HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 19 SEPTEMBER 1973
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Issue I

Remimeo

Data Series 28R

(Data Series 28 is cancelled because it could be misinterpreted and I did not authorize its release.
The data contained in it would have been written by me as a P/L had I considered them vital to evaluation)

(Clarifications in *script)*

CHECKING EVALS

In checking over the evaluations of others, there is no substitute for following the hard and fast rule of insisting upon:

a. Purity of evaluation

b. Consistency

c. Workability

d. Authenticity of the data

There are no small rules. To quote one of these, "The situation is the direct opposite of the ideal scene." This is not necessarily true and is not a precise definition. A situation is the most major departure from the ideal scene. That's purity by definition.

A Why is not necessarily opposite to an ideal scene. But it is of the same order of thing.

Example: Stat of Income Divided by Staff sunk to 15 cents.

Ideal scene: Staff producing under competent management.

Situation: Execs not coming to work.

The Why: The ED has forbidden any exec to be paid.

If you look this over it is consistent. But it is not reversals or opposites.

The stat found the area, the ideal scene was easy. Search of data found the situation as the biggest departure. Further search found the Why. Further search and knowledge of the existing scene would get a bright idea (which would *not* be sacking the ED who is probably the only one coming to work, but more likely getting the ED and execs into a hello-okay session and resolve their hates and ordering execs be paid at once).

THE COMMON BUG

(The following is an excerpt from S.O. Orders Of The Day (OODS) - Item 24 February 1975.)

"I found that getting the situation was a common bug. Evidently people don't do a real stat analysis and get an ideal scene, look for its furthest departure and get the sit and then look for data and find the Why.

There are many ways to go about it but the above is easy, simple and foolproof.

It would look like this on a worksheet:

GDS analysis to find the area and a conditional guess.

(Knowing what is) the Ideal scene for that area.

(Find) The biggest departure *(from the ideal scene)* for the SITUATION.

Stats
Data
Outpoint counts
Why
Ethics Why
Who
Ideal scene
Handling
Bright idea

If you're very good, your GDS analysis will get confirmed by data.

The real Why opens the door to handling.

And you can handle.

This doesn't change eval form. It's just a working model.

All good evals are very consistent - all on same railroad track. Not pies, sea lions, space ships. But pies, apples, flour, sugar, stoves.

I think evaluators get dispersed and Q and A with data, lacking any guideline. And so take a near forever.

Last one I did, the GDS analysis gave the whole scene and then it got confirmed, all on the same outline as above. That org is still booming!

It took 6.5 hours, *including* doing the majority of the targets!

It doesn't take days or weeks, much less months!

It takes hours."

LRH:nt.nf

L. RON HUBBARD
Founder