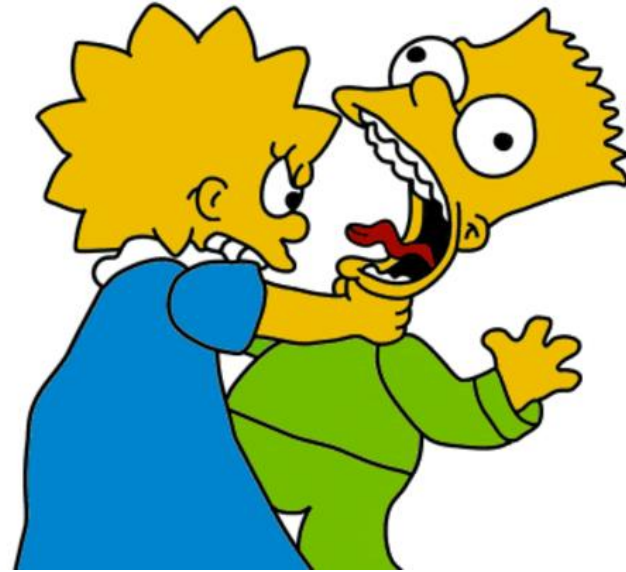


Transactional Analysis



What is Transactional Analysis (TA)

A theory of personality and a systematic psychotherapy for personal growth and personal change.

Developed by Eric Berne



Philosophy of Transactional Analysis (TA)

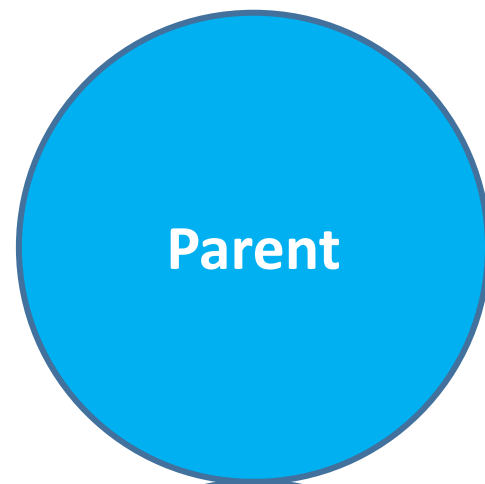
- I'm OK, you're OK
- Everyone has the capacity to think
- People can decide their own destiny and these decisions can be changed.

Ego States

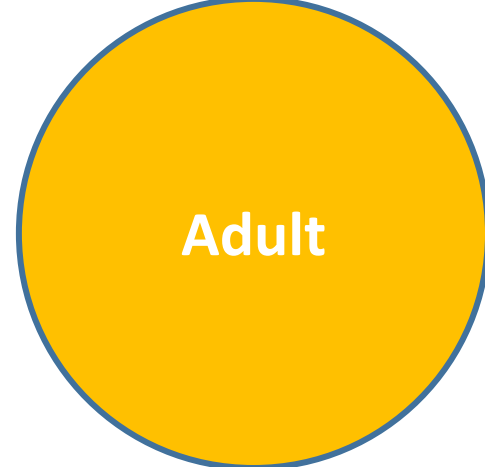
Set of related behaviours, thoughts and feelings

A way in which we manifest our personality at any given time

Ego States



Behaviours, thoughts and feelings that are **introjected or copied from parents or parent figures**



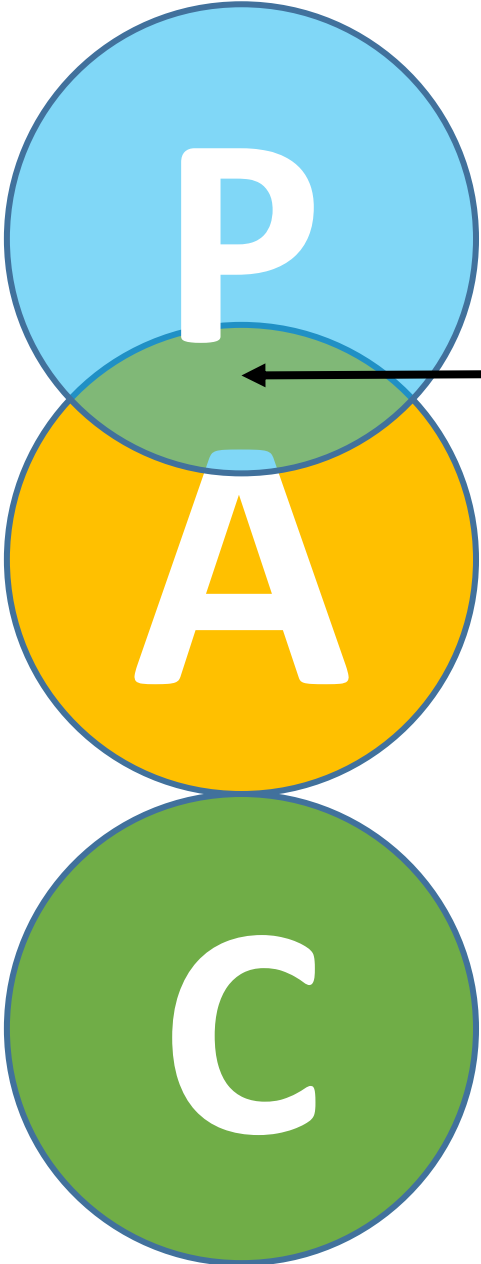
Behaviours, thoughts and feelings which are a **direct response to the here and now**



Behaviours, thoughts and feelings **replayed from childhood**

Contaminated Transactions

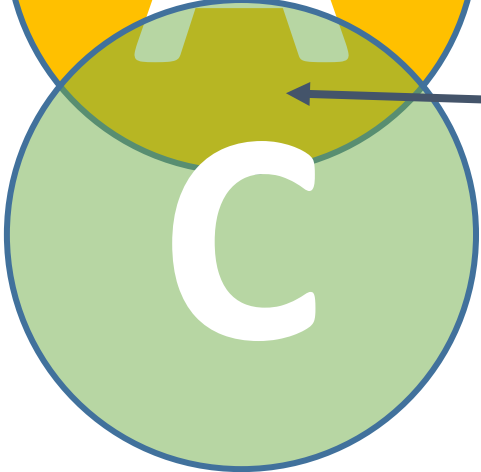
Mistake part of the content of my Parent Ego State for Adult Content



Parent contamination
Prejudice
Taught beliefs taken as fact

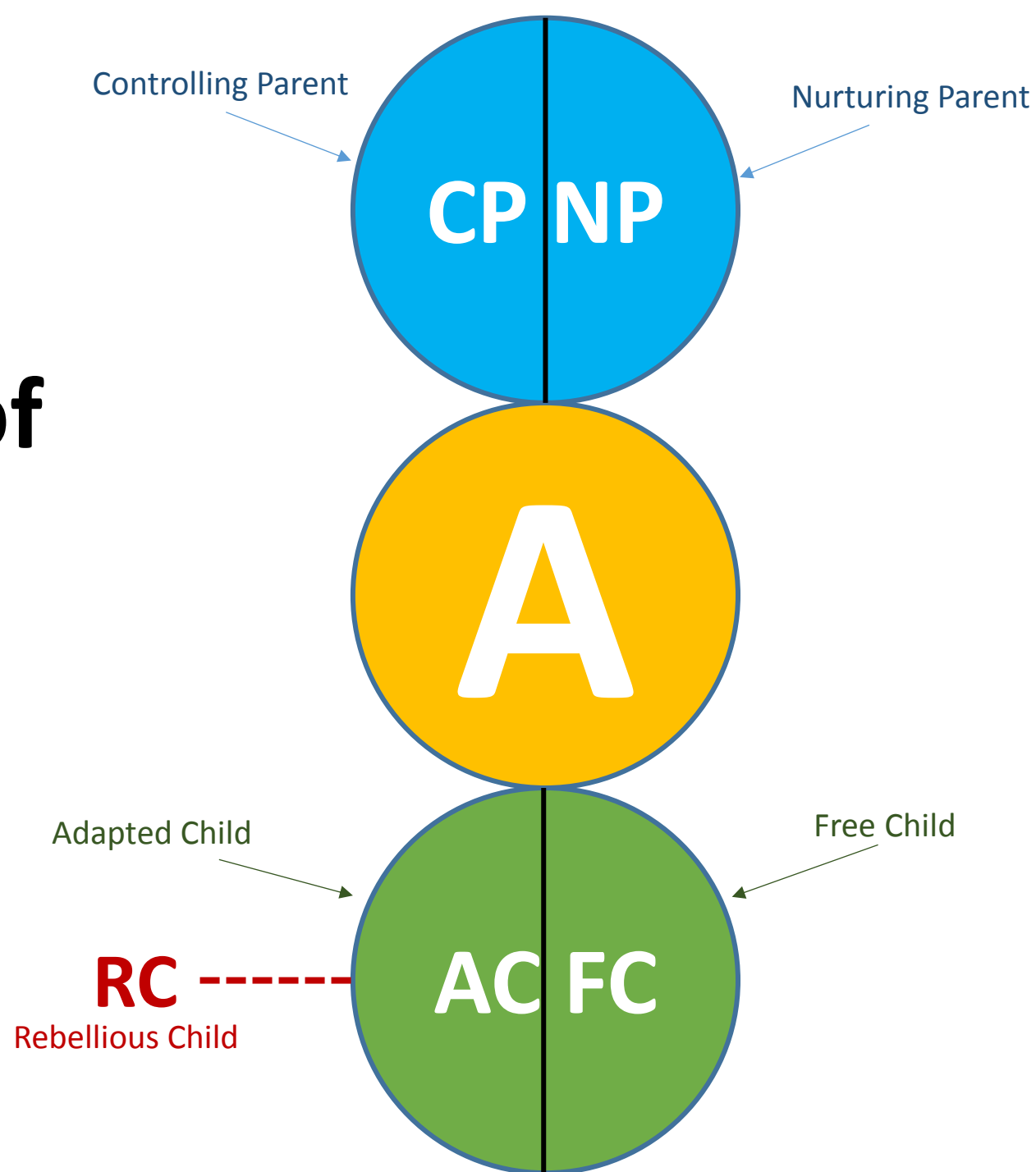
Contaminated Transactions

Mistake part of the content of my Child Ego State for Adult Content



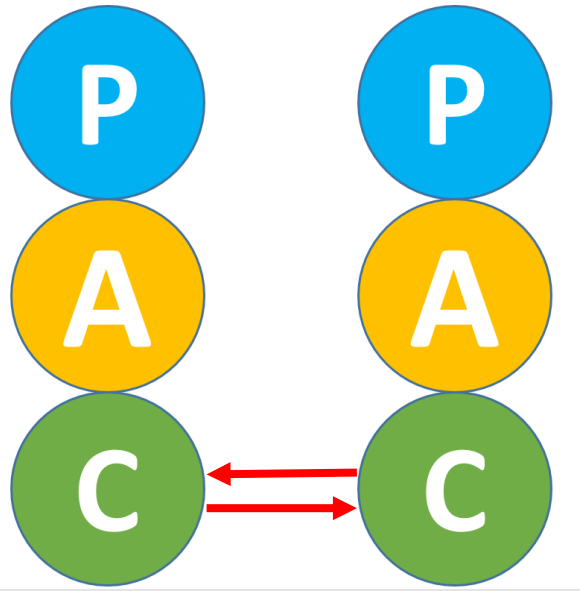
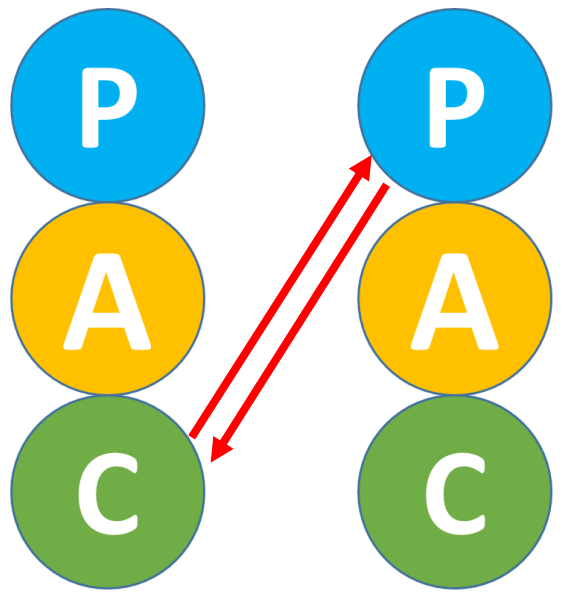
Child contamination
Delusion
Childhood beliefs and fantasies,
evoked by feelings, taken as fact

Structure of Ego States



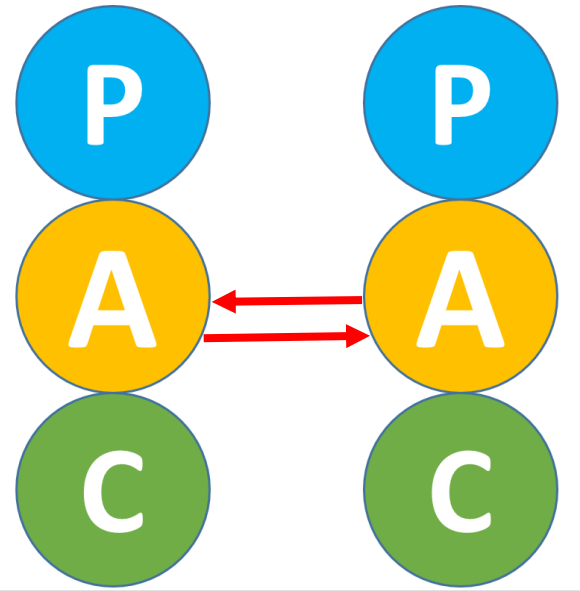
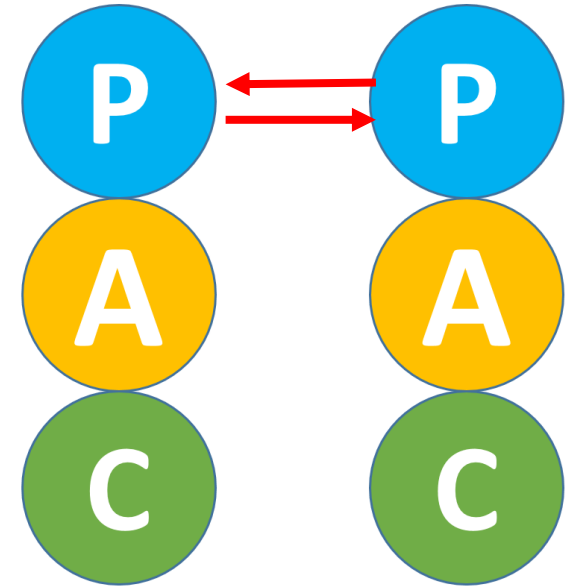
Transactions

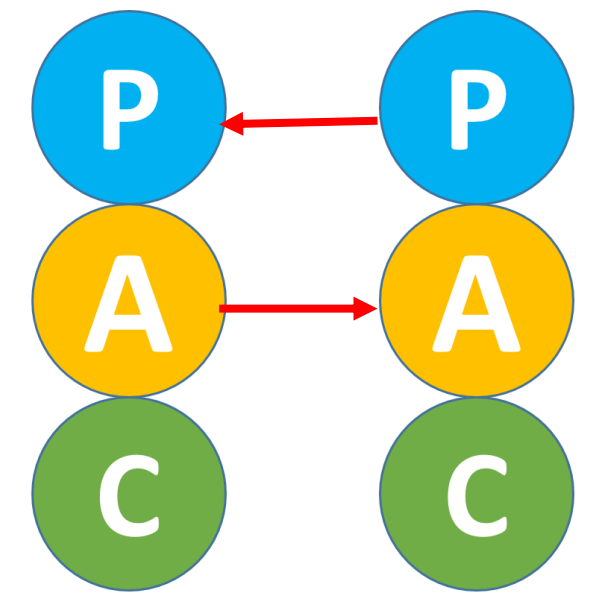
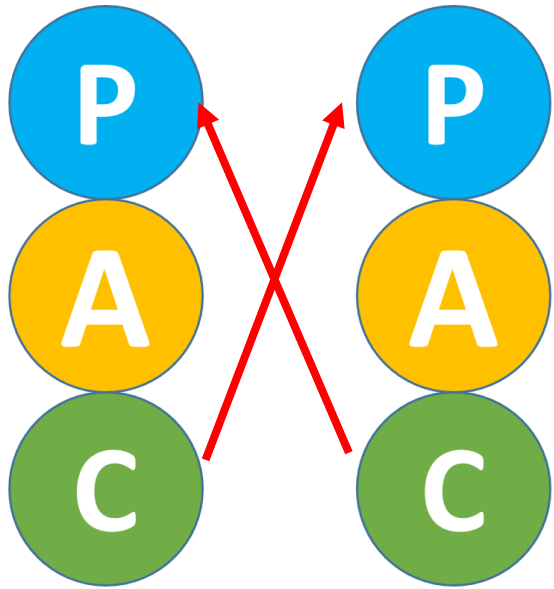




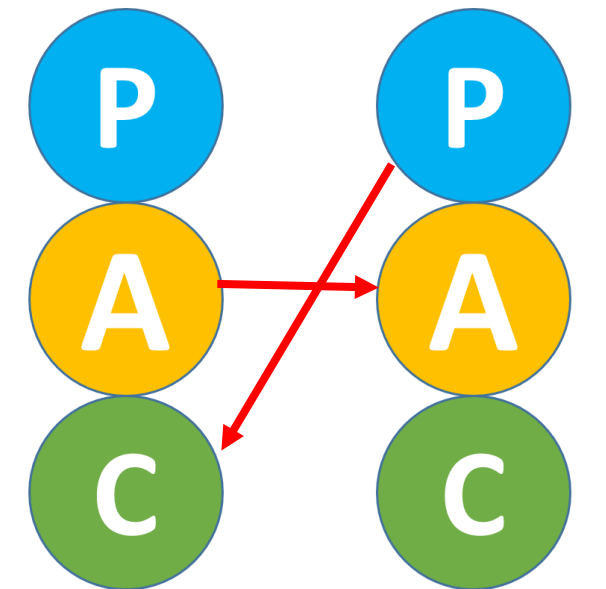
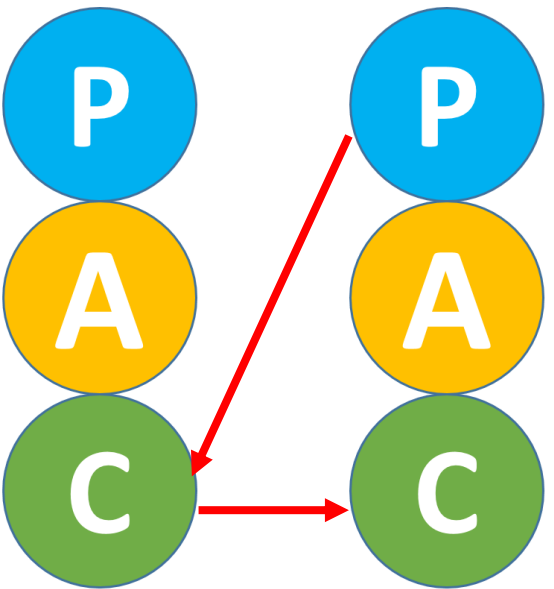
Complementary Transactions

can go on indefinitely
(communication rule 1)





Crossed Transactions
shift in ego state required
to re-establish communication
(communication rule 2)

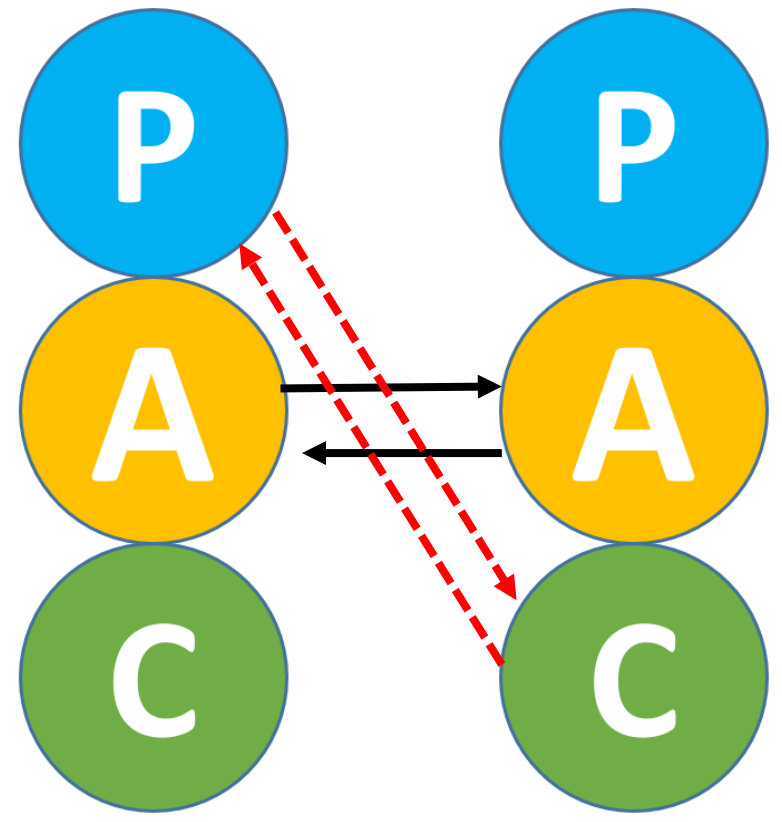


Ulterior Transactions

Two messages conveyed at the same time:

1. Overt or social level
2. Covert or psychological level

Psychological level



Social level



“Is dinner ready yet?”

(You’re not a good enough wife)

“No”

(You’re always having a go at me)

Communication rule 3

The behavioural outcome of an ulterior transaction is determined at the psychological level and not the social level



LAST CHANCE TO BUY



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TA in action

Coaching

Communication

Change

Management & Leadership
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Related models

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