

**Brief Therapy:
Lessons from Hypnosis**



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Your host for this part of the
presentation:

(An **EVOCATIVE** depiction of my implicit
character)



Andreas Steiner
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Organizer Appreciation

Faculty Appreciation

Audience Appreciation

Thanks to the Attendees



**Cell Phones off
or on Silent,
please.**





Please...

No private audio or video recording.

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Experiential Moment

Two Sopranos
Excellence Improved

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Rossini's The Barber of Seville
Cantata (Aria)

Soprano I





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Rossini's The Barber of Seville
Cantata (Aria)

Soprano II





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My Presentation

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Density Exercise

Work with a neighbor

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Connection Exercise I & II

In pairs

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Connection Exercise

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

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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?

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Connection Exercise II

Keep the same roles.
Do not change roles



Connection Exercise II

1. 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. Smile and attune
2. 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.
3. End by silently make a gesture of appreciation.
4. How specifically did that procedure increase the impact? What procedures caused the most effect?



Discussion



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Purpose

- My primary purpose is to add more multi-dimensional depth to therapy and the change process
- A secondary purpose is to tell you about Milton Erickson, and the Milton Erickson Foundation and its resources



What is the Best Way to Understand One's Field?

Answer: In the context of another.



Bridging from other disciplines as a way to understand Erickson

- Bateson and Mead: Anthropology
- Haley: Communications
- Watzlawick: Constructivism
- Rossi: Neurobiology
- Bandler and Grinder: Linguistics
- Zeig: Art



Understanding Erickson

Using tools from other disciplines.



Standing on the Shoulders of Mentors

Who made therapy into an unusual conversation



Sigmund Freud, M.D.



"Everywhere I go, the port has already been there before me."

Freud can be credited as the first experiential therapist. He made therapy into a completely unusual conversation.



Milton H. Erickson, M.D. (1901-1980)



Erickson was the quintessential, most radical experiential therapist.



Hypnosis is the "mother" of all therapies

And there is often rejection of the mother.



Hypnosis is the "mother" of all therapies

But, what can we learn from our "mother?"



Opening Thesis

"Clients want to change their "state," or they want others to change theirs.



"States"

- ✓ Emotions
- ✓ Moods
- ✓ "States"



"States"

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



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



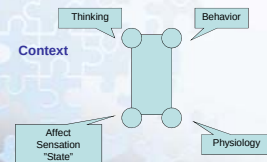
Hypnosis as a "State."

Some components

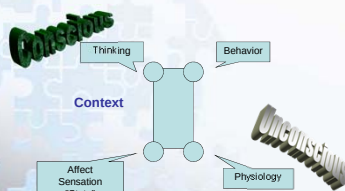
The Goals of Trance Induction

The Phenomenology of Hypnosis

Imagine this Diagram is a Car
How to create influence:



Imagine this Diagram is a Car:



Thesis

- Problems ("states") are located in sub cortical regions of the brain—I think.
- Solutions should address sub cortical regions of the brain— I am sure.
- Animals communicate experientially
- So do movie makers, poets, novelists, artists, and so forth.

My Background

To provide an orientation from which to understand my perspectives.

My Background

In Hypnosis and Psychotherapy

Psychotherapy

I have advanced training in:

- Transactional Analysis
- Gestalt
- Family Therapy

I integrate approaches from diverse approaches including psychodynamic and cognitive behavioral methods.

I consider myself an experiential, integrative psychotherapist.

Hypnosis

- I started studying hypnosis in 1971, including learning traditional methods.
- I studied intermittently with Milton Erickson from 1973 until he died in 1980.
- Studying hypnosis changed my orientation to therapy. It has made me experiential rather than didactic or psychoeducational.

My Work at the Milton Erickson Foundation.

- I am the Founder and Director of the Foundation.
- The Foundation organizes Conferences, houses an archive, has a Press.

I will return to this shortly...



Salvador Dali



Representative Case

"Dirty Gertie"



Therapeutic Phenomenology

- Don't be intimidated by the situation.
- You have resources to change your preconception and cope adequately.
- You can use unusual communication.
- You can use the techniques that I have been teaching you, e.g., embedded commands.
- You can access humor in self and others.
- I have memories that could come alive, and that I use.



Basic Principles of an Ericksonian Approach



Basic Principles

1. Utilization
2. Individualized treatment
3. Orienting toward
4. Precision: Communicate for effect
5. Experiential treatment: Using drama
6. Positive expectation
7. Resource elicitation — Strength takes precedence over pathology



Basic Principles (cont.)

8. Atheoretical
9. Gift-wrapping
10. Goal orientation
11. Guiding Associations
12. Responsiveness



Psychological Experiment

Two photos of the same woman:
Which is more attractive?





My Work at the Milton Erickson Foundation.

- I am the Founder and Director of the Foundation.
- The Foundation organizes Conferences and training programs; houses an archive; and has a Press.



An Introduction to Milton H. Erickson, M.D.

The man and his work

Milton H. Erickson, M.D.

The Man

Erickson's parents and older siblings

Bout with Polio

Erickson's Three Professional Careers

- Researcher (From 1920s to late 1940s)
- Clinician (from 1947 to 1970 when he retired)
- Teacher (From 1973 to 1980): The Teaching Seminar Years.

Traveling and Teaching

Traveling and Teaching

The Teaching Seminars



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Milton Erickson

Respected Intellectual Figure

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Margret Mead and Mrs. Erickson at the Erickson Home.



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Erickson and Bateson, 1978

In Erickson's
living room.



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Erickson's Intellectual Heirs

- Jay Haley
- Watzlawick, Weakland and Fisch.
- Rossi
- Bandler and Grinder
- Gilligan, Lankton, Yapko, O'Hanlon, etc

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With Jeff Zeig, circa 1975



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Milton H. Erickson, M.D.

His Work

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Revolutions in Therapy

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Revolutions in Therapy

Commencing in 1885

- Psychoanalysis and Psychodynamic Approaches: Freud and his followers

Post World War II

- Behavioral Therapy: Wolpe
- Humanistic Therapy: Rogers, and Perls.
- Systemic Approaches: Bowen, Satir, Whitaker, Haley, and Minuchin.
- Cognitive-Behavioral Therapy: Beck and Ellis.
- Experiential Approach: Erickson

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The Evolution of Therapy

- Freud's emphasis on understanding "Why," which helped him develop a theory of personality.
- Intervention, which came second to developing theory, was based in illuminating the transference. It is based in a traditional (psychodynamic) lens, which presupposes that the problem is something other than its presentation, and that insight (into the transference) is the "royal road" to change.



Hypnosis

An Phenomenological
Ericksonian "Lens"
An Experiential Approach



Ericksonian Hypnosis

- An Orientation to Phenomenology and Heuristics
- Hypnosis is a strategic approach to change.
- Practicing hypnosis changes ones orientation to psychotherapy.



Hypotheses that Underlie Contemporary Therapy

1. Patients come to therapy because they want a change in "state," either that of themselves or that of others.
2. Hypnosis is a way of changing "states."
3. Hypnotic (heuristic) principles of changing states can be applied without the necessity of a formal induction to facilitate change.
4. To modify states by using heuristics we must first map the phenomenology of the problem and the solution. Additionally, it is best if the therapist can flexibly assume different "states."



Heuristics and Algorithms

- Algorithms can be used when there are concrete steps that lead to a finite solution.
 - Heuristics must be used when steps and solutions are ambiguous.
- Mathematics is learned by a series of algorithms.
- Learning to love (or be happy) is a heuristic process.



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.
- ❖ Hypnotic induction consists primarily of 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



Induction is about Expressive Impact
Art is about Expressive Impact

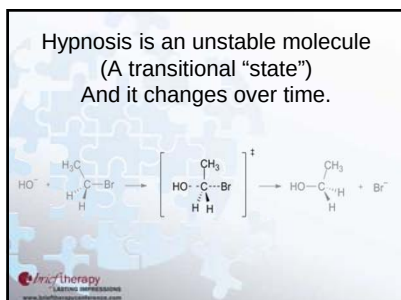
Take for example, Joan Miro



Mutation and Metamorphosis

Joan Miro and Jan Steen





Deconstructing and Reconstructing
Hypnosis, Therapy and the
Therapist

Important considerations:

- Hypnosis is about altering phenomenology
- Therapy is about altering phenomenology, in the structure of both the problem and the solution.
- BEING the best therapist requires altering phenomenology

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Phenomenology

- "What is phenomenology? It's the bold project to eschew conceptualization of 'the real' for description of whatever presents itself as real in our deepest experience. It is, in other words, the discipline that makes the implicit meanings of lived experience explicit..."

Christopher M. Aanstoos, Ph.D

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A "non-induction"

Do not go into trance.

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A "non-induction"

Do not go into trance.

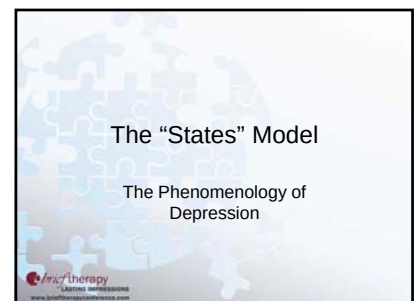
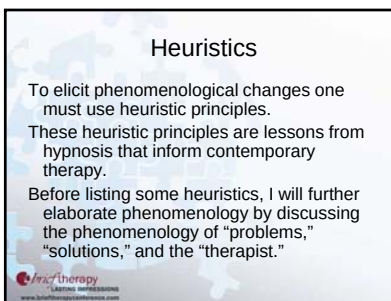
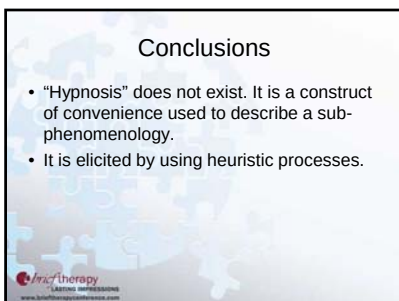
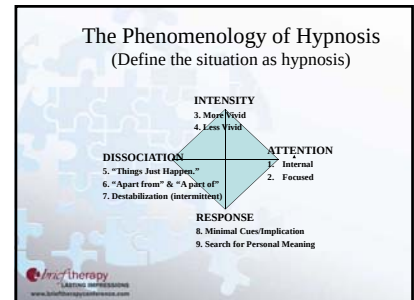
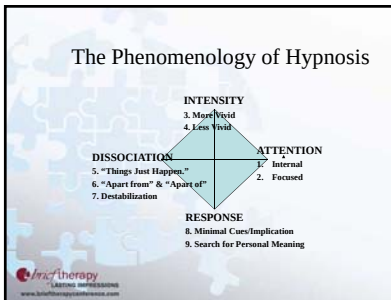
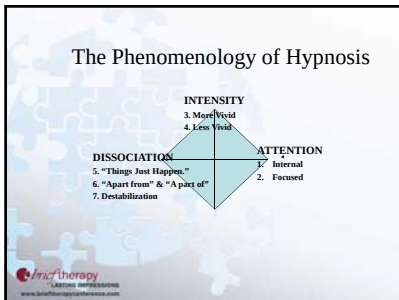
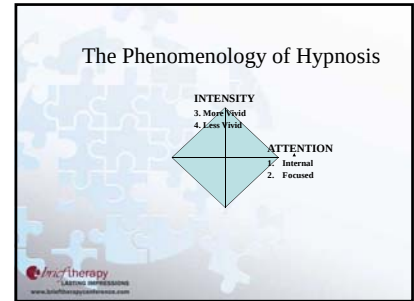
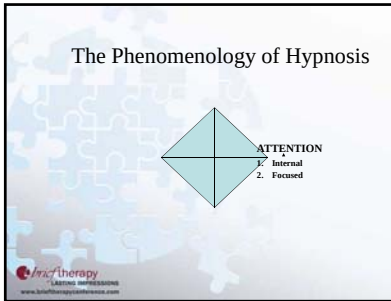
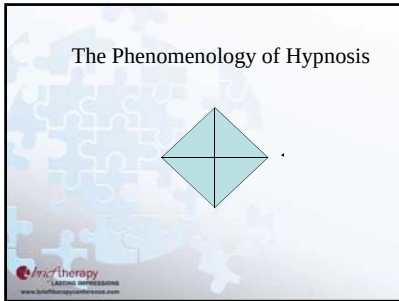
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A "non-induction"

"Do not go into trance."

- I was not giving information or advice: I was NOT a teacher.
- I was working to influence mood and perspective. I was a Poet, using non-linear communication.

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Depression

- Internal
- In the past
- Inactive
- Negative
- Hopeless – no goals
- Intropunitive
- Withdrawn socially
- Tactile
- Vision limited
- Judgmental
- Negate/discount accomplishments
- Absorb social energy
- "If only ..." vocabulary
- Physiologically deadened
- "I am not okay" existentially
- Victim

Conclusion

- "Depression" does not exist. It is a construct of convenience used to describe a sub-phenomenology.
- It is maintained by using heuristic processes.

The "States" Model

Phenomenology of the solution

Depression

- Internal
- In the past
- Inactive
- Negative
- Hopeless – no goals
- Intropunitive
- Withdrawn socially
- Tactile
- Vision limited

Happiness

- External
- Present
- Active
- Positive
- Hope – directed
- (Balanced)
- Engaged
- Visual
- Scope and depth

Depression

- Judgmental
- Negate/discount accomplishments
- Absorb social energy
- "If only ..." vocabulary
- Physiologically deadened
- "I am not okay" existentially
- Victim

Happiness (cont.)

- Open
- Acknowledge accomplishments
- Emit Social Energy
- "Yea and ..." vocabulary
- Arousal
- "We are okay" existentially
- Victor

Conclusion

- "Happiness" does not exist. It is a construct of convenience used to describe a sub-phenomenology.
- It is elicited by using heuristic processes.

The "States" Model

Phenomenology of the therapist

Traditional Therapist

- Empathic
- Attentive
- Accepting
- Quiet
- Educational
- Inquisitive
- Placid
- Warm
- Present
- "Vanilla"

Traditional Hypnotist

- Directed
- Commanding
- Powerful
- Active
- Suggestive
- Imperative
- Dynamic
- Calculating
- Future
- "Colorful"

Ericksonian Therapist

- Experiential
- Dramatic
- Active
- "Tour guide" – in charge
- Flexible
- Metaphoric – "oriented-towards"
- Utilizing
- Expectant
- Systemic
- Gift-wrapping

Conclusion

- “Therapists” do not exist. At least they should not exist. They are a construct of convenience used to describe a sub-phenomenology.
- By using heuristic processes flexibly in a way that is individualized to the patient, they can stimulate generative change.

A Phenomenological View

Depression • Internal • In the past • Inactive • Etc.	Happiness • External • Present • Active • Etc.
Hypnosis • Attention • Intensity • Dissociation • Response	Therapist • Experiential • Dramatic • Flexible • Etc.



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Important Learnings from Hypnotic Induction: Heuristics

1. You can alter “states” and phenomenology.
2. Utilization
3. Be experiential: Create experiences to catalyze change.
4. Orient towards, elicit do not induce.
5. Use multiple level communication.
6. Create a process. (SIFT—Set-up, Intervene, Follow Through).
7. Destabilize habitual sets.
8. Gift-wrap goals.
9. Speak the patient’s emotional language. Tailor. Focus through the patient’s lens. Use the patient’s metaphor.
10. Individualize; no set scripts

Important Learnings from Hypnotic Induction: Heuristics

11. Build responsiveness
12. Precision in communication.
13. Raise the tension; guide the tension.
14. Do the opposite of the prevailing norm. Be paradoxical.
15. Access motivation.
16. Use expectations.
17. Small changes snowball.
18. Use ambiguity.

Important Learnings from Hypnotic Induction: Heuristics

19. You can be strategic, have a goal in mind, be outcome-oriented.
20. Promote systemic change.
21. Use drama.
22. Communication can be ambiguous.
23. Elicit possibilities.
24. Change perception.
25. Establish a context for change.
26. Trance is a systemic phenomena.
27. Talk to the physiology.
28. Build on the positive.
29. Reframe