

# Life Style Listening Skills

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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<sub>1</sub>: 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 but unfortunately it is just more general.

T<sub>1</sub>: Can you give me an idea about the things that are disturbing you?

C<sub>2</sub>: 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.

T<sub>2</sub>: Do you teach or have some other activities which put you in touch with people?

C<sub>3</sub>: Well, you see I did teach and then it just seemed too silly to go on, I had so much to do.

T<sub>3</sub>: Oh, I see.

C<sub>4</sub>: I guess I should do something else but I don't. I don't help myself very much in the areas that I could.

T<sub>4</sub>: Well, perhaps you can give some of the kind of situations that you find yourself in which are uncomfortable for you.

C<sub>5</sub>: Well, I think that what it is, is that I am just afraid, just generally. I get panicky just at the wrong time. For instance, one time at the YMCA, they were having sort of an obstacle course to test your reactions. I had very good reactions but it was sort of a jumping through this and that and I just sort of couldn't do it at all if people were watching.

T<sub>5</sub>: The fact that people were watching you made you feel more nervous than you would have otherwise.

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.

C<sub>1</sub>: I've been feeling good physically since I have been discharged, but mentally I've been down on myself. I don't feel like I can do things the way I did before my illness.

T<sub>1</sub>: It sounds like you might have some feelings about being discharged.

S<sub>2</sub>: Well, Dr. S thought I was ready and he's the doctor. But I would have liked more time (silence). I've been thinking about suicide again. I just feel like getting away from everyone. I've been staying with my parents until my aid comes through. At first I felt pretty natural at home. I was laughing and feeling okay. But then I started feeling like they expected more from me and I felt myself moving away from them and being quiet.

T<sub>2</sub>: And the more you move away and the more quiet you become, the more they want contact with you.

S<sub>3</sub>: Yeah, right. The problem is that my father thinks that he knows the way that things should be. His way of living, work, be religious and everything is the way to live. I feel like if we are going to live that way we should do it right and pray every day, not just when we go to church. I have my own ideas on how to live that life. That's what they don't like about me. For example, they asked me to work on the lawn last weekend. I was clipping the hedges and doing it just right. For some reason my father came out and began mowing the lawn. That got to me. I had plans for how I wanted to do the lawn.

T<sub>3</sub>: So you felt that he undermined your plans on purpose.

S<sub>4</sub>: Yeah, he thinks he knows the way to do things. I don't mind his ways, but I have my own ideas on how to do them. But you know, I've been watching my father and I don't think that he's happy with his life.

T<sub>4</sub>: What would make him happy?

S<sub>5</sub>: Probably if I did things the way he wanted.

T<sub>5</sub>: By distancing yourself to the point of maybe doing yourself in you could show him that you don't buy his approach to life and at the same time never allow him to be happy. The cost to you seems pretty high in going that route.

## REFERENCES

- Adler, A. (1957). *Understanding Human Nature* (W.B. Wolfe, Trans.). New York: Fawcett. (Original work published in 1927).
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- 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.