

## TRADING STAMPS PEOPLE COLLECT



### A. 3 TYPES OF STROKES:

1. Verbal
2. Body Language
3. Touching

### B. Strokes are either POSITIVE or NEGATIVE

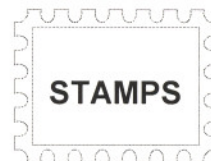
1. Positive strokes lead to emotionally healthy people.

Examples:

2. Negative strokes lead to emotionally unhealthy people.

Examples:

### C. COLLECTING FEELINGS (STOKES) or



## GAMES PEOPLE PLAY

*Do you know someone who often gets picked on?*

*Do you know someone who often does the picking.*

*Do you know someone who often tries to intervene?*

If you do, then you have observed the basic roles of VICTIM, PERSECUTOR, and RESCUER being played in psychological games.

People play psychological games with one another that have similar maneuvers similar to games like monopoly or checkers. People play games in order to get **negative payoffs**. **They are looking to collect negative stamps or feelings.**

- ⇒ It takes more than one to play a game.
- ⇒ Games prevent honest, intimate and open relationships between players.
- ⇒ People have favorite ego states and favorite games to play.
  
- ⇒ People who believe that they are either the **persecutor or rescuer** serve to reinforce a **negative** feeling about others. "You're bad; you need to be punished."
  
- ⇒ The **victim** role serves to reinforce a **negative** position about oneself: "I'm not good; I need to be punished or rescue me from this situation."

### THE GAME OF YES, BUT

In this game the person asks for advice from another individual. When the advice is given, the first person answers, "Yes, but this won't work because."

A person who plays YES, BUT does so to maintain a position such as "nobody's going to tell me what to do" or "people are stupid."

Example:

- Bob: "I don't know if I need to go to college?"  
Chris: "Well, college will prepare you for a good job."  
Bob: "Yes, but it is very expensive."  
Chris: "You can get loans from banks."  
Bob: "Yes, but then you have to pay back those loans and who has the money to do that."



Soon Chris falls silent and Bob has proven that "people can't tell me anything" or "people are stupid." He is collecting **white or righteous stamps**.

### THE GAME OF KICK ME!

In the game of KICK ME the player does something to provoke another player to put him down.

Employee: "I stayed up too late last night and didn't make the sale this morning."  
(ulterior motive: I'm a bad boy, kick me.)

Boss: "Sorry about that. This is the last day I can give a bonus for that sale."  
(Ulterior motive: Yes, you are a bad boy and here is your kick.)



Though he may deny it, a person who is used to the game KICK ME tends to attract others who can play the other role and willing to "kick" him. This person is collecting **blue stamps** (depression).

### THE GAME OF HARRIED

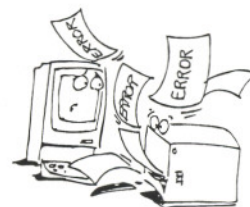


Harried is a common game acted out to justify an eventual collapse or depression. An employee who plays Harried says "Yes" to everything, volunteers to come early and work late, takes on weekend assignments and carries work home in a briefcase. For a period of time he is able to act like superman, but eventually his appearance begins to reflect his harried state. He comes to work a bit disheveled, perhaps unshaven or with bloodshot eyes. He is unable to finish his work. His physical and mental health deteriorates. He collects and saves so many feelings of **depression (blue)** that he finally collapses, so depressed he is unable to function.

### The game of SEE WHAT YOU MADE ME DO

This game is played to collect **anger, red,** stamps. If an employee makes a mistake while the supervisor is watching from behind, the employee turns to his boss and yells: SEE WHAT YOU MADE ME DO., rather than taking responsibility for the mistake.

He collects an anger stamp by blaming someone else for the mistake. If this happens often enough, the boss may collect fear or guilt stamps and leave the employee alone. In this way the purpose of the game is fulfilled - isolation.



## THE GAME OF LUNCH BAG

Lunch bag is a favorite game of bosses who are **purity and self-righteousness stamp** collectors. When a boss plays this game, he uses his self-righteous position to manipulate and control others. For example, he brings his lunch of last night's leftovers in a paper bag and makes an issue of eating at his desk while others go out for lunch.



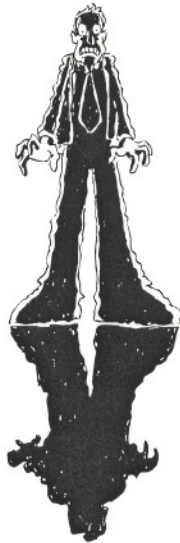
In such a game the boss wards off the “frivolous” demands of others. His ulterior message is “If a big man like me can be this frugal, so can you.” He makes other feel too guilty or too fearful to approach him with their demands.

## THE GAME OF STUPID

This game is played to collect **brown/gray stamps**. This is played when an employee accidentally makes a mistake and then later when the mistake is found, the employee makes a big fuss, complaining, “How could I have done such a stupid thing.”

The ulterior goal is to seek sympathy.

Go Ahead...  
**MAKE MY DAY**



## MORE GAMES:



GAME	EXAMPLES	STAMPS
CORNERED	"I'm damned if I do and damned if I don't."	BLUE/ DEPRESSION
BLEMISH	"You're fine except for a minor blemish such as length of hair, style of clothes, which really spoils everything."	GREEN
I'M ONLY TRYING TO HELP YOU	"My advice is so good, why do you want to think for yourself and reject my ideas when I'm only trying to help you?"	WHITE
WOODEN LEG	"Surely you can't expect much from me when I have such a handicap — i.e. wrong sex, wrong size, wrong race, wrong background, etc."	BROWN
SEE HOW HARD I TRIED	"Don't blame me if things turn out wrong. After all, see how hard I tried."	BLUE
UPROAR	"I'm stronger than you are. You stupid fool; you never do anything is right."	WHITE
NOW I'VE GO YOU, YOU S.O.B.	"I've caught you making a mistake and will now make you suffer."	RED