

NLP Coaching Business Blueprint

Ericksonian Hypnotherapy Certification



By

Ashish Nagar NLP

NLP Transformation & Wellness Coach

Course Handouts

Ericksonian Hypnotherapy

- Hypnosis is a natural Phenomenon.
- Everyday events that demand focused attention are hypnotic.
- All of us enter a hypnotic state several times a day.
- Focused attention is the key to Hypnosis.

Brief History of Hypnosis

Brief History of Hypnosis

- Wong Tai, father of Chinese medicine, made first reference of hypnosis in 2600 BC.
- Franz Anton Mesmer (1794-1815), worked with 'Animal Magnetism'.
- James Braid (1795-1860) defined Hypnosis, he realised focus and suggestion could induce 'mesmerism' in people.

Brief History of Hypnosis

- James Braid developed the term Neurohypnology, later shortened to Neurypnology (the study of nervous sleep).
- Neuro Hypnotism was shortened to Hypnotism, as we know it today.
- “Rhythms, flickering lights, movement, dance, stillness, drugs, praying, chants, mantras, touch, stories, suggestions... all induce trance”

Brief History of Hypnosis

- James Edaile (1808-1859) performed hundreds of surgical procedures under 'mesmerism'.
- Emile Coue (1857-1926) developed the use of affirmations/autosuggestion for self-help.
- Effective auto-suggestion should be a full mind-body and spirit process, not just saying words.

Brief History of Hypnosis

- Hypnosis was the foundation of a wide range of psychotherapeutic approaches, like, Free Association, Dream Interpretation, Mental Rehearsal, etc.
- Medical model – if something is broken find out what, how and where so that you can fix it. This works well with illnesses and injuries but not so well with psychological problems.

Brief History of Hypnosis

- **Milton Erickson (1901-1980) – Father of modern Hypnotherapy and Psychotherapy.**
- **Observation & Utilisation are central to Erickson's approach.**
- **We all have unconscious resources that can be tapped to overcome our problems.**

Brief History of Hypnosis

- From observation Erickson noticed that interrupting people's patterns of behaviour induces confusion which often leaves people momentarily in a trance state.
- This trance state can be used and deepened.
- Every counsellor, motivational speaker, psychotherapist, life coach, leader, politician everybody does hypnosis knowingly or unknowingly.

Hypnosis **EMPOWERS**
people, it doesn't give
someone **POWER** over
someone else

Brief History of Hypnosis

- In Hypnosis, we don't control people, people control themselves.
- Small changes can make a big difference.
- A hypnotist gives choices to people by which they can go into their own trance, rather people going into trance the hypnotist's way.

Brief History of Hypnosis

Therapies Influenced by 'Ericksonian Hypnotherapy':

- Family Therapy
- Solution-focused Therapy
- Strategic Therapy
- Systemic Therapy
- Neuro-linguistic Programming

TRANCE & ATTENTION

Trance & Attention

- Hypnosis & Trance States involve narrowing of attention.
- Attention goes from Diffuse to Focused.
- The focus can be External or Internal.
- Many Psychological Problems are Trance States!

Trance & Attention

The Hypnotherapist goes into an external trance, focusing on the client or subject...

Allowing his attention to be focused completely on the client at that very moment of counselling.

Trance & Attention

- The Hypnosis can be done with internal or external focus.
- It involves guiding and narrowing of attention.
- Trance varies from internally focused as in Sleep; to externally focused as ion a state of Flow.
- Trance behaviours happen in daily life, they are just heightened in hypnosis.

Trance Behaviours

- Trance occurs when you focus attention.
- Guiding questions while probing induce trance.
- 'Vague words' i.e. words with no specific meanings leads to Trance by making people 'go inside' their minds.
- Relaxation helps to reduce pain, as does focus on something else.
- These signs of trance happen in daily as well as hypnotic trance too...

Trance Behaviours

- People go 'inside' their minds.
- Becoming very still and focused.
- Muscles relaxing and smoothing out.
- Rapid Blinking happens just before eye closing & entering internally focused trance.
- In hypnotic trance people have more control over themselves than in everyday trance.

Trance Behaviours

- There is Unconscious muscle movement triggered by thoughts and in response to environmental & social cues.
- Any behaviour that just happens is being in trance states.
- Memories are 'state-dependant' this can lead to spontaneous amnesia.
- The 'REM' state is the time you update patterns in brain.

INDUCING HYPNOSIS

INDUCING HYPNOSIS

- Lasting change happens in Trance.
- Pattern updation causes change and its possible only in Trance.
- Pattern interruption, shock, surprise, confusion all these can trigger trance response.

INDUCING HYPNOSIS

The PROCESS:

- Breathing becomes deeper & calmer
- Muscles relax
- REM Occurs
- Body becomes still as muscle activity reduces

INDUCING HYPNOSIS

The PROCESS:

- Inducing REM with swinging objects, tired eyes and naturally closing eyelids, staring on a fixed point
- Muscle relaxing with Muscle relaxation techniques
- Visualising with Guided Visualisation
- Muscle paralysis or immobility with stillness
- Deep breathing focusing on slowing & relaxed breathing

GUIDING ATTENTION

Guiding Attention

- Hypnosis is done by narrowing focus of attention.
- Guide clients attention towards healing & wellbeing.
- You don't have to use term 'Hypnosis' to do hypnosis.
- Narrow the client's focus of attention towards what is important to moving things forward.
- Hypnosis is the art of focusing attention in helpful directions.

Guiding Attention

- The analytical, critical part of the brain quietens down during hypnosis, & the 'pattern matching' part becomes more dominant.
- This part of brain is good at updating patterns, and noticing patterns in how you do & say things, and patterns within metaphors & stories you tell.

TRANCE INDICATORS

Trance Indicators

- Stillness / Reduced Movement
- Short Sentences
- Decreased excitation
- Economy of Movement
- Focused
- Reduced Swallow Reflex
- Slower Blinking
- Facial Symmetry
- Defocussed Eyes
- Fixed Gaze
- Decreased pulse rate
- Relaxed & Shallow Breathing
- Literalism

WHY USE HYPNOSIS?

Why use Hypnosis?

- When different forms of therapies were observed, when people got better they had naturally entered the REM state.
- Hypnosis used with other therapies enhances the effectiveness of those therapies.
- People are drifting in and out of trance all day, change only occurs when patterns are updated in the mind.
- Patterns update in Trance.

Why use Hypnosis?

- People update patterns with new information.
- Hypnosis gives people greater freewill & helps people change from within themselves.
- Focusing on finer detail deepens trance.
- Thinking differently with new things lays down new patterns which can become new instinctive responses.

Why use Hypnosis?

- With an understanding of Hypnosis you can help people to update the instinctive mind positively now, rather than wait for it to happen by chance.
- Hypnosis is how to help someone update patterns of behaviour.
- You can help change thinking, feelings, behaviour.
- Many problems are people's own attempted solutions.
- With Hypnosis you can help people make changes in their life quicker and more effectively.

Trance Depth

Trance Depth

- If you can let someone get absorbed in their internal world deeper, they will be in hypnosis.
- If you want people to go in a deeper trance, get them more absorbed in what is going on.
- Guide and narrow their attention on what they are thinking about in all sensory modalities.
- You enter a 'therapist's trance' the P2, position of empathy, joining realities with the client.

Trance Depth

- Communicating meaningfully vague language helps client build their inner experiences differently.
- State-dependant memories, learning and behaviour are easily forgotten when not focused on.
- Be clear to explain what hypnosis is and what client should expect from the hypnosis, if you are informing him that you might use hypnosis to help the client out.

Key Principles of Ericksonian Hypnotherapy

OBSERVATION

The First Pillar

Observation

- Observations can lead to successful answers.
- Those successful answers seem unusual to others where they can't see how you came to your conclusions.
- To improve your Observation skills, learn as much about people as possible.
- Observations aren't just about what you see in front of you, but also about knowing about people with similar backgrounds.
- Practice and develop skills about noticing patterns, rather than just listening to the content of the problem.

Observation

- Practice:
- Read the last page of a story and try to observe how the story reached this end. Then the previous page and check how much were you accurate about what would have happened before this happened.
- Read the first page of a story and try to guess the consequence, then read next page and check your presupposition about the progress of story.
- These practices will teach you how to detect patterns.

Observation

- No fixed Script will match every client, people are unique individuals and must be treated as individuals.
- The better your observation skills the more effective you will be in tailoring your approach for individual clients.

Visualization

The Second Pillar

Visualization

- Utilization is the art of using the information that is being gained during therapy.
- Utilization directs strengths, skills and limitations towards helping clients to overcome their problems.
- Utilize the patterns that exist in everyone.
- Treat people as 'holistic beings', as being more than the sums of their parts.

Visualization

- You have to learn to utilize more than just those things you see in front of you, Always use your observations to notice that patterns are definitely there before you, then utilize your observations.
- Observation and Utilization should be about 'feedback between the client and therapist'.

USING CLIENT FEEDBACK

Using Client Feedback

- There is no RESISTANCE, you only have Interaction and Feedback.
- Utilize FEEDBACK.
- The most flexible person in a situation is likely to be the most successful person.
- When you don't get the response you want, go with the flow and use the response you get.
- When you Utilize the Observation, observe the response to your Utilization and use this Observation to guide your next move.

Using Client Feedback

- There is no such thing as failure, only feedback.
- If you are willing to be flexible and assume that any response that occurs, can be utilized you will be successful.
- Work with where people are, rather than trying to make people be where you are.

Using Client Feedback

- Practice:
- Practice hypnotising someone using observation & utilization.
- Ask questions and use the answers to guide your responses.
- A Therapist tries to connect all the information that is provided by the client and collected by the therapist's observation and utilization.

GOAL SETTING

The Third Pillar

The Goal Setting

- Setting a Goal or an outcome gives a direction to hypnosis.
- You can utilize clients' problems.
- Re-frame the problem and help client think differently.
- It is easier to get someone do something they already do, rather than to get someone to do something new.
- Respond to what you see, what you know, what the client says...
- Link client responses to what you are trying to achieve using words like 'that's right' to emphasize they are doing something correct towards outcome.

The Goal Setting

- You can do therapy without knowing about the problem, and just responding to observations and utilizing when you notice transitions.
- 'Content free' therapy can be highly respectful to clients because they don't have to tell you about their problem.
- Hypnotherapy done by using observation & utilization can be empowering to clients because they feel they are doing things correct.
- Hypnotherapy should be done with a goal for giving clarity, options and break patterns with with observation and utilising client feedback.

INDUCTION

Inductions

- Recreate Dream like (REM) state or to the re-orientation response.
- Use relaxation, guided imagery, helping someone focus internally.
- Interrupt habitual patterns of behaviours.
- Use confusion, shock or surprise.

Inductions

Types of Induction:

- Conversational (Overt & Covert)
- Pattern Interrupt
- Embedded Meaning or Metaphorical
- Confusion
- Directive

Inductions

Conversational Hypnosis:

- Doing Hypnosis without calling it Hypnosis.
- Talk about hypnosis as doing mental rehearsal.
- People use hypnosis on themselves all the time.
- Worrying is negative mental rehearsal or self-hypnosis.
- Conversational Hypnosis can help people who are anxious or nervous.

Inductions

Pattern Interrupt Inductions

- You are interrupting patterns that are prevailing, leaving people inert.
- When the client starts searching for new pattern, 'trance' is induced.
- Interrupt Natural Trance – behaviours on auto-pilot.
- Create situations that will give you a pattern, that you can interrupt.

Inductions

Embedded Meaning or Metaphorical:

- Use of story or alternative meaning.

Directive Inductions:

- Giving directions telling people that you want them to do and to experience.

Confusion Inductions:

- Use of confusion in getting more information.
- Using reverse body movements to cause confusion.

Inductions

Naturalistic Induction:

- Naturalistic is also conversational, about everyday trance states.
- Use sensory specific language.
- Find out what people do to relax, or focus, and have them talk about that... use feedback to guide their attention around the experience they are talking about.

HYPNOTIC LANGUAGE

Hypnotic Language

How to guide Someone's Thinking:

- Focus client's attention in what the client is interested in.
- Thinking about Problem might induce trance for client.
- Use activities of interest, reading, writing, trance, anything.
- Recalling a memory can induce trance.
- Deepen trance by asking for details.
- Use day to day examples of what you are trying to elicit or achieve.
- Be congruent to what you are saying & behaving.

Hypnotic Language

Making the Client Always Correct:

- Utilise everything – nothing is failure.
- Ask for metaphorical explanation.
- Use re-framing.
- The response you get is the meaning of the communication.

Hypnotic Rhythm:

- Get client in agreement.
- Pace & Lead Client's breathing and pace questions accordingly.
- Remember to be future-oriented and positive.

Hypnotic Language

- Use Universal Truths – truisms.
- Cause & Effects
- Linking Suggestions – Link one thing to another, fit with the flow, be acceptable & respectful, goal oriented, link point to point.
- Presuppositions – presuppose cause & effect, presuppose positive and beneficial expectations, act 'As if', link success or completion of tasks with future events.

Hypnotic Language

- **Vague Language** – being non-specific, contextual meaning, let client find it's own meaning, words with multiple meanings.
- **Binds** – two or more choices both with the same outcome, Binds are conscious, double binds are answered unconsciously.
- **Commands & Suggestions** – must be contextual, convert commands or suggestions in embedded form, in a conversation or stories, last longer in mind, client feels he/she has the control.

THERAPEUTIC MODEL

RIGAAR MODEL

- R – Rapport
- I – Information Gathering
- G – Goal Setting
- A – Accessing Resources
- A – Agreeing A Strategy
- R - Rehearsal