Life Style Listening Skills

NASAP 2016 Rocky Garrison, Ph.D.

Life style listening (LSL) is a process for identifying life style beliefs, movement, and goals from the language a client uses in an interview. A step-by-step process for deriving hypothesized beliefs, movement, and goals is illustrated and practiced, and the process of synthesizing these life style hypotheses into a life style summary based on Dreikurs' "two points of a line" process is presented and practiced.

Participants will learn:

- to identify life style beliefs, psychological movement, and goals from the language a client uses in an interview.
- to synthesize hypothesized life style beliefs, movement and goals into a life style summary using the "two points of a line" method.

The traditional sources of life style data in Individual Psychology are early recollections and family constellation. Cognitive behavioral therapy also has a variety of techniques for identifying automatic thoughts, irrational beliefs, and cognitive distortions that can be incorporated into a life style analysis. The topic of this workshop, life style listening (LSL), is a process for hypothesizing life style beliefs and formulating a life style summary from the language a client uses in an interview. It is based on the Individual Psychology conceptual foundation of the unity of the personality, the idea that a person's life style is evident in all of their behavior.

This life style listening process is based on holistic assessment, a process developed by Rich Kopp and one of his graduate students, Paul Schottland. It is illustrated in the Holistic Assessment Training Manual (Kopp & Schottland, 1979) that is in Schottland's 1979 dissertation. It involves a step by step detailed analysis of verbal behavior to derive the underlying life style beliefs and psychological movement. In holistic assessment Kopp focused on the pattern of speech of a person, deriving life style hypotheses from the word choices they make as they talk (Kopp, personal communication, 1977). The holistic assessment process evolved into the metaphor therapy process that Kopp (1995) described in his book, Metaphor Therapy.

OUTLINE

- 1. Introduction
 - a. mistaken beliefs sources: CBT
 - b. life style sources
 - i. early recollections
 - ii. family constellation
- 2. Life Style Listening (LSL)
 - a. Adler
 - i. Law of Movement

- ii. Unity of Personality
- b. Dreikurs: Intensive Diagnosis
- c. Shulman: interlinear diagnosis
- d. Kopp: Holistic Assessment
- 3. LSL Steps
 - a. Generate hypotheses (HG)
 - i. HG1: Identify Style Words
 - ii. HG2: Hypothesizing and Making Sense
 - b. Integration and Synthesis (I & S)
- 4. Integration and Synthesis
 - a. Adler, 1957
 - b. Dreikurs, 1965: Listening for patterns instead of facts
 - c. Inductive/Deductive/Associational Reasoning
 - d. Hypothesizing Pattern
 - e. Modifying Pattern
 - f. Inductive reasoning constructing general propositions that are derived from specific examples
 - g. Associative reasoning noticing similarity among the different events or objects you observe
- 5. 3 Integration and Synthesis Exercises
- 6. HG1: Identifying Style Words
 - a. verbs
 - b. adverbs
 - c. metaphors

7. HG2: Hypothesizing and Making Sense

- a. metaphors
- b. empathic inference
- c. empathic questioning
- 8. Transcript A HG 1 and 2 Exercises (use worksheet)
- 9. Transcript A Life Style Integration & Synthesis
- 10. Transcript B HG 1 and 2 Exercises (use worksheet)
- 11. Transcript B Life Style Integration & Synthesis

TRANSCRIPT A

Worksheet

This is transcript A from *Holistic Assessment Training Manual* (Kopp & Schottland, 1979). We will work through this transcript in this workshop.

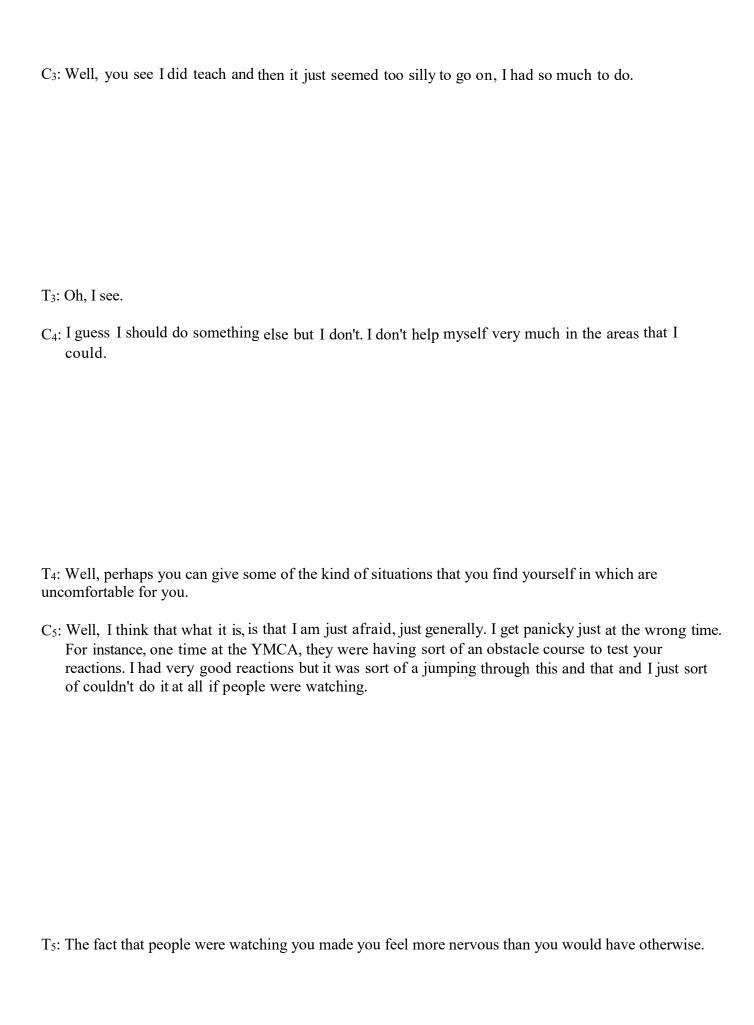
- Step 1: underline style words and phrases
- Step 2: develop Life Style hypotheses from these style words and phrases

C ₁ : Actually it is sort of hard to answer	:: "What is the problem?"	"I guess what I should	have said is a
definite problem that can be attacked	ed but unfortunately it is	just more general.	

T₁: Can you give me an idea about the things that are disturbing you?

C₂: What it is, is that it is exactly the same in my entire life, it hasn't changed any but as I am getting older I think it gets kind of worse I have often thought that if I had some other job, if I was something other than a painter I wouldn't have been alone so much and maybe all this does help. But I am a painter and I like to be a painter.

T₂: Do you teach or have some other activities which put you in touch with people?



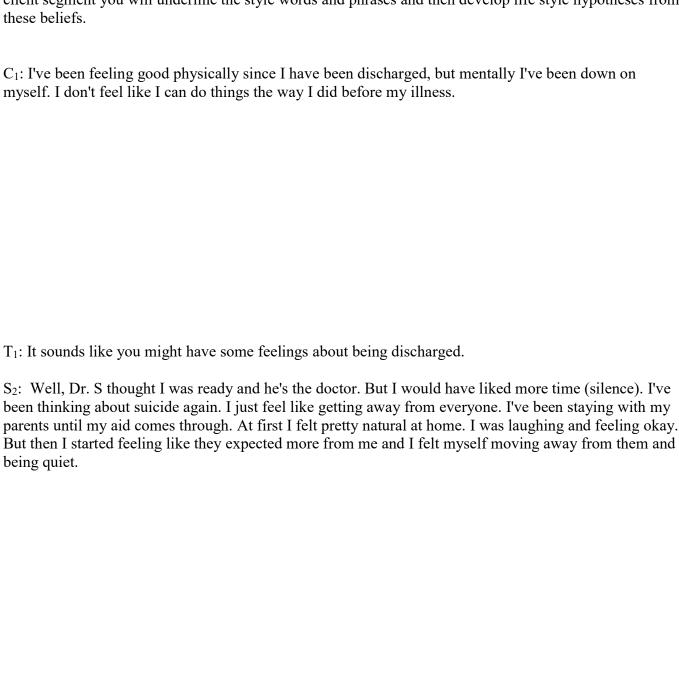
C₆: Yeah, that is it entirely. Alone I could have done it easily.

C₇: I went to psychoanalysis and I just could not relax. I couldn't say what came into mind and I just couldn't relax. I told him that I am too conscious of myself and everything I say. I am editing and I am thinking one jump ahead. Probably alone I could but I just couldn't perform in front of him.

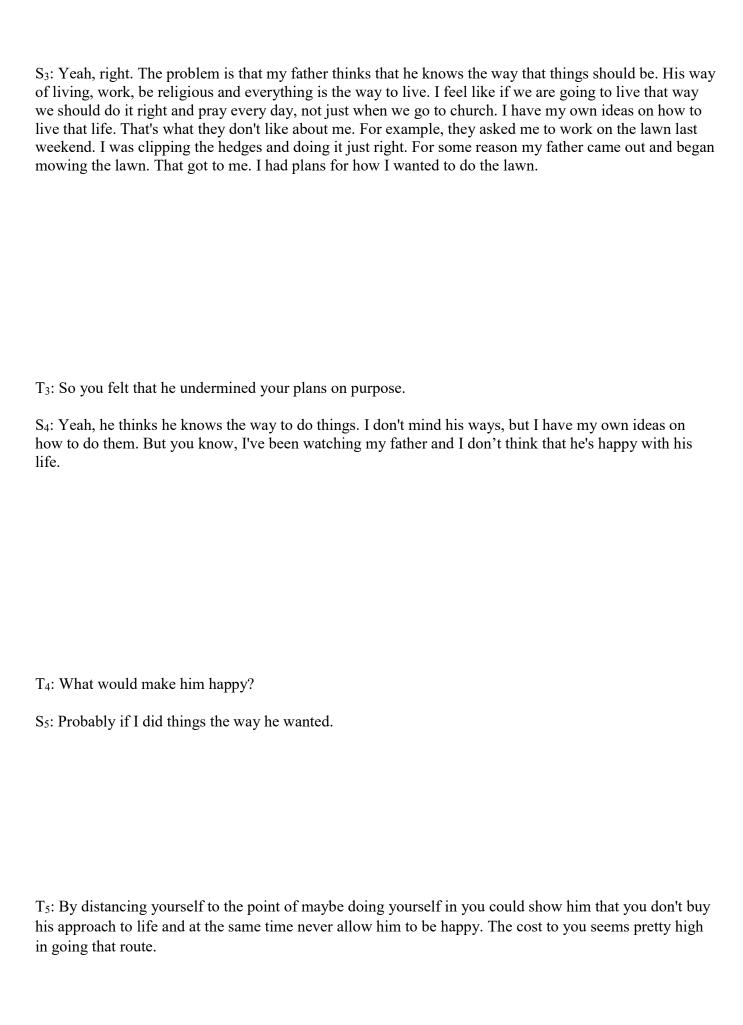
Transcript B

Worksheet

This is transcript B from *Holistic Assessment Training Manual* (Kopp & Schottland, 1979). For each client segment you will underline the style words and phrases and then develop life style hypotheses from these beliefs.



T₂: And the more you move away and the more quiet you become, the more they want contact with you.



REFERENCES

- Adler, A. (1957). *Understanding Human Nature* (W.B. Wolfe, Trans.). New York: Fawcett. (Original work published in 1927).
- Dreikurs, R. (1965). The holistic approach: Two points of a line. In R. Dreikurs (Ed.), Proceedings of the Conference of the Individual Psychology Association of Chicago (pp. 19-24). Chicago, IL: Alfred Adler Institute.
- Kopp, R. (1977). Personal Communication. 1977.
- Kopp, R. (1995). Metaphor Therapy: Using Client-Generated Metaphors in Psychotherapy. New York, NY: Brunner/Mazel.
- Kopp, R. & Schottland, P. (1979). Holistic Assessment Training Manual and Workbook. In Schottland, P. The reliability and validity of Holistic Assessment as an Adlerian life style measure (Unpublished doctoral dissertation). Alliant University, Los Angeles, CA.