Welcome!
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Advanced Techniques of Ericksonian Induction
For Formal Trance
For Naturalistic Trance

Previous investigations
I know of no expert who has described what constitutes advanced induction:
I hope to do that in simple terms

Advanced induction: Some suggestions
➢ It is impossible to list all the methods of advancing induction, just as it would be impossible to list all the methods of making poetry or music more advanced.
➢ Hypnosis must evolve, just as music must.
➢ Hypnosis has evolved in the last 40 years.
➢ We can start by understanding characteristics of hypnosis and goals of induction:

Essential Characteristics of Hypnosis
➢ Hypnosis is a syndrome; not an entity. It is a complex molecule, not a single element
➢ Hypnosis is a "state."
➢ Hypnosis is a temporal process.
➢ Hypnosis is an interpersonal process.
➢ Hypnosis is expressive, not informative communication.

Hypnosis explores the possibilities for impact that are inherent in communication
By studying hypnosis we learn to BE the most effective communicators
Density Exercise

Work with a neighbor

Connection Exercise I & II

In pairs

Connection Exercise

- Turn to your neighbor:
- Establish Roles: One Pitcher, one Receiver.

Connection Exercise I

- Pitcher: Look at your partner meaningfully valuing (honoring) him or her with your interest. See this person as if for the first time. Take five seconds to complete the task.
- What is the impact? What created the impact?

Connection Exercise II

- Pitcher: Look down to the floor. Then look up at the person deliberately, in slow, step-wise manner. Smile. Take 3 seconds to do this.
- Look at your neighbor meaningfully, valuing him or her with your interest. See this person as if for the first time. Make a sound (or sounds) that represents your interest. Take 5 seconds to do this task.
- End by silently make a gesture of appreciation.
- How specifically did that procedure increase the impact? What procedures caused the most effect?
Discussion

Hypnosis is a Molecule

It is not an element

Hypnosis is an unstable molecule
(A transitional “state”)
And it changes over time.

“States”

✓ Emotions
✓ Moods
✓ “States”

“States”

“States” are a complex of interactions, emotions, moods, attitudes, beliefs, habits, etc.
“States” are “syndromes,” not entities.
“States” are “titles” for groupings of experiences.

Connected
Industrious
Believable
Open-minded
Liberal
Altruistic
Considerate
Honest
Contemplative
Aware
One-up
Attentive
Respectful
Engaged
Forgiving
Diplomatic
Humility
Authentic
Mediation
Hypnosis
Detached
Lazy
Deceptive
Prejudiced
Conservative
Self-serving
Inconsiderate
Deceptive
Impulsive
Unaware
One-down
Inattentive
Disrespectful
Disengaged
Unforgiving
Tactless
Narcissism
Phony
Awake
Awake
Hypnosis as a “State.”

Some components

The Goals of Trance Induction

The Phenomenology of Hypnosis

ATTENTION
1. Internal
2. Focused

INTENSITY
3. More Vivid
4. Less Vivid

DISSOCIATION
5. “Things Just Happen.”
6. “Apart from” & “A part of”
7. Destabilization

RESPONSE
8. Minimal Cues/Implication
9. Search for Personal Meaning
The Phenomenology of Hypnosis

Define the situation as hypnosis

- INTENSITY
  1. More vivid
  2. Less vivid

- DISSOCIATION
  1. "Things just happen."
  2. "Apart from" & "A part of"
  3. Destabilization

- ATTENTION
  1. Internal
  2. Focused

- RESPONSE
  1. Minimal cues/implication
  2. Search for personal meaning

How to Elicit the Phenomenology

The Erickson Foundation Model

The ARE Method

Absorb

Ratify

Elicit

Absorb—using techniques and devices

Ratify—Reflect back changes during the absorption period using simple, declarative sentences

Elicit
The ARE Method

Absorb
Ratify
Elicit: R&R
1. Responses (Including Dissociation)
2. Resources (Phenomenological Elicitation and Reorganization of Forgotten Experiences)

RATIFICATION EXAMPLE

“WHILE I HAVE BEEN TALKING TO YOU CERTAIN CHANGES HAVE OCCURRED:"

- Your breathing rate has changed
- Your pulse rate has changed
- Your motor movements have altered, etc

Access the Hypnotic Constellation

Increase Absorption: Some Major Techniques

Absorb
Language of Hypnosis
Modulate Tension
Utilize Nonverbal Methods
Be Strategic
Tailoring

Absorption Techniques

Absorption is the first stage of the ARE method.

Fundamental
Intermediate
Advanced

Fundamental ABSORPTION TECHNIQUES

ABSORB
Details
Possibilities
Present Tense
Intermediate ABSORPTION TECHNIQUES

Utilization in Induction:
Fundamentals

Incorporation
• Emitted behavior
• Environment

Utilize the physiology.
Utilize client concepts and values.
Ratify “hypnotic” responses.
Utilize resistances.

Advanced Utilization Techniques

Utilize client responses and patterns including:
1. Turn problem words into hypnosis words and solution words
2. Utilize sequences of problems and successes
3. Incorporate responses and whatever happens in the environment

Intermediate ABSORPTION TECHNIQUES

Use Enhancing Language
Metaphor & Simile
Increase Sensory Imagery

Intermediate ABSORPTION TECHNIQUES

Absorb

Pacing and Leading
Linkage
Add a Motivation

Intermediate ABSORPTION TECHNIQUES

Absorb

Dialogue
Attune
Orient Towards
Intermediate ABSORPTION TECHNIQUES

Absorb
- Nonverbal methods
- Strategic Pauses
- Modulate Voice

Intermediate ABSORPTION TECHNIQUES

Absorb
- Empty Words
- Fractionation
- Repetition

Advanced Induction

MODIFY THE DENSITY!

Advanced ABSORPTION TECHNIQUES

ABSORB
- Confusion (Destabilize)
- Modulate Tension
- Surprise Techniques

Advanced ABSORPTION TECHNIQUES

ABSORB
- Gesture
- Strategic process (SIFT)
- Montage

Implicit Influence

Movies Manipulate
For a simple example take Montage
Montage is the power of juxtaposition
Montage

Early Russian film editors—e.g., Eisenstein
Example One
• If the sequence is “smile—gun—blank face” the viewer is oriented to fear.
• If the sequence is “blank face—gun—smile” the viewer is oriented to courage.

Kuleshov Effect

• Nearly a century ago, Soviet filmmaker Lev Kuleshov demonstrated that the manipulation of context can alter an audiences’ perception of an actor’s facial expressions, thoughts, and feelings.
• Juxtaposition of identical archived clips of an actor’s blank face with either a scene of a funeral or a child playing led the audience to infer the actor’s emotional disposition as respectively melancholic or happy (Kawin, 1992).
Montage

Example Two
- Still shot of a Man. Shot of a grief stricken woman clinging to a coffin. To the viewer, he seems concerned.
- Still shot of a Man. Shot of a steaming bowl of soup. He seems hungry.
- Still shot of a Man. Shot of a girl cuddling a teddy bear. He seems tender.
- It is the same shot of the Man in all three cases.
Advanced ABSORPTION TECHNIQUES

Symbolic Use of Hypnotic Phenomena

Hypnotic Symptom Prescription

Make problem concepts into hypnosis concepts

Advanced ABSORPTION TECHNIQUES

ABSORB

Attribution

Do Hypnosis First

Interspersal

Advanced ABSORPTION TECHNIQUES

ABSORB

State Location

Precision

Touch

Advanced ABSORPTION TECHNIQUES

Absorb

Strategic use of voice

Recursions

Advanced language of hypnosis

Advanced Language Forms

• Homonyms and Word Plays (Kay Thompson)
• Poetic forms
• Splitting words
• Idioms (warmth; straight ahead)
• Non-sequiturs
• Compound sentences with free modifiers
• Phatic Phrases, etc.

Written Communication

Implicit Codes that impact
Most sentences directly or obliquely put more linguistic apparatus into operation than is readily apparent

Richard Ohmann

Consider:

The impact of sentence structure

These are difficult times

(A low impact sentence)

Contemporary events are stressful.

Still low impact

Trying times affect one’s being

Still low

These are the times that try men’s souls

Thomas Paine
Second Example

The Impact of Sentence Structure

Tide brought you this message. Low Impact

This message is brought to you by...Tide. High Impact

Tide brought you this message to YOU! High Impact

German Example

German Example: Low impact

Der unmittelbare Moment ist so schön ich wünsche dass es für immer dauern würde.
German Example: High impact

Zum Augenblicke dürft Ich sagen:
Verweile doch, du bist so schön!

Most authors vary sentences in a way that we never see that device, but in which we feel the effect.

Compound sentences with free modifiers are “hypnotic.”

Cumulative Sentences

- Cumulative coordinated
  1 Sentence
  2 phrase
  2 phrase

- Cumulative subordinated
  1 Sentence
  2 phrase A1
  2 phrase A2
  3 modify A2
  3 modify A2

Especially good when moving in time

Use:
- adverbs,
- indirect objects,
- gerunds,
- repetitions

Example

Cumulative Sentence

Phatic Phrases
Phatic phrases in a sentence:

As it happens____________________,
As it happens____________________
As it happens____________________
As it happens____________________
As it happens____________________.

Absorption Devices

TRADITIONAL ABSORPTION DEVICES

**ABSORB in a:**
1. Sensation
2. Perception (Internal or External)
3. Hypnotic Phenomena
4. Fantasy

ERICKSONIAN ABSORPTION DEVICES

**ABSORB in a:**
1. Sensation
2. Perception (Internal or External)
3. Hypnotic Phenomena
4. Fantasy
5. Memory
6. Personal Experience
7. Sequence of the Problem
8. Sequence of a Solution
9. Various Utilization Strategies
10. Metaphor of the Problem or a Solution

What makes and induction advanced?

Modifying message density!

Eliciting emotions and “states” requires implicit influence.

It is in our human design.
It is an evolutionary imperative.
What is the technology of eliciting “states”? There is one. And it requires an understanding of implicit responsiveness.

Principles of Advanced Induction
1. “Induction” is a misnomer; trance is elicited.
2. Induction is evocative communication
3. Induction is about altering “states.”
4. Implicit responsiveness is central; build implicit responsiveness
5. Hypnosis is a molecule, not an element
6. Coordinate induction to the therapy that follows
7. Induction is a method of delivering therapy
8. Seed future interventions including therapy
9. Develop concepts strategically
10. Tailor the induction to the individual

To advance induction: 
MODIFY THE DENSITY!

Exercise
- “You can be yourself absorbed in the experience”
- “You can delightfully realize increasing comfort.”

See psychoaerobics

Review: To Advance Induction
- Make the induction strategic
- Use multiple level methods designed to elicit responses including using the language of hypnosis
- Make the induction into a dialogue
- Build responsiveness to implicit messages
- Tailor the induction to the individual
- Make induction into a means of offering therapy, not just a method of going into trance.
- Coordinate the induction with the therapy to follow
- Seed future therapy
- Destabilize habitual sets
- Use nonverbal methods
- Use naturalistic induction
- Use arousal; modify the level of tension; destabilize
- MAKE THE IMPACT INVISIBLE
Thanks!!