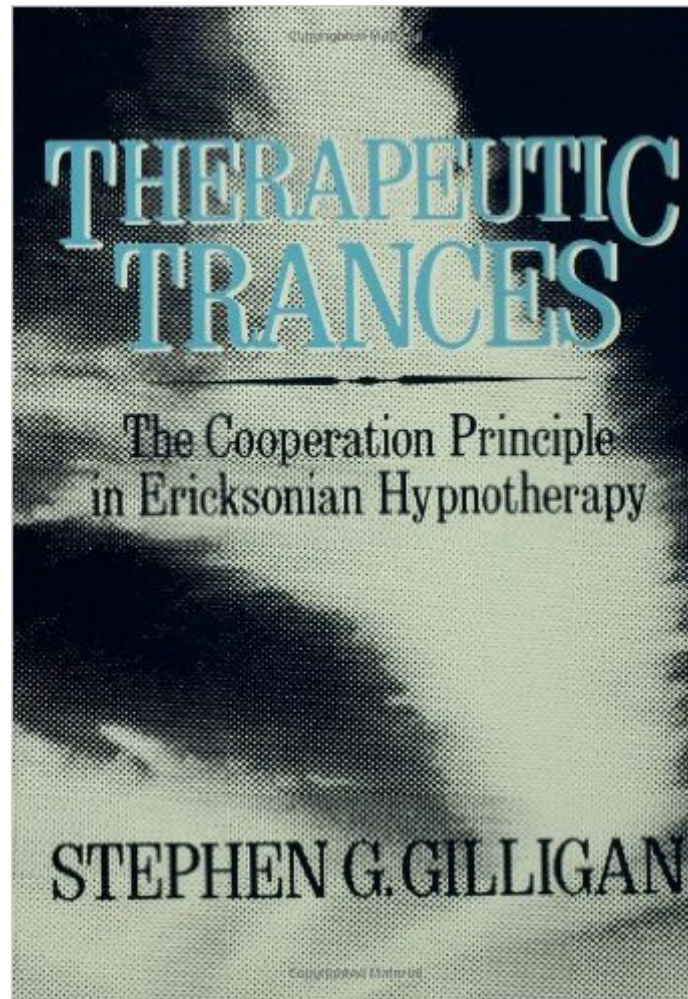


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# Therapeutic Trances: The Co-Operation Principle In Ericksonian Hypnotherapy



## Synopsis

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## Book Information

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## Customer Reviews

Forget the classic forms of hypnosis. Deeper, deeper, deeper will only work with about half of your clients. This book talks about the importance of creating a relationship and how the hypnotist should first hypnotize himself/herself before the client can go into trance. Excellent, excellent work. A leader in the field. I highly suggest *The Courage to Love* by the same author.

There is little to fault and much to recommend in this fantastic resource book on Ericksonian Hypnosis. Gilligan is an acknowledged master of the art, and his depth of knowledge about it is made abundantly available to the reader. Far from being too technical, this is a very readable book, and the level and extent of detail given is highly rewarding to the student and professional interested in hypnosis. Giving this book a 10 is only fair if all you're looking for is a light read on hypnosis. If you want the best on hypnosis, the dirt, the real McCoy, then GET THIS BOOK. You'll be glad you did

The focus of this book is The Cooperation Principle in Ericksonian Hypnotherapy. Gilligan first points out the differences between authoritarian method of using hypnosis, which was common before Erickson entered the picture and the permissive method, indirect hypnosis used by Erickson. The

focus of the book is on what distinguishes Ericksonian hypnosis from traditional hypnosis, namely UTILIZATION of whatever state the client is in to help to liberate the client from the limitation that is at the core of the problem. Instead of forcing the client to fit the hypnotist's modus operandi, the therapist becomes flexible and shapes his approach according to the personality, background, understanding, preferences of the client - thus the therapist co-operates with the client, working together with the client toward facilitating the solution. The main purpose of the hypnotherapist is to help the client to access his inner resources. Erickson had great faith into the resourcefulness of the client's unconscious mind, and rather than insisting on any particular method, used his skills to help the client draw the resources from within. This principle was later popularized through one of the NLP presuppositions which states that "everyone has all the resources he may need to reach the desired outcome". These resources may not be obvious to one's conscious mind, but they are there - within the individual's unconscious. The reason that the traditional hypnosis sometimes worked and sometimes didn't is because hypnotists learned one method, one script and then used it indiscriminately on everyone. This unfortunately is still the case with the common hypnosis training which is based entirely upon the methods used in traditional hypnosis. Traditional hypnotist may run into a lot of client resistance, because he is attempting to force one method upon everyone. Ericksonian hypnotist will utilize the resistance to guide the person into a trance - thus Ericksonian hypnotist cooperates with whatever the client presents and uses that very same thing to help the client. Utilization also implies using the client's model of the world. If the client's model of the world is limited to the point that it is causing the client to experience the problem, the hypnotist will enter that model of the world and use it, to help the client out. In order for a hypnotist to be able to do this successfully, he may have to be very flexible and at least temporarily accept the client's model of the world, rather than forcing his own world-view upon the client. By meeting with the client in client's model of the world, the hypnotist establishes rapport with the client. Rapport is the most crucial aspect of hypnosis - without it hypnotist won't get anywhere. Learning Ericksonian hypnosis will sky-rocket the success-rate of any hypnotist's practice.

If you are interested in Ericksonian Hypnosis, you have to read the work of Stephen Gilligan. If you haven't heard of him, I'd be surprised. Stephen's reputation travels even more than he does. Amongst NLP scholars he is known as Milton Erickson's "best" student, the person that went farthest in deep trance identification with Milton. He really started modeling Erickson at the point that NLP left off. I first heard of him in 1993 but only met him in 1997 at the modeling and epistemology class at NLP University in Santa Cruz. His current work is still very compatible with what you'll read

in this book. He maintains a private practice in San Diego and is an internationally known trainer. This book explains the therapeutic use of trance states. It synthesizes the approaches of Erickson, Bandler & Grinder and Bateson and brings a new perspective that goes even further. In short the basic idea to "cooperate": a therapist explores how his client constructs his reality, and then helps to construct new experiential realities, which expand the client's map, with respect for the customer's unconscious thinking. In other words, the therapist helps the client transform a problem into a solution. Given we consider Stephen as one of our examples, we asked him to write the foreword of our book "7 Steps to Emotional Intelligence" and we were glad that he accepted. Patrick E. Merlevede, M.Sc. -- co-author of "7 Steps to Emotional Intelligence"

If you want to learn about Ericksonian hypnosis this is a must have. It covers major important skills that a hypnotherapist should have. Most books out there just give you techniques after techniques but this one does more, sharing the inside states, attitudes, beliefs a therapist should have. People just don't understand that it's not knowing the techniques that makes a great therapist but it's more of the characteristic and personality of the therapist that makes the techniques work. The same applies with all fields of interactional service. You will learn about flexibility and treat each client anew based on their needs and to be in the moment with the client and not recite scripted inductions like most schools teach you. This book is sure worth getting if you are seriously into hypnotherapy. It covers so much more important areas for a hypnotherapist that isn't emphasized in most schools. You'll learn more about being a hypnotherapist from this book than from any other book. Another cool thing about this book is that Stephen is a great writer who is clear, concise and organized, not fluffy. I've gotten books from great hypnotherapists but was very disappointed because they couldn't write. Stephen isn't one of them. You can tell he cares about people learning about hypnosis and he doesn't hold back like most people.

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