

Ericksonian Hypnosis

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**ERICKSONIAN
VS.
TRADITIONAL**

**PERMISSIVE
VS.
AUTHORITARIAN**

PERMISSIVE

- **Could, might, can, okay to, may**
- **Multiple options, choices**

AUTHORITARIAN

- **Predictions: Will, going to, won't**
- **Mind-reading: Are**
- **Instructions: Must; Can't; particular feelings, actions, directions**

ZORAN SAYS YOU WILL

**ERICKSONIAN
VS.
TRADITIONAL**

**EVOCATIVE
VS.
SUGGESTIVE**

**ERICKSONIAN
VS.
TRADITIONAL**

**EXPERT
VS.
COLLABORATIVE**

Different approaches

Traditional	Ericksonian
Searches for causes of problems	Discover/connect w/ resources
Discover hidden/non-conscious original trauma or decision	Present- or future-oriented
Assumption of pathology	Assumption of resources and abilities

Elements of Induction #1
Permission and Inclusion

Elements of Induction #2

Presupposition

Elements of Induction #3

Splitting

Elements of Induction #4
Linking

**I AM GOING to
a place where
there are no bad
MAD people.**

Elements of Induction #5

Interspersal

[Embedded messages]

Other Elements

- **Description**
- **Truisms**
- **Matching**
- **Guiding attention and associations**
- **The confusion technique**

The Confusion Technique

- Two pairs of opposites
- Mix 'n' match them until the person can no longer follow rationally and logically

Trance language

- Use vague and abstract words
- Use nouns from verbs
- Use passive language (no willful actions implied)
- The person as witness or experiencer rather than conscious creator

Common Trance Indicators

Four Doorways Into Altered States

- Rhythm
- Defocusing
- Focusing
- Dissociation

Trance Phenomena

Getting one's hand on the control knob on
non-voluntary experience

Inviting alterations in:

- Perception
- Sensations
- Memory
- Time orientation
- Spatial orientation
- Physiology

WHY USE TRANCE PHENOMENA?

- To evoke automatic changes
- To convince you and/or the person that they are in trance
- To evoke resources
- As an analogy for the therapeutic changes you are after

HOW TO EVOKE/INVITE TRANCE PHENOMENA

- General permission
- Presupposing
- Remind and evoke previous everyday experiences
- Analogies/anecdotes
- Emphasized words/phrases

The Unconscious

- Erickson maintained that the unconscious is smart, wise and benevolent
- “Trust your unconscious,” he would say
- If the unconscious is so smart, why do people have problems or symptoms?

The Answer

- The unconscious is smart about what it is smart about
- Dumb about what it is dumb about
- And sometimes, the unconscious is smart about something it is dumb to be smart about

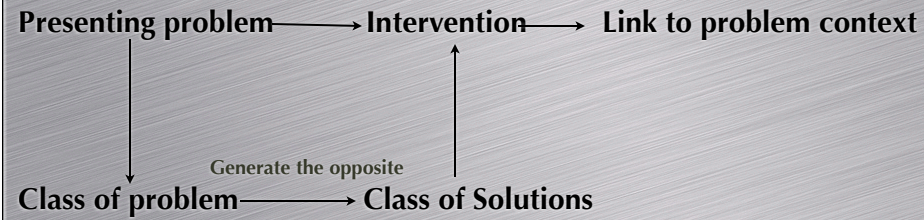
How to use this notion to do trancework

- Find the place where automatic patterns occur and lead to unwanted results
- Introduce changes to the pattern by evoking, altering, splitting and linking

When to use trance

- Voluntary/deliberate experiences
- vs.
- Non-voluntary/out of conscious control experiences

Class of Problems/ Class of Solutions



Class of Problems/ Class of Solutions

- **Find a clear focus/problem**
- **Turn problems into processes**
- **How does or would a person or body or neurology DO this problem?**
- **What class of problems could it belong to?**
- **What is the opposite class (or set of resources or abilities) that could resolve the problem?**

Classes of Solutions: Pain

- **Anesthesia/analgesia**
- **Amnesia**
- **Dissociation of parts of the body**
- **Re-interpretation**
- **Time distortion**
- **Altering physiological processes**
- **Re-evoking previous pain-free or pain-incompatible experiences**
- **Distraction or absorption of attention**
- **Displacement**
- **Compelling connection to a future without pain**

How to evoke automatic shifts with hypnosis

- Tell stories
- Guide associations
- Remind people of previous experiences
- Emphasize phrases and words
- Presuppose and create expectations

Hand Levitation

- Evoke everyday experiences of automatic hand/arm/muscle movement
- Use analogies/anecdotes/stories
- Use general permissive statements
- Use presupposition
- Once you see a response, amplify and direct/link it to something more

How to tell an evocative story

- Characters
- Actions
- Beginnings, middles and ends
- Settings and props
- Dialogue
- Vague enough to allow for identification and imagination
- Enough specific details (names, places, actions, sensory details, etc.)
- Engagement of interest/suspense
- Repetition of phrases, sounds or elements

INCLUSION

- **The permissive approach as treatment in itself**
- **Giving people permission to include and value missing aspects of experience and self**
- **Countering devalued, neglected, dissociated and disowned aspects and experiences**

3 Levels of Inclusion

- **Permission**
 - To and Not to Have to
- **Inclusion of Opposites**
- **Exceptions**

Methods of Inclusion

- **Tag questions**
- **Apposition of opposites**
- **Link resistance or undermining to certain locations, times or aspects of the person**

Symptom Trance/ Healing Trance

- Symptoms and problems as “bad trance”
- The difference between bad trance and good trance
- Waking people from trance
- Shifting from bad trance to good trance

SELF HYPNOSIS

- Arguments for and against
- Making recordings
- Methods
 - The natural way
 - Defocusing attention
 - The rhythm method
 - Focusing attention

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