

Getting it together

'Doormat strategy' is seen as a kind of manipulation

Human beings are essentially selfish. They do things which make them feel happy, satisfied, comfortable and turned on. They try to avoid things that make them feel hurt, sad, bored, and frustrated. Fortunately, human beings are also essentially considerate of other human beings. They are touched by the pain of others. They are turned on by other people's joy. So, when human beings pursue their selfish needs, they are inclined to do so with as little harm to others as possible.

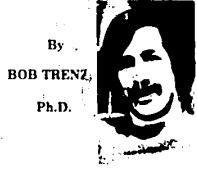
When one's selfishness conflicts with the comfort or joy of another, both are essentially inclined to resolve the conflict in a mutually beneficial arrangement. Sounds reasonable, doesn't it? But it rarely works that way in reality. In spite of our basic tendency toward consideration of mutually beneficial resolutions, we too frequently work towards winning, beating the other guy and getting our way no matter what.

FROM OUR PARENTS our institutions and our mass media we learn to be wary of each other's selfishness. We learn to protect ourselves by playing roles which hide our feelings. We learn to manipulate, coerce, and trap other people until we get our way.

Instead of directly requesting or negotiating with others to meet their needs, people have learned to use the indirect approach. They have developed subtle, complicated strategies to protect themselves and to control those they depend upon. Of these indirect approaches, none is more subtle or more insidious than the doormat strategy. Being a doormat means always going along with the demands of others. Instead of taking a stand for your own needs in actuality, it is the art of getting your way while appearing to be giving in, winning by losing.

IN THIS AGE of assertiveness training, we are taught that doormats never get their way. We hear that giving in just leads to frustration and unhappiness. Wrong. In fact, the doormat strategy is a very effective way to manipulate, control and tame even the most assertive adversaries.

It is used by husbands or wives to keep their mates from leaving them. It is used by salesmen to close deals on even the most resistant customers. It is even used by diplomats in international politics. We use it, for all example, when we do a favor for a friend without expecting repayment, but then feel hurt if we aren't repaid. This is the "free lunch" play of the



By BOB TREZNIK, Ph.D.

doormat: shows unilateral generosity while secretly expecting to be reimbursed at another time.

When it is done well, the receiver of the "gift" cannot refuse; and he feels instantly obligated to be a giver.

When dealing with a really effective "free luncher," you feel like a heartless ingrate if you turn down the gift, and you feel plagued by guilt if you don't return the favor.

wife and children. Wives use it when they expect that their "devotion" to their wifely duties requires equal devotion from their husbands.

The key here is that the thief-for that deal is forced upon the receiver of the gift, without any prior negotiation. The receiver of the free lunch only learns of the real price after he has consumed the gift. Then he is obligated to the giver, trapped by his own guilt feelings.

It is a powerful way to influence others, but it is very costly. Free things are as poisonous to love feelings and friendships as obligation and guilt. And duty is a poor substitute for love.

Friends, lovers, children and parents who want free choice to be a crucial part of their relationships are careful to avoid indirect manipulation as a means of getting their way. Instead, they openly request and negotiate for their needs. In atmospheres in which selfishness is openly expressed and considered, giving and receiving can be a pleasure for both the benefactor and the object of the gift. Generosity without hidden strings can form a strong foundation for lasting human relationships.

More plays of the doormat strategy, including "copping-a-plea" and "the careful, I'm fragile," will be discussed in next week's Getting It Together.

Riders lining up sponsors for diabetes bike-a-thon

Southfield's Lawrence Carino last year earned more than \$1,000 for the Michigan Affiliate of American Diabetes Association's bike-a-thon and is back again this year to ride with an expected 15,000 riders throughout the state.

Carnio, who won a 10-speed bicycle last time around as a result of money collected in his age category, is now recruiting his friends to bring up the total of riders in the contest to make it a success for the association.

On Saturday, May 8, bikers will take seven different mapped routes in the Detroit metropolitan area. Each sponsor will pledge at least five cents per mile for his rider, and the rider must have a sponsor list totaling at least 25 cents per mile. There is no maximum limit to how many sponsors a rider accumulates. The object is to raise as much money per mile as possible through the miles ridden. A winner in each of three age categories will receive a 10-speed bicycle. The age groups are 18 and over, 13-17, and 12 and under.

Sponsor sheets and rules can be picked up now at any Jack in the Box restaurant. It is important to get forms early in order to line up sponsors.

THE MONEY COLLECTED from the event will go toward research to fight diabetes, a malady just recently determined as the third largest cause of death in the United States. Diabetes is the leading cause of blindness, a major factor in heart attacks and

ney failure and other serious complications causing malfunction of the total body.

The association also uses funds from the bike-a-thon to educate the diabetic, his family and the general public on the disease, and to operate Camp Michica, a summer camp for children with diabetes.

The association is now recruiting the camp, located in Columbusville, for diabetic youth to have a camping experience while they learn to deal with their disease and care for themselves in the company of other diabetics.

Camp medical director Dr. William E. Bush supervises a corps of doctors, nurses and dietitians who live at the camp to provide around-the-clock medical care for the campers, who range between 6-16 years of age.

Camp opens June 23 and persons wishing detailed information on the facilities and services may write to: American Diabetes Association, Michigan Affiliate, Inc. 6131 W. Outer Drive, Detroit, 48235.

BIKERS HELPING to support this program in Wayne will be taking a route along Edward Hines Drive. The route is 20.5 miles with four check points at Haggerty Road, Nankin Mills, Parr Knoll and Merriman Hollow. Bikers may check in at any point which will be appropriately marked for the participants and ride for as long as they wish.

Bikers in Oakland County will follow a 15.9-mile route bounded by John R. Coolidge, Lincoln and 14 Mile, with check points at Boys Club of Royal Oak, Berkley High School, and Jack in the Box restaurant at 14 Mile and John R. Chairman for 1976's bike-a-thon is Deano Day. From WDET-Radio



LAWRENCE CARINO

Volunteers

This column describing volunteer needs in Oakland County is co-sponsored by the Junior League of Birmingham and the Oakland County Volunteer Bureau.

Inquiries regarding volunteer needs listed here should be made to the Oakland County Volunteer Bureau at 465-7777. Requests for volunteer listings also should be made through the Volunteer Bureau.

OAKLAND COUNTY MEDICAL SOCIETY, Pontiac, is a state agency providing general hospital care for the Department of Mental Health. Volunteers are needed on the adult and pediatric wards to work as receptionists, messengers, patient escorts, etc. On-the-job training is provided. Hours are flexible.

TROY HISTORICAL MUSEUM needs volunteer tour guides for the Country Store, Michigan Room, Agriculture Room, the Pioneer Room and others. One training session is provided to familiarize volunteers with the museum. Volunteers work on a rotating basis once a month. The museum is open from 2 to 4 p.m. Tuesday, Thursdays and Sundays. Volunteers interested in restoration work are needed to work on Wednesday afternoon. Critical help is needed from 9 a.m. to 4 p.m. Monday through Friday.

MICHIGAN HEART ASSOCIATION, Southfield office, needs volunteers to do clerical work from 10 a.m. to 4 p.m. once a week. Volunteers would assist with the speakers program, cardiac pulmonary resuscitation program and more.

Revere's ride

On April 18, 1775, Paul Revere and William Dawes made their famous ride from Boston to Lexington and Concord to announce the approach of British troops.

SIXTH ANNUAL COMING
SOMERSET INVITATIONAL ART FAIR MAY 6-7-8
SOMERSET MALL/BIG BEAVER ROAD, AT COOLIDGE/TROY

Machus presents
Graceious Dining Without Extracagance

Machus
ADAMS SQUARE
643 S. Adams
Cafeteria Service
Every Day is "Family Day"
at Adams Square:
Open 11 a.m. to 8 p.m.

Machus
WEST MAPLE
160 W. Maple
Cafeteria Service
8:30 a.m. to 5:30 p.m.
Table Service in the Alley Door
5 p.m. to 8:00 p.m.
Closed Sunday

Machus
1416 Walton at Livernois
Rochester
Family Style Cafeteria
Open 11:00 a.m. to 8:00 p.m. Daily
Sunday Buffet Brunch served
9 a.m. to 1 p.m.

The Home of Championship Roast Beef!

Antique & Classic Automobile Show

1 WEEK ONLY
APRIL 26th thru MAY 1st
somerset mall

Big Beaver Road at Coolidge, Troy
Thursday & Friday 10-9 other days 10-6

Ice show coming

"Kaleidoscope" is the name of the third annual ice show in Novi Ice Arena, set for Friday and Saturday, May 14-15. A total of 125 skaters from ages 4-30, coming from Novi, Farmington, Farmington Hills, Northville, Livernois, Southfield and West Bloomfield, are preparing now for the musical revue. Performances will be given on Friday at 8 p.m. and on Saturday at 7 p.m. Tickets are now on sale at the arena, 4250 Eleven Mile, and special rates are offered for groups.

Skills workshop set for students

A summer skills workshop for children from pre-school through sixth grade will be available during June and July in the Henry Ford Central Library, 1801 Michigan, between Greenfield and Southfield, Dearborn. Cost is \$48 per session. Mrs. Virginia Hatfield and Mrs. Jean Simpson will direct the workshop which offers individual and small group tutoring on a remedial or enrichment basis. Subjects taught will be reading, reading, reading, spelling, math, listening skills, creative writing, reference and dictionary skills and handwriting. All four sessions will take place Monday through Friday. Session one will be held 8:30 a.m. to June 21 to July 9. Session two will be from 10:45 a.m. to 12:15 p.m. on the same dates. Sessions three and four will run from July 12 to 20. Session three goes from 8:30 a.m. session four from 10:45 a.m. to 12:15 p.m.

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Siegel

WOODWARD AT STATE 7 MILE AT LIVERNOS EASTLAND CENTER BIRMINGHAM THE VILLAGE PLAZA DEARBORN NORTHLAND

Spring Sale!

Sale! Better Dresses
were 50.00 to 295.00
3399 to 19999

Pantsuits, jacket dresses, occasion dresses in misses' and custom sizes. Many colors and styles.

Better Dresses

Chic Handbags
were 15.00 to 36.00
899 to 1999

Pick a winner from pouches, shoulder straps and many other styles. Good colors but not even style in every color.

Handbag Dept

Name Sweaters
were 10.00 to 14.00
590 to 690

Even fashion style you could possibly want. Many one-of-a-kind. Good fashion colors.

Sweater Dept

Junior Pants
were 18.00 to 32.00
1390

Calcuttas', Chambrays', Polyester gabardines', Belted, braided or tie waist styles. Good range of colors. Junior sizes.

Junior Dept

Spring Dresses
were 40.00 to 48.00
2390

One- and two-piece styles jacket dresses all polyester. Solid colors, prints and stripes. Misses' sizes 10 to 20.

Moderate Dress Dept

Three-Pc. Suits
were 90.00 to 105.00
6990

Polyester and knit blend spring suits. Blazers with vests, pull-on pants, skirts. Misses' sizes.

Suit Shop

Junior Pantsuits
were 36.00 - now
2190

Two- and three-piece styles. Pull-overs, crew necks, cardigans, coordinated blouses to match solid color pants. 5 to 11.

Junior Dept

Spring Coats
were 50.00 to 140.00
3999 to 9999

Double knits, polyester knits, wool boucles, rainwear. A great group of smart coats in fashion colors. Misses' sizes.

Coat Dept

Sports Separates
were 11.00 to 30.00
790 to 1990

Tee shirts, pants, print shirts, skirts and jackets all in polyester knits. Keyed to mix or match. Sizes 8 to 18.

Sports Shop

Puka Shell Necklaces
were 10.00 - now
500

Tiny sea-washed, sand-polished shells washed up on the beaches. Perfect accent for summer.

Jewelry Dept