Level 1

Module 1

Course Introduction & Basic Hypnosis

Contents

[INTRODUCTION](#_Toc327349855) 3

[WHAT](#_Toc327349856) MAKES A GREAT THERAPIST? 5

[HOW](#_Toc327349857) DO WE LEARN? 6

[MULTIPLE](#_Toc327349858) INTELLIGENCES 7

[WHAT](#_Toc327349859) WE ARE GOING TO BE COVERING ON THIS COURSE 8

NLP PRESUPPOSITIONS AT THE HEART OF EVERYTHING 9

WELL-FORMED OUTCOMES 11

[SUGGESTIBILITY](#_Toc327349864) TESTS 13

[COMMON](#_Toc327349865) MISPERCEPTIONS ABOUT HYPNOSIS 14

3 kEYS 15

3 STAGES OF hYPNOSIS 16

[PRETALK](#_Toc327349866) 17

**AN INTRODUCTION TO HYPNOTIC LANGUAGE PATTERNS**...................**18**

[ADJUNCTIVE](#_Toc327349867) SUGGESTIONS 20

**NOMINALISATIONS......................................................................................20**

**PRESUPPOSITIONS......................................................................................21**

[BEING](#_Toc327349868) ARTFULLY VAGUE 22

[INCORPORATION](#_Toc327349869) 23

[EMBEDDED](#_Toc327349870) COMMANDS / ANALOGICAL MARKING 24

pulling it all together 25

Introduction

**This course may at times feel:**

* Fast paced
* Confusing
* Overwhelming

And it’s because of this that you are going to find yourself discovering things about yourself you’d never have otherwise discovered.

***It is out of confusion that we stretch ourselves and therefore develop new understandings.***

**Don’t expect to:**

* Understand everything first time
* Remember everything first time
* Instantly morph into the ultimate therapist!

***Competence and confidence comes from experience…***

It’s normally though bad experience that you learn the most! Expect to feel like you are doing it wrong sometimes, if you had already mastered this material you wouldn’t be on the course to learn it! Just hang in there, be patient, and you will amaze yourself.

**Remember the 5 P’s:**

* Practice
* Patience
* Persistence
* Perseverance
* Precision

**Don’t do as we do, do as we say!**

When we are learning to drive a car, many of us make the mistake of driving like those that have been driving a long time – taking short cuts, cutting corners, and so on. As most of us learnt, if we do this, we fail the test, and most importantly we don’t learn properly.

As with learning to drive a car, you need to learn all the steps, why you do them, and then train them into your unconscious mind… you can then start skipping steps, etc. This means that follow what your trainers say on the course, rather than what you remember them doing in clinical sessions – we have been doing this long enough to know which corners we can cut to save time and money, but that comes from experience.

What makes a great therapist?

Many of you will have experienced a number of different doctors, practitioners and so on – those that were great, what did they do differently? How about those that were dreadful, what did they do (or not do) that made them “unique”?

**Characteristics of a great therapist:**

**Characteristics of a bad therapist:**

Bearing this in mind, spend some time considering whereabouts you need to put your focus on strengthening your skills.

**Areas I need to strengthen:**

*Being a therapist is a great responsibility. You are living by example*.

## *“Be the change you want to see in the world.”* (Ghandi)

## **How do we learn?**

## Learning is essentially a process of training things from our conscious minds to our unconscious minds:

We effectively go through four stages:

1. Unconscious incompetence
2. Conscious incompetence
3. Conscious competence
4. Unconscious competence

This process of training our unconscious mind takes time, and there are several things that assist in this process:

1. Practice, practice and then more practice – everyone from teddy bears to empty chairs!
2. Personal experience – the more you know things from your own experience, the more you will truly know them, rather than just believe in them. Being the patient when we do exercises is therefore as important as being the practitioner
3. Pictures and stories – your unconscious mind loves metaphors and pictures – if you’ve been a patient of the clinic, chances are you will remember us talking about boats, cars, snowballs and tennis!! Therefore doodling in this course is encouraged – as long as it has relevance to what we are doing!

Multiple Intelligences

* **Verbal linguistic:** the ability to use language – English etc
* **Logical mathematical:** the ability to analyze, theorise, be theoretical – maths, computers, science
* **Interpersonal:** the ability to influence others, negotiate, influence, form and work in teams
* **Spatial:** the ability to see things in relationship to others – athletes, architects etc
* **Musical-rhythmic:** the ability to create, play and reproduce music
* **Intrapersonal:** the ability to think about thinking – self-development and self-discovery
* **Bodily-kinaesthetic:** the ability to control bodily motions and manipulate objects – dance, sports etc
* **Spiritual intelligence:** multiple definitions!

**Where are you strongest?**

**Where would you most benefit from developing?**

What we are going to be covering

on this course…

**Hypnotherapy**

Hypnotherapy is the use of the hypnosis for therapeutic purposes. This is either through accessing a trance state where we are more in touch with our unconscious mind (which is responsible for controlling most of our behaviours in life) or through being able to change our behaviours in a more conscious state. What is particularly valuable about working with hypnosis is having the ability to use language in a way which can change a person’s ongoing experience, either with or without their awareness. Over recent years hypnosis, through mediums such as stage hypnosis, has developed a reputation for being manipulative an misused. The style of hypnosis taught on The Optimum Health Clinic’s courses is permissive and empathic, and so although still very powerful, is driven by ethics and compassion.

**NLP (Neuro-Linguistic Programming)**

NLP is the science of understanding how people create their experience of the world, and how this can be changed. It was originally created by Dr Richard Bandler and Dr John Grinder in the 1970’s, and has been developed by a number of different clinicians and practitioners since that time. NLP effectively provides the tools and processes to work with patients’ conscious and unconscious minds. NLP is most famous for its ability to wipe out life- long phobias in as little as a few minutes, but it has ground-breaking applications in a whole range of therapeutic areas.

**Life coaching**

Life coaching is about finding out where people are, where they want to be, and then helping them create a plan to get there. This provides a much more focused approach to therapy than the more traditional psychotherapeutic model of just looking at someone’s past.

**EFT (Emotional Freedom Technique)**

EFT works on the premise that all negative emotion is stored as an imbalance in the energy system. Therefore, by tuning into emotional issues, and then tapping on various acupuncture points, it is possible to help people let go of emotional issues that they have felt trapped by for years.

NLP Presuppositions are

at the heart of everything…

1. **Have respect for the other person’s model of the world.**

Everyone is unique and experiences the world in their own way. Ecology is maintained by showing respect for the foundations of the other person’s belief system.

**2. The map is not the territory.**

People respond to their “map” of reality, not to reality itself. The “Map of Reality” is created from experiences, memories and beliefs, and NLP is the art of changing that map to create more choice.

**3. Mind and body form a linked system.**

Mental attitude affects your body and it is possible to make a change in one and affect the other.

**4. If what you are doing isn’t working, do something else.**

Flexibility is the key to success. The person with the most flexibility/choices of behaviour will have the most influence (The Law of Requisite Variety).

**5. Choice is better than no choice.**

Having options can provide more opportunities for achieving results, so all procedures should increase choice and develop greater personal flexibility.

**6. We are always communicating.**

Even when people remain silent, they are communicating through all their senses. Non-verbal communication can account for a large proportion of a message and NLP provides a guide to recognising congruence in these messages.

**7. The meaning of your communication is the response you get.**

While a person’s intention may be clear to them, it is the interpretation and response they get that reflects the effectiveness of their communication. Have the skills and flexibility to ensure that the message they send equals the message that is received.

**8. There is no failure, only feedback.**

Everything is a learning opportunity to discover what works. With this understanding, behaviour can be separated from identity, there is no need for blame of self or others, solutions can be found the quality of results can be improved.

**9. Behind every behaviour there is a positive intention.**

Identifying and understanding the original positive intention in unwanted behaviour can create new and better choices that preserve the positive intention and raise awareness.

**10. If something is possible, then it is possible to learn how to do it.**

Model excellence by breaking down and discovering the components and strategies needed to achieve a particular result – everyone has the ability to learn.

**11. People have all the resources they need to make the changes they want.**

NLP teaches how to access these resources when appropriate, because there are no unresourceful people, just unresourceful states.

**12. There are no resistant clients, only inflexible communicators.**

Any resistance is a result of inflexible communication and a lack of rapport.

**13. We are all in charge of our own minds, and therefore our results**

Recognise the implications of cause and effect, and take responsibility for running your own mind.

Well-formed Outcomes

Well-formed outcomes are about creating a clear focused goal, in order to make it achievable and measurable.

The criteria for a well-formed outcome are:

* state it in the positive
* state what you can do and is within your control
* put it in to a context and conceptualise it
* state it in sensory words
* state it in steps and chunks
* state the resources you have and will need to get your outcome
* specify the evidence of when you know you will have achieved it
* check for ecology

**Well-formed outcome worksheet:**

1. What specifically do you want?
2. What does it look/sound/feel like to you?
3. What do you want this for?
What will it give you? What will you get out of this?
What are the advantages of getting / having this?
4. How would you know you have got it?
5. When and where do you want it?

Do you want it in all contexts?
Is it ok in all contexts?

1. What will happen once you have got it?
2. What won’t happen when you have it?
3. What’s stopping you from getting it?
4. What could go wrong?
What are the disadvantages of having / getting this?
5. Does this outcome fit in your life and have no consequences to yourself or others that would be harmful or painful?
6. What do you need to get it?
 What resources do you have available to achieve this outcome?
7. What are you going to do to begin now to get what you want?

What is the first small step?

Basic Hypnotic Language Patterns

**Suggestibility Tests**

**The Finger Vice:**

*“Put your hands together like that, and put your fingers like that, so fingers are apart, and then close your eyes. And then I'd like you to imagine you've got a vice either side of your fingers, and you can feel the cool edges of the serrated edge of the vice. And at the moment it's just gently pressing against your fingers. And then you hear a squeak as the sound of the vice is turned. And you feel the pressure on the sides of your fingers making them want to begin to move together. And then you may notice your fingers beginning to move now, and as you feel that, the pressure gets a little bit more, and you feel your fingers wanting to move together even more. That's right.”*

**The Lifting Balloon:**

*“Put out one of your arms, like that, and then close your eyes. I’d like you to imagine the sensation of a balloon under your hand. And you know that slight sensation of static electricity you feel when you touch a balloon? Just have a little bit of that. And you know, like a helium balloon, kind of pushing up? And you can just feel, at first your hand just gently bobbing, with the balloon starting to push it. That's right, just allow it to do that now, good. And then, as that happens, you may feel your arm beginning to want to lift up a little bit with the balloon, and as you find that happening, that's right, you'll find the rest of you relaxing even more deeply. It's actually a very pleasant sensation as you feel your arm beginning to lift up, your shoulders relaxing now, your mind quietening down. That’s right. Very good”*

Common misconceptions about hypnosis

and the truth about them

It’s important to deal with any fears people might have before you start working with them, otherwise they are going to be fearful and resistant…

1. It will feel weird – it’s the same state people go into when relaxing, reading a book, driving on a motorway etc. The difference with hypnosis is you are doing into this state deliberately.
2. Hypnosis is a state where the hypnotist has control over you – the way we do hypnosis with people is we actually tell them what are doing and how it is going to work, in many ways teaching them how to do it for themselves. The benefit of doing it this way is actually that we are putting them in control.
3. Under hypnosis we can be made to do things we don’t want to do – yes people are made more susceptible to suggestions, which is one of the reasons why hypnosis is so powerful. But, people won’t do things completely outside of their usual realms of behaviour – ethics will obviously kick in at some point.

The 3 Keys

Key 1: Using your voice in a relaxing way

What you say is far less important than the way you say it. You can say the word, “stress” in a calming and relaxing way, and will feel completely different

Key 2: Talking on the client’s out-breath

When you talk on the client’s out breath it will create a sense of connection between you and the client, create a natural rhythm to your speaking, and will actually feel to them like it is their own voice

Key 3: Going into state yourself – as the practitioner

In order to lead a client into state, you have to – to some extent – to go to that place yourself. So, allowing yourself to drop into a ‘deeper’ more trance-like state will aid you both in helping the client to drop in, and in minimising your own self talk to allow you to be effective!

**The Three Stages of Hypnosis:**

**Stage 1: Induction:**

The purpose of induction is to take the patient into a hypnotic trance state. The induction is about observing the client’s experience, and using it in conjunction with specific patterns of hypnotic language, to conversationally create a state of hypnotic trance.

**Stage 2: Giving story/metaphor or suggestions**

Once the client is in a trance state, more abstract, hypnotic story telling, metaphor or direct suggestion encourages the unconscious mind to create/select new or alternative behaviour and thinking patterns

Stage 3: Bringing the client back

Quite important too! As you induced trance, it is important to gently bring the client back out of trance and into a fully conscious state.

Pre-talk

*‘You can do this with your eyes open or your eyes closed. However, it tends to be easier with your eyes closed, because when you have your eyes closed, you have less sensory input to your brain, and it’s therefore easier to have an internal focus, which is really what hypnosis is about. So you can, of course, open your eyes at any point, because sometimes you might just feel like opening your eyes because that's what you feel like doing, and that's fine. Then, if you want, you can close them again. So when you're ready, you might like to close your eyes and begin to become aware of your breathing.’*

Also, explain to them that they shouldn’t expect to feel hypnotised… the evidence is usually in how different they feel afterwards

**An Introduction to Hypnotic Language Patterns**

**Basic Language Patterns: Stage 1 – Inducing trance**

As a starting point we will be looking at how to use language to induce trance. There are several key points to remember in this process:

* The starting point of any induction must be to pace the client’s *Current Experience*, keeping rapport with the conscious mind
* The Yes Set: We will cover this in more depth later, but it is important to remember that given 4 suggestions which cannot meet with objection from the conscious mind makes the conscious/unconscious more likely to accept the 5th
* As the client enters a deeper trance state, the language can become more repetitive, vague and make less sense!

**It doesn’t have**

**to be true**

**It doesn’t have to make sense**

**It just has to be plausible!**

Adjunctive suggestions

Connecting something from their current experience to something you want to have happen:

|  |  |  |  |
| --- | --- | --- | --- |
| Whilst you | breathe in / out | allow yourself to | let(ting) go  |
| As you | close your eyes | notice yourself | drop(ping) deeper |
| Before you | relax your muscles | become aware of | relax(ing) |
| When you | sit down | experience yourself | learn(ing) what you need to |
| Now that you | feel your heart beating | feel yourself | change(ing) something important |
| Just after you  | hear the sound of [...x...] | you can enjoy | release(ing) any tension |
| At the same time as you | notice your mind slowing down | find yourself | discover(ing) something new |

**Nominalisations**

Verbs that have been changed into nouns

|  |  |  |  |
| --- | --- | --- | --- |
| Whilst you  | allow yourself | a deeper sense of | **relaxation** |
| As you | continue to | acquire/explore | these new **learnings** |
| When you | notice yourself | experiencing | a feeling of **curiosity** |
| People can / One can | feel a sense of | deepening | **integration/growth/ change** happening now |
| And you can  | be surprised how easily | you become aware of | **development** taking place within you now |
| You might enjoy | noticing how  | you relax into  | a new **relationship** with yourself |

**Presuppositions**

Linguistic assumptions.

|  |  |  |  |
| --- | --- | --- | --- |
| I don’t know | how quickly | you will notice | learning happening |
| I wonder | how often | you will experience | things changing |
| You may be surprised | how frequently | you can be aware of | [yourself] letting go |
| You can wonder | whether quickly or slowly | you find  | things move forwards |
| You might be curious | how easily | you enjoy | [yourself] creating the life you are ready for |

Being Artfully Vague

When we are guiding someone’s internal experience, we are effectively navigating someone’s journey for them, with very little knowledge about where exactly they are.

**Example of how NOT to do it:**

*“As you walk along that beach, ... you can see the seagulls flying over head ... feel the warm sand under your feet, ... hearing the sound of the waves crashing against the beach ... and seeing the sun setting in the distance… And maybe you notice that big hippopotamus splashing about in the waves ...”*

This could be completely off the mark and in the client’s imagination things could be completely different. For all you know, in the client’s mind the sun could be coming up, it could be a rocky beach and the waves may be calm. And there might not be any hippos! This is called pollution.

The secret to this is to therefore be able to be so vague in what you are saying, that nothing you say will contradict their internal experience, and at the same time you are being directive enough that you are able to affect their experience.

**Example of how to do it:**

*“As you imagine yourself on that beach ... notice what you see ... that draws your eye … And I wonder what is to the right of you … and what is to the left … what is behind you … and in front of you … Feel the surface supporting you, ... and notice temperature of the air around you … Perhaps you notice sounds ...... Or even smells … Sometimes smells are so strong we can almost taste them … Just take a moment ... to really BE there … see what you see … hear what you hear … feel what you feel …”*

Incorporation

If something happens that could potentially disturb your patient (such as a phone ringing or a door slamming) it is better to comment on it rather than to ignore it. The trick is to “incorporate” it into what you are doing.

For example, *“As you hear the phone ring, you can notice how the importance of really learning to relax really rings true for you”*

Embedded Commands/Analogical Marking

This is where you indirectly give a hidden command by marking out certain words for your patient’s unconscious mind (words such as “relax” for example).

The word would appear in normal conversation, such as

“*You can allow yourself to* ***RELAX****”* but you would mark the chosen word out in some way…

**You can do this through…**

* **Changes in volume:** such as saying certain words louder or quieter
* Small gaps in the sentence either side of the word.
* **Gestures:** even with their eyes closed the patient will still unconscious pick up on this.
* **Deletion:** missing out an obvious word so the person fills in the word for themselves and so making it stand out more.
* **Changing the direction of your voice:** for example speaking slightly to their side, and then when you say the chosen word saying it directly at them.

**Example:**

 *“And as you continue to breathe you continue to* ***RELAX*** *... and you find that you can* ***RELAX QUITE DEEPLY AND QUICKLY*** *... And because you* ***CHOOSE TO RELAX MORE DEEPLY*** *... so you* ***BECOME MORE AND MORE MENTALLY CALM*** *... and you* ***SEE THINGS IN THEIR TRUE PERSPECTIVE*** *... which means you* ***TAKE EVERYTHING IN YOUR STRIDE*** *... and quite naturally you find that you’re able to* ***COPE WITH ANYTHING*** *in your daily life ... And knowing that you can* ***COPE SO WELL WITH EVERYTHING AND EVERYONE*** *... so it follows that you* ***FEEL MORE CONFIDENT*** *... more confident at all times and all places ... more confident at home ... at work and play ... More confident in your studies ... and because you are so calm, relaxed and confident in your studies ... you find that you* ***ENJOY STUDYING*** *... And as you* ***NOTICE YOUR CONFIDENCE INCREASE*** *...* you **FEEL HAPPIER** ... and you***ENJOY A GREATER SENSE OF SECURITY*** *... And all of this means that you’re able to* ***SLEEP BETTER*** *... so that as soon as your head meets the pillow you* ***BEGIN TO DRIFT OFF INTO A WONDERFUL DEEP REFRESHING SLEEP*** *...”*

**Exit Hypnosis**

Refer to current **sounds and sensations**: e.g:

* Sensation of their breath
* Sensation of sitting on chair
* Sounds in the room and beyond
* Sound of my voice
* Temperature of the air
* Feet on the ground

And ALWAYS suggest that they **open their eyes** and come back to the room.

**Pulling It All Together**

**Induction**:

Starting where the client is (pacing) referring to their sensory experience in the room

Using Yes set

Talking on the outbreath

Talking in a calm, slow voice

Cycling through the three tables (using Adjunctive Suggestions; Nominalisations; Presuppositions)

**Deepening**:

Guiding the client to a favourite place of relaxation - being artfully vague (no polluting).

**Therapy:**

Giving suggestions - either directly or indirectly (using metaphors / stories)

Using embedded commands

Along the way ... Incorporate any sounds

**Exit Hypnosis:**

Bringing client out of hypnosis by again referring to their sensory experience of being in the room