

HAPPENINGS AT THE INSTITUTE

Our Fundamental Graphology students have settled into the new venue which is proving to be a lovely tranquil setting not far from the original campus.

There has been a surge of interest in graphology over the past few months and more so after the 3 hour interview of Yossi, a well known graphologist with experience of more than 30 years, on Radio 702 some weeks ago.

However, from those who phoned in, the questions clearly showed a great deal of ignorance of graphology. In my view the credibility of graphology was seriously being called into question during the radio show and had me cringing at times.

On the other hand, if the purpose was to bring the public's attention to graphology, it certainly did that with the resultant increase in queries to the institution.

There are those who still believe that training as a graphologist can be completed in a short course of no more than a couple of days or months and are surprised that our programme spans a couple of years.

Queries such as I had a couple of weeks ago where a promotional company requested 'quickie' analysis of signatures to promote their fountain pens continue to surface, threatening the credibility of our profession as human scientists.

It seems to me therefore, that as graphologists, we are faced with the need to be doubly cautious about the image we create within the public. Our responsibility is therefore to portray an impeccable and professional front and to gradually build up the perceptions of the public and other professionals, of graphology as a dependable tool in the exploration of the essence of people.

VOLUME 1, ISSUE 4

APRIL/MAY 2009

Students and Alumni are invited to submit articles, and other items of interest to the graphology community for publication in the newsletter.

Our next workshop (**31 May**) will be discussing **children's drawings and handwriting**. Please refer to the schedule for details.

WORKSHOPS.

Continuous professional development is important if a graphologist is to keep skills honed and sharp. The avenue for this in this fledgling science currently is workshops. Graphanex offers workshops on a monthly basis both in contact groups as online. A list of workshops for 2009 was placed in the previous newsletter.

Should you be interested in joining one of the scheduled workshops, contact Cecelia Rosa on 0114773517/0832867459. Contact groups are subject to there being 7 or more delegates for workshops to be meaningful.



Graphology

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Networking Opportunities

List your graphology practice on
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*Cape Town ASSOC OF
HANDWRITING ANALYSTS*

Next meeting: 13 June

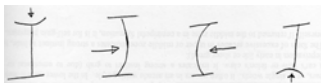
*Cape Town Graphologists can
keep their skills honed by
joining monthly meetings
Contact Marja Apteker on
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0822543334*

*Jackie Moore on 021 - 883
2477 or jim@adept.co.za*

Graphology

Interesting bits of info

The term 'directional pressure' was first coined by Felix Klein and had originally been known as the 'bent' stroke..



SPECIALIST COURSES

IN AUGUST

ENNEAGRAM (Commencing Tuesday 4 August)

Fees R2000 **Facilitator** Margaret Becker (Reg. Counselling Psychologist)

Duration: 6 X 3 hour sessions

The Enneagram is used to identify the 9 ways humans interact with the world and is a useful tool to add to the graphologist's repertoire of skills as it assists in understanding how others view the world, facilitating more efficient interaction.



Enneagram applications include the following"

Business Applications (Human Resources; Managers and subordinates; teams), i.e. all interactions in the workplace

Relationships, (i.e. all relationship interactions, including parents and children, examining Values, Expectations, Decision and Thinking Patterns, Argument Styles, Ways of Resolving Conflicts, Fears and Cover-ups, Communication Styles, Defences, Coping Mechanisms.

(Handwriting and the Enneagram Type 3 has been the source of a comprehensive article in a recent newsletter of the American Handwriting Analysis Foundation (AHAF))

Basic Psychology—Commences August 2009

Fees: R1800 contact (online R1500) **Facilitator:** Dr Werner Nel

Duration : 7 X 2hour sessions

A must for any professional graphologist who does not have formal psychology training. This unique course approaches psychology from a graphologist's perspective and clarifies basic psychology concepts which the professional graphologist will encounter in the course of his or her practice as a graphologist

Personnel Selection for the Graphologist— July 2009

Fees: R1600 contact (online R1 400) **Facilitator:** Dr Cecelia Rosa

Duration: 6 X 2 hour sessions

Personnel Selection still remains the most common application of graphology in South Africa as increasingly graphologists are being called upon to assist the business community to provide the best fit for potential employees to positions. The Personnel Selection course provides training in human resource analysis and professional HR report writing

HOW TOLERANT ARE YOU? COMPLETE THE SELF SCORING ASSESSMENT TEST AND COMPARE TO AN ANALYSIS OF YOUR

WHAT YOUR HANDWRITING REVEALS ABOUT YOUR TOLERANCE LEVELS

Tolerance can be defined as the ability to show empathy, i.e. put yourself into another person's shoes.

Select the option for each statement that most closely reflects you.

1. When a friend does something you very much disapprove of, do you
 - A. Break off the relationship?
 - B. Tell him now you feel, but keep in touch?
 - C. Tell yourself it is none of your business, and behave towards him as you always did?
2. Is it hard for you to forgive someone who has seriously hurt you?
 - A. Yes
 - B. No
 - C. It is hard to forgive him, but you don't forget
3. Do you think that
 - A. Censorship is vitally necessary to preserve moral standards?
 - B. A small degree of censorship may be necessary to protect children for instance?
 - C. All censorship is wrong
4. Are most of your friends
 - A. People very much like you?
 - B. Very different from you and from each other?
 - C. Like you in some important respects but different in others?
5. You are trying to work and concentrate, but the noise of children playing outside distracts you. Would you
 - A. Feel glad that they are having a good time?
 - B. Feel furious with them?
 - C. Feel annoyed, but acknowledge to yourself that kids do make a noise?
6. If you were travelling abroad and found that conditions were much less hygienic than you are used to would you
 - A. Adapt quite easily?
 - B. Laugh at your own discomfort
 - C. Think what a filthy country it is
7. Which virtue do you think is most important?
 - A. Kindness
 - B. Honesty
 - C. Obedience
8. Do you discuss critically one friend with others?
 - A. Often
 - B. Rarely
 - C. Sometimes
9. If someone you dislike has a piece of good luck would you
 - A. Feel angry and envious?
 - B. Wish it had been you, but not really mind?
 - C. Think 'good for him'?

10. When you have a strong belief, do you
 - A. Try hard to make others see things in the same way as you
 - B. Put forward your point of view, but stop short of argument or persuasion?
 - C. Keep it to yourself, unless directly asked?
11. A friend is suffering from depression. Everything in his life seems to be fine, but he complains to you that he always feels depressed. Would you
 - A. Listen sympathetically?
 - B. Tell him to pull himself together
 - C. Take him out to cheer him up?
12. Would you employ someone who has had a severe nervous breakdown?
 - A. No
 - B. Yes, provided there was medical evidence of complete recovery
 - C. Yes, if he were suitable in other ways for the work
13. Morality is relative. Do you
 - A. Strongly agree?
 - B. Agree up to a point?
 - C. Strongly disagree?
14. When you meet someone who disagrees with your views, do you
 - A. Argue and lose your temper?
 - B. Enjoy a good argument and keep your cool?
 - C. Avoid argument
15. Do you ever read a periodical which supports political views very different from yours?
 - A. Never
 - B. Sometimes, if you come across it
 - C. Yes, you make a special effort to read it

16. Which statement do you most agree with?
- A. If crime were more severely punished, there would be less of it
 - B. A better society would reduce the need for crime
 - C. I wish I knew the answer to the problem of crime
17. Do you think
- A. That some rules are necessary for social living, but the fewer the better?
 - B. That people must have rules because they need to be controlled?
 - C. That rules are tyrannical?
18. If you are a religious believer, do you think
- A. That your religion is the only right one?
 - B. That all religions have something to offer their believers
 - C. That nonbelievers are wicked people?
19. If you are not a religious believer, do you think
- A. That only stupid people are religious?
 - B. That religion is a dangerous and evil force?
 - C. That religion seems to do good for some people?
20. Do you react to fussy old people with
- A. Patience and good humour?
 - B. Annoyance?
 - C. Sometimes 'a' and sometimes 'b'

21. Do you think the Women's Liberation movement is
- A. Run by a group of lesbians?
 - B. An important, if overstated, social movement?
 - C. A joke?
22. Would you marry someone of a different race or religion?
- A. Yes
 - B. No
 - C. Not without thinking carefully about the various problems involved
23. If your brother or son told you that he was homosexual, would you
- A. Send him to a psychiatrist?
 - B. Accept him and his lover?
 - C. Feel shocked and reject him?
24. When young people question authority, do you
- A. Feel uneasy?
 - B. Think that it is a good thing?
 - C. Feel angry?
25. Which statement do you agree with?
- A. Marriage is a bad institution?
 - B. Marriage is sacred and must be upheld
 - C. Marriage is often difficult, but seems to meet the needs of many people
26. Do you think you are right—in matters of belief rather than fact -
- A. Often?
 - B. Rarely?
27. If you stay in a household which is run differently from yours—in matters of tidiness and regularity of meals—do you?
- A. Fit in quite happily?
 - B. Feel constantly irritated by the chaos or the rigid orderliness of the place?
 - C. Find it fairly easy for a short time, but not for too long?
28. Do other people's personal habits annoy you?
- A. Often
 - B. Not at all
 - C. Only if they are extreme, or you are edgy
29. Which statement do you most agree with?
- A. We should not judge other people's actions because no one can ever fully understand the motives of another
 - B. People are responsible for their actions and have to take the consequences
 - C. Even if it is tough on some people, actions have to be judged.

SCORING KEY:

1.	A 4	B2	C0	16.	A4	B2	C0
2.	A 4	B0	C2	17.	A0	B4	C4
3.	A 4	B0	C4	18.	A4	B0	C4
4.	A 4	B0	C2	19.	A4	B4	C0
5.	A 0	B4	C2	20.	A0	B4	C2
6.	A 0	B0	C4	21.	A4	B0	C4
7.	A 0	B2	C4	22.	A0	B4	C2
8.	A 4	B0	C2	23.	A2	B0	C4
9.	A 4	B2	C0	24.	A2	B0	C4
10.	A 4	B2	C0	25.	A4	B4	C0
11.	A 0	B4	C2	26.	A4	B0	C
12.	A 4	B2	C0	27.	A0	B4	C2
13.	A 0	B2	C4	28.	A4	B0	C2
14.	A 4	B0	C3	29.	A0	B4	C2
15.	A 4	B2	C0				

ANALYSIS

BELOW 30: Particularly tolerant. Natural capacity to accept others' problems. A good friend.

31—60: Tolerant, but if the score is over 50, tolerant and broad-minded in some areas only.

61—89: Less tolerant than most people. Over 80, intolerant person. This will lead to clashes and short term friendships. Little things trouble you more than they should and you waste emotional energy on insignificant things.

Over 90: Very intolerant. Over 100, you are self-opinionated and very quick to take offence.

Handwriting trait clusters of tolerance:

Garland connections, wide, short 't' crosses; upright or right slant; rounded; some stretched ending strokes; good spacing between words; not too speedy, wide secondary width, fairly disconnected

Handwriting trait clusters of intolerance:

Angular connections; narrowness; narrow or no left margin; down strokes of M/Z extending below baseline; chopped endings

Excerpts of academic papers on graphological research

While research into graphology is ongoing, research projects remain but a trickle and unstructured which continues to hamper the validity and credibility of graphology as a science. Very little graphology after the 1950's has seen the light.

Below are excerpts from academic papers presented in the late 90's and early 2000's.

Shaky signatures

YOU ARE WHAT YOU WRITE. By: Persaud, Raj, New Scientist, 02624079, 3/9/2002, Vol. 173, Issue 2333

With the greying of the population in the wealthy West, *handwriting* changes produced by dementia or more old age are having increasingly important legal implications.

Increasing numbers of cases are being brought to court where relatives contest a will because the signature or *handwriting* is not the same as the deceased's when younger. A recent study by Judie Walton of the Document Examination Company in Sydney, found that some of the *handwriting* changes produced by Parkinson's disease and old age required great expertise to distinguish from an attempted forgery. The main problem is that forgery and neurological diseases of the elderly all produce tremor.

But there are ways to spot the difference. Forensic experts point out that the tremors characteristic of forgery are most apparent in long curved strokes, which are the hardest to copy slowly and accurately. By contest, natural tremors are apt to be comparatively uniform on similar letter elements. A forger attempting to simulate the deteriorated *handwriting* you might expect to find in an elderly person's will would often fall by producing the wrong type of tremor.

Reading between the lines. By: Owen, Laurinel, Strad, 00392049, Sep98, Vol. 109, Issue 130

To be an effective teacher you must know your student. Is he or she an extrovert, sensitive to criticism, tortured by a need for perfection or self confident? Within the constraints of a structured technical and musical regime, I try to tailor my teaching to the strengths, weaknesses and *personalities* of each individual. A quick look at their *handwriting* cannot predict behaviour, but it can tell me a lot about what to expect or give clues in determining the potential ability of a student.

Recently, a new student auditioned for me. I was anxious to assess her technical level, determine her musical ability and see if she was willing to work hard. Often, it can take me a number of weeks to see the whole picture and the sooner I can figure out my student's needs, the faster we progress. I got a sample of this student's *handwriting* by asking her to write down the assignment, her goals regarding music and how much practice time she has. The writing showed indications of an excellent thinking processes, good memory, patience to learn hard material (i dots that are round and not slashed), intuitive insight (breaks between letters within the words) and emotional expressiveness (right slant). But she had a high self-opinion which meant she might be hard to work with (extremely large capitals in her name). She also showed defiance (big buckle on the k) which meant she thought that rules didn't apply to her. Still, she had the potential to be a great performer. I knew, however, that I would have to use psychology to convert her negative traits to a positive use.

The character-revealing handwriting analysis. By: Bianchi, Alessandra, Inc., 01628968, Feb96, Vol. 18, Issue

For the past 11 years the chief executive of Tom Payette Buick Inc., a \$25-million Buick, Jaguar, and Suzuki dealership in Louisville, has used *handwriting* analysis as a hiring tool. "I would never be without it," he says. He claims the technique has significantly reduced his employee-turnover rate. At 36%, his annual sales force turnover is nearly half the industry average.

It's been 15 years since the Library of Congress changed graphology's classification from "occult" to "behavioral sciences," yet the practice still is dogged by the belief that it's a fairground fancy. Also, it's often viewed as a threat by human-resources directors, who are often loath to cede control over the hiring process to an outsider.

