

29. TA in Education and Organizations / 303

Main features of educational and organizational applications 303
Organizational applications 304
TA in education 306

30. How TA Has Developed / 310

Eric Berne and the origins of TA 310
The early years 312
The 1970s: years of mass popularity and professional innovation 314
1980s to the present: international expansion and consolidation 316

APPENDICES

A. Books by Eric Berne / 323

B. Other Key Books on TA / 325

C. Winners of the Eric Berne Memorial Scientific Awards / 331

D. TA Organizations / 335

E. Training and Accreditation in TA / 338

F. TA 101 Course Outline / 343

NOTES AND REFERENCES / 347

BIBLIOGRAPHY / 364

GLOSSARY / 374

INDEX / 385