

**ALTERING MINDSETS IN  
ADDITION TO ALTERING  
STATES OF CONSCIOUSNESS**

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**DEMONSTRATION**

This demonstration requires a volunteer who typically does not respond to hypnotic induction



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**DEMO DEBRIEF**

Objective  
Direct suggestions  
Indirection suggestions & implications  
Obstacles to progress



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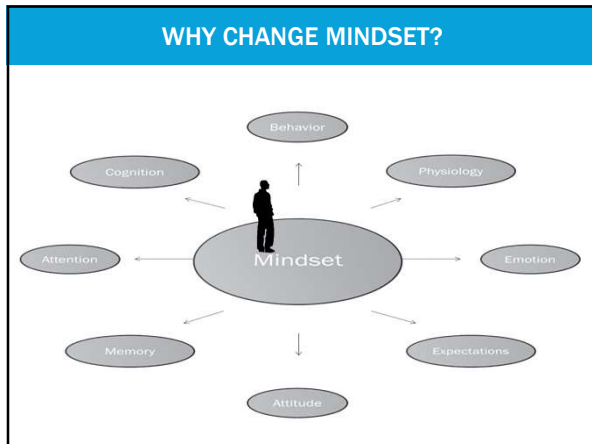
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“A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.”

— Winston S. Churchill



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### Optimistic Mindset

A psychological set that includes positive interpretation of events, feelings of hope, perception of choices & options, physical energy & stamina

**Benefits of Optimism**

- More likely to initiate problem solving
- Longer duration of problem solving, less likely to quit or become helpless when faced with failure or punishment
- Inquisitive, seeking useful information
- Increased willingness to accept responsibility for outcomes
- Greater enjoyment of problem solving
- Can solve more complex dilemmas (benefits of positive mood)
- Less likely to succumb to disease



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## Strategies to Promote Optimism

- **Self-Agency:** evidence of a capacity to influence external events in accord with internal needs and desires, *"I can solve my problems."*
- **Reorientation:** a positive change in perceptual context creating new attitudes, emotions, or expectations, *"I did not realize this before."*
- **Encouragement:** providing outside validation and affirmation of the client's strengths and resources, *"Other people believe in me!"*
- **Utilization:** repurposing available resources & modifying short-term goals for the sake of a greater long-term goal, *"Turning lemons into lemonade."*

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## Suggesting the Optimistic Mindset:

- Self-Agency
  - "What do you want to do about this problem?"
  - "You have the right to resolve this problem in your own way."
- Reorientation
  - "How might this problem be needed?"
  - "This problem has probably taught you some valuable lessons."
- Utilization
  - "Can you use any part of the problem for a solution?"
  - "Think about your strengths and how to use them for this problem."
  - "How can you use the mistake to your advantage or someone else's?"
- Encouragement
  - "Yes! Keep up the hard work!"
  - "You have already done the most difficult part."
  - "You have a right to the things you have asked for."




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## ISOLATED SKILLS: OPTIMISM

Break into groups of 4

Create as many "one-liners" as you can—questions or statements designed to elicit optimism, imagine what you might say to someone, deep in trance

**Reorientation:** you have an opportunity

**Encouragement:** you can do this

**Self-agency:** you have personal power

**Utilization:** you have what you need




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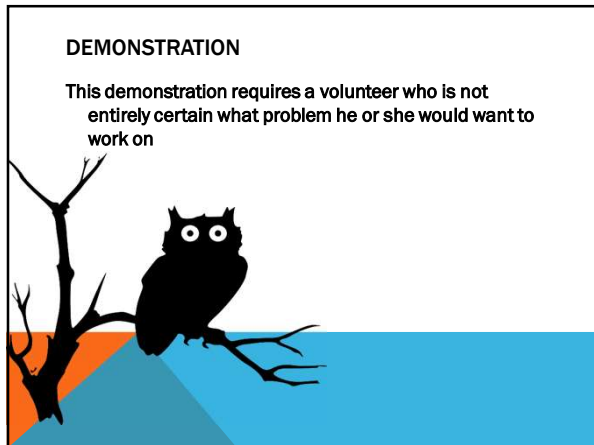
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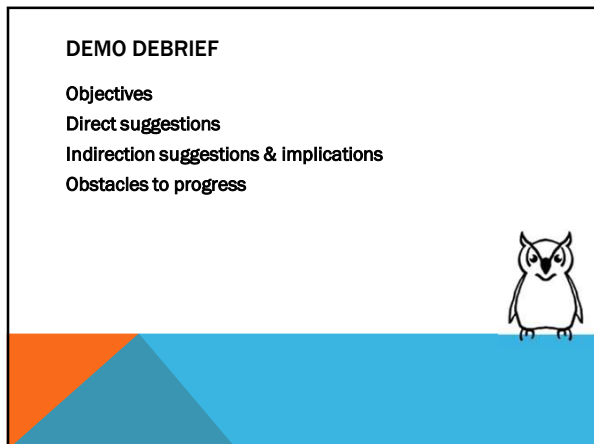
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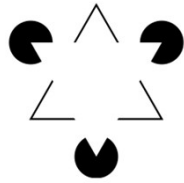
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“The years teach much which  
the days never know.”

— Ralph Waldo Emerson

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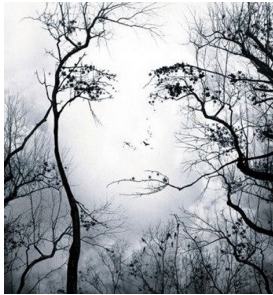
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### Intuitive Mindset

A set of automatic responses gathered from a lifetime of learning, “What experience has taught me.”

#### Benefits of Intuition

- Ability to detect patterns hidden within great amounts of information
- Can achieve comprehension with minimal evidence
- Produces fast, automatic judgments (friend vs foe)
- Can monitor progress toward multiple goals
- Review a lifetime of learning, too vast to consciously inventory



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### Strategies to Promote Intuition

- **Substitution:** Adding knowledge that has been acquired in different contexts (more familiar setting, simpler terms)
- **Estimation:** Summoning latent knowledge using approximation (guessing, deferred learning)
- **Embodiment:** Extracting intellectually meaningful signals produced by neural regions throughout the body (inner voice, urge to move, gut feeling)
- **Big Picture Perspective:** Creating a larger frame from which to make sense of events



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## Suggesting the Intuitive Mindset

- Substitution
  - “What if you were having this problem at work? How would you solve it there?”
  - “Think of a simpler problem. How would you solve it?”
- Estimation
  - “Have you seen this before? What do you think will happen next?”
  - “What has experience taught you about this type of problem?”
- Embodiment
  - “Which decision ‘feels’ right?” Or “What does not ‘feel’ right?”
  - “Listen to the little voice, in the back of your head.”
- Big Picture Perspective
  - “When did this all begin? What else was happening in your life at that time?”
  - “What makes this problem different from others?”




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Find: Big Picture Perspective & Embodiment  
Add: Substitution & Estimation



A woman with ulcerated fingers & one amputation, from lack of circulation, came to Erickson in tremendous pain. For 10 years she had been unable to sleep more than 1-2 hours. Soon, more fingers would be amputated. Erickson confessed he did not know much about treating her disease but if there was anything that could be done, her body learning would take care of it. She was told to spend the day sorting through her lifetime of experiential learnings, at an unconscious level. Before going to bed, she went into a deep trance to review, consolidate and put her learning into action. After that, she called Erickson frightened, she was shaking all over, her teeth chattered, and she felt the same coldness she had when she was a little girl playing in the snow. This was soon replaced by burning all over her body, which left her feeling fatigued. Erickson congratulated and thanked her for teaching him how to handle this kind of problem. That night, she slept pain free for 8 hours.

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### ISOLATED SKILLS: INTUITION

Gather into pairs

**Instant knowing:** You are to conduct a hypnotic induction using a method you have never done before, no advance planning, do what comes to you when you look into the partner's eyes

Do an imagery exercise, the theme is discovery, something entirely unique, using places and things you have never before suggested (10 min)

Awaken, debrief, partner will share what parts of the experience were most meaningful (switch)




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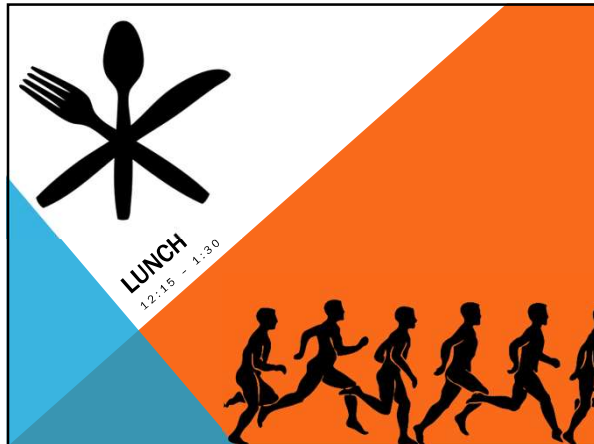
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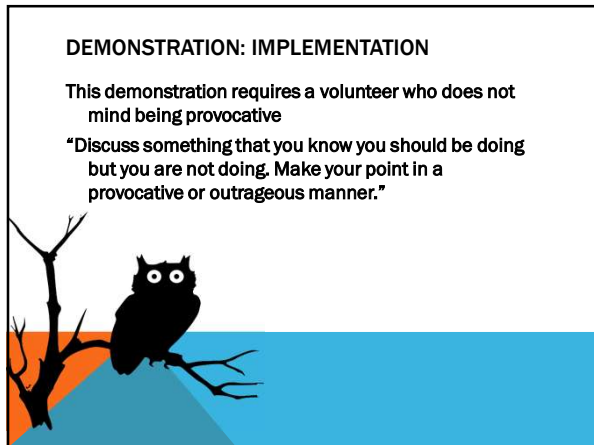
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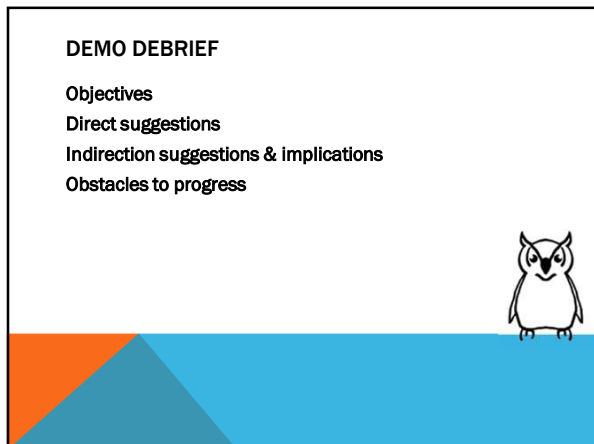
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“You must get the patient to act, in accord with his values and priorities.”

— Milton Erickson

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### Implemental Mindset

Building determination, perseverance, and tenacity to overcome the sedating effects of familiarity or the strain of adversity

#### Benefits of Implemental Mindset

- Increases probability of goal attainment by focusing energy on a single task
- More efficient use of resources
- Greater decisiveness and determination
- Increased commitment and stronger motivation to solve the problem
- Greater satisfaction with choices



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### Strategies to Promote Implementation

- **Problem Framing:** Identifying objects or events targeted for change (naming it, problem definition, measurement)
- **Goal Setting:** Envisioning an unrealized opportunity, “Deciding where you want to end up.” (being specific, aim-line, congruence, thinking long-term)
- **Commitment:** Establishing terms and conditions for maintaining problem-solving expenditures (virtual boundaries, variety of means, provoking to action)

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### Suggesting the Implemental Mindset

- Problem Framing
  - “Name your problem.”
  - “State the problem using only 1 or 2 sentences.”
  - “What makes this a problem?”
- Goal Setting
  - “What changes do you want to see occur?”
  - “If you obtain this goal, what will be lost?”
  - “Which goals are standing in the way of progress?”
- Commitment
  - “What are you willing to do about your problem?”
  - “Do you have a backup plan?”
  - “Why not give up?”




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Find: Goal Setting & Commitment  
Add: Problem Framing

### Milton Erickson



A man was having trouble asserting himself with others. Erickson argued that by the end of therapy, he could only expect a 50% success. Erickson, “You can expect to fail at least 50-55% of the time.” The man argued, “If it is that close, then the odds ought to be a little bit in my favor.” Erickson was willing to loose that argument, so he shifted to only 45% failure. The man took an aggressive stance, arguing that he could do better.




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### ISOLATED SKILLS: IMPLEMENTATION

The second exercise will be a fast moving version of improvisational comedy and drama as one person's provocation is addressed by a single statement designed to change mindsets.




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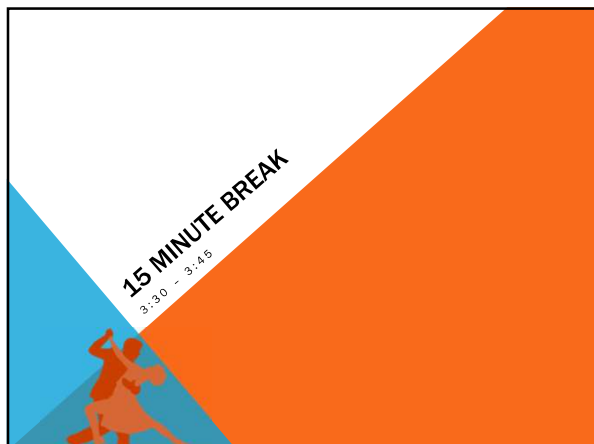
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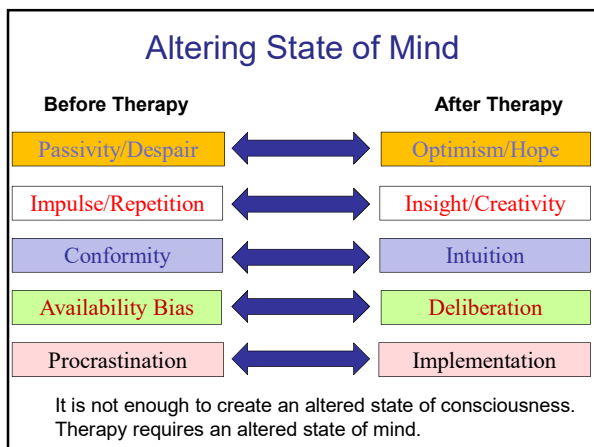
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**THE PRIMARY THERAPEUTIC MESSAGE(S)**

**Hope: "You can"**  
**Insight: "Invent new possibilities"**  
**Intuition: "You already know"**  
**Deliberation: "You should"**  
**Implementation: "You will"**



Start with a diagnostic question, "What does this person need in order to start solving problems?" Then implement a strategy of suggestion which the client is likely to respond to

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*"She is going to be listening with both her conscious mind and her unconscious mind. You just remain aware of that fact."*

— Milton Erickson, 1957



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**CONSCIOUS RESOURCES**

- Probability & math
- Precise, rule governed language
- Short-term goals
- Abstract reason
- The experience of choice

**THE EVOLUTION OF AWARENESS**  
*Recursivity in Dual Systems*

**UNCONSCIOUS RESOURCES**

- Speculation & estimates
- Metaphor, innuendo, puns
- Long-term goals
- Fast, efficient thought
- The experience of spontaneity

**Dual Processing:** It is a mistake to perceive dual systems as mutually exclusive. They are interdependent and coexistent. Do not assume you are working with either the conscious mind or the unconscious. Both are almost always involved.

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**"We think it is a problem if we do not have all the answers. But it is the opportunity for exploration & discovery that makes us feel alive."**



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"I DON'T HAVE TO KNOW WHAT YOUR PROBLEM IS FOR YOU TO CORRECT IT."  
 — MILTON ERICKSON, 1979




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Problem solving is a process that involves the intentional activation of various mental resources, which in turn leads to mental & physical growth



The more you problem solve, the more capable you become at problem solving

POWER TO THE PEOPLE

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**Perpetuity:** Happiness and wellbeing are bi-products of an ongoing process of successful problem-solving. "Problem-solving is like breathing, you do not want it to stop"

**Efficacy:** The better the problem-solving skills, the healthier the individual, more likely to thrive & seek opportunity

**Transformation:** Therapy is transformational only if new ability is acquired that has relevance for the future. The presenting problem is used as a vehicle for conveying greater problem-solving skill (Restorative care is not bad, it just ignores opportunity)



**Problem Solving**  
 3 Axioms of Problem Solving Therapy

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### IT'S OKAY TO FORGET MOST OF TODAY'S LECTURE

**French Therapist**, "I read your book. It clearly had an impact on how I do therapy. But I have forgotten most of what I read."

**Dan**, "That is because the book was designed to activate unconscious resources."



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### SUMMARY WRAP UP

What was the best part of today's experience? Why?  
Is there anything you are unhappy with or uncertain of?  
What were the important ideas from today that you would really like to remember?



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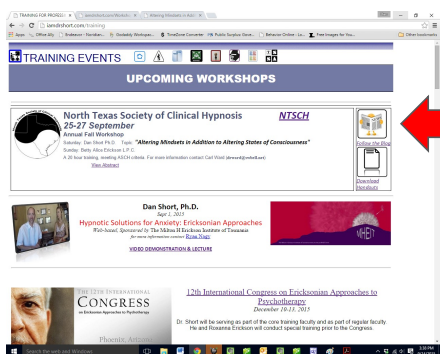
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