



The Milton H. Erickson Foundation, Inc. NEWSLETTER

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John A. Moran, Ph.D., Associate Director

The Milton H. Erickson Foundation, Inc.
3606 North 24th Street
Phoenix, Arizona 85016
U.S.A.
Telephone: (602) 956-6196

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Volume 5, Number 1

Winter, 1985

NOTES FROM THE FOUNDATION

EDITOR'S NOTES

Business Matters: Closing date for submissions to the next Newsletter is April 1, 1985. Subsequent submission closing dates will be August 1 and December 1, 1985. All business and money matters, including subscriptions, should be addressed to the Foundation's offices in Phoenix.

You may have noticed the delay before the last newsletter and wondered if you were going to see another one soon. Please bear with us while we switch from publishing quarterly to three times a year. We should be a bit more regular in the future.

The L.A. Seminar was an exceptional training event; attendees seemed pleased with the skill-development model. I'm looking forward to the Conference on "The Evolution of Psychotherapy" this December in Phoenix. Not only is the faculty list awesome, but it is a step in the direction of integrating Erickson's contributions into the mainstream of psychotherapy. I have been attempting to show, in my work, how to move "beyond Erickson" and "Ericksonian" approaches in clinical work. In my view, this is the primary challenge for all of Erickson's students. As Erickson said, "Develop your own technique. Don't try to use someone else's technique . . . Don't try to imitate my voice or my cadence. Just discover your own. Be your own natural self. It's the individual responding to the individual. If I'm going to work with you, I'll keep you in mind and I'd try to understand your own behavior and I would try to be my natural self. I've experimented with trying to do something the way somebody else would do it. It's a mess!" (Quoted in the NYSEPH Newsletter)

A few personal notes. I'm getting married in February (and getting three step children in the process). I have also just completed my first book (with co-author Jim Wilk), to be entitled "Shifting Contexts: The Generation of Effective Psychotherapy" and to be published by Guilford Press later this year.

—BILL O'HANLON

THE EVOLUTION OF PSYCHOTHERAPY

DECEMBER 11-15, 1985
Phoenix, Arizona

The Milton H. Erickson Foundation is proud to announce that it will be the principal sponsor and organizer of a 4½ day conference entitled THE EVOLUTION OF PSYCHOTHERAPY, December 11-15, 1985 in Phoenix, Arizona.

This meeting will be the first comprehensive assembly ever held of premier psychotherapists from major schools of therapy. The purpose of the meeting is to provide an opportunity for leaders in the field to discuss the evolution of their approach to psychotherapy and the evolution of psychotherapy in general. The intent of the meeting is to establish the commonalities that underlie effective psychotherapy.

The meeting will feature presentations, papers, demonstrations, workshops and panels.

See page 2 for complete details including a faculty roster and registration information.

ERICKSONIAN MONOGRAPHS UPDATE

The first issue of the **Ericksonian Monographs** is expected to be sent to the publisher in the early Spring of 1985. Articles for that issue are still being accepted for possible inclusion. "Elements and Dimensions of an Ericksonian Approach" is the first theme; however, manuscript and other topics will also appear. We are especially pleased that previously unpublished articles by Dr. Erickson will be included. A partial list of submissions under consideration for the Spring Monograph are:

- Milton H. Erickson, M.D., "Certain Principles of Medical Hypnosis"*
- Milton H. Erickson, M.D., "Memory and Hallucination: The Utilization Approach to Hypnotic Suggestion," with commentary and discussion by Ernest L. Rossi*
- Hypnotic suggestion for the control of bleeding*
- An instrument for assessing client interest and individualizing therapy*
- Ericksonian hypnotherapy considered a states-of-consciousness perspective*
- Ericksonian therapy considered from the perspective of a cybernetic epistemology*
- Milton Erickson considered from an an-*

- thropological perspective as a shaman*
- Exploring relationships between Ericksonian hypnotherapy and family therapy*
- Case studies including an application of the February Man, and others*
- Book reviews including: "Annotated Bibliography of Ericksonian Approaches and Techniques;" Using Hypnosis in Family Therapy by Michele Ritterman; The Silent Language of Psychotherapy: Second Edition by Ernest G. Beier and David M. Young; Clinical Hypnosis: A Multidisciplinary Approach by William C. Wester, II and Alexander H. Smith, Jr., and others*

Manuscripts must be original publications dealing with Ericksonian approaches, theory or research. They must comply with the APA **Publication Manual** (3rd edition) and should be submitted in quintuplicate. Please send manuscripts and all inquiries about submitting articles to Stephen R. Lankton, MSW, Editor, Post Office Box 958, Gulf Breeze, Florida 32561.

THE ROME, ITALY SEMINAR

The International Congress of Hypnosis and Family Therapy: Ericksonian Methods has been rescheduled for October, 1985. Contact Camillo Lorio, M.D., Centro di Studi e di Ricerche per la Psicoterapia, Vialo Regina Margherita 37, Rome 00198, Italy.

NOTES continued on page 3.

A
Conference
on

The
Evolution
of
Psychotherapy

FEATURING: Brunno Bettelheim
Murray Bowen
Albert Ellis
Viktor Frankl
Robert Goulding
Mary Goulding
Jay Haley
Ronald Laing

Arnold Lazarus
Cloe Madanes
Judd Marmor
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Thomas Szasz
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Carl Whitaker
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Jeffrey Zeig

FORMAT: WORKSHOPS, PRESENTATIONS
PANELS & DEMONSTRATIONS

WHEN: DECEMBER 11 - 15, 1985

WHERE: PHOENIX, ARIZONA

ELIGIBILITY: Doctoral degree or Masters degree in the health professions,
or graduate students in accredited programs

APPROVED: The Milton H. Erickson Foundation is accredited by the
Accreditation Council for Continuing Medical Education to
sponsor continuing medical education for physicians.

TUITION: \$250 for registrations postmarked on or before April 30, 1985
\$300 for registrations postmarked on or before July 31, 1985
\$150 for student registrations postmarked on or before April 30, 1985
\$200 for registrations postmarked on or before July 31, 1985

NOTE: Students must submit a letter from their school or department
verifying full-time student status as of December, 1985.

REGISTRATION: DEADLINE:
No registrations will be accepted if postmarked after
November 20, 1985

ON-SITE REGISTRATION:
\$400 for professional registration, if space is available.
\$300 for student registration, if space is available.

CANCELLATION FEE: \$25 if received in writing and postmarked by
November 20, 1985. No refunds will be made after that
date.

FOR INFORMATION: The Milton H. Erickson Foundation
3606 North 24th Street
Phoenix, Arizona, USA 85016
(602) 956-6196

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_____ Enclosed is my registration fee of \$ _____.

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Account Number: _____ Expiration Date: _____

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RETURN TO: The Milton H. Erickson Foundation, Inc.
3606 North 24th Street
Phoenix, Arizona 85016
U.S.A.
(602) 956-6196

WORKSHOP CALENDAR

There is a \$10.00 charge per entry on the Workshop Calendar. A brochure containing eligibility must be submitted for all workshop entries. The Erickson Foundation in no manner, shape or form endorses these workshops. The Workshop Calendar is meant only to inform our readers of available offerings.

| DATE | TITLE/LOCATION/LEADER | CONTACT |
|----------|---|---------|
| 1/19-20 | Ericksonian/Strategic Approaches, Philadelphia, PA, O'Hanlon | 1 |
| 1/24-26 | Demystifying Ericksonian Psychotherapy, Fond du Lac, WI, Wilk | 2 |
| 1/25-27 | Ericksonian Hypnosis-Adv., Goteborg, Sweden, Zeig | 15 |
| 1/25-28 | Intro & Adv Ericksonian Hypnoherapy, Seattle, WA, Gilligan | 23 |
| 1/29-30 | Ericksonian Therapy-Adv., Utrecht, The Netherlands, Zeig | 16 |
| 1/31-2/2 | Ericksonian Hypnoherapy-Basic, Copenhagen, Denmark, Zeig | 17 |
| 2/1-2 | Intro Ericksonian Hypnoherapy, Richmond, VA, Gilligan | 6 |
| 2/3-5 | Ongoing Supervision Training #1, Richmond, VA, Gilligan | 6 |
| 2/8-10 | San Diego Erickson Conference | 18 |
| 2/11-15 | Ericksonian/Strategic Aproaches, Kauai, Hawaii, O'Hanlon | 3 |
| 2/21-24 | Residential Supervision Training, Portland, OR, Gilligan | 24 |
| 2/23-24 | Advanced Ericksonian Hypnosis & Therapy, La Jolla, CA, Beletsis | 4 |
| 2/27-3/3 | Intro & Adv Ericksonian Hypnoherapy, Chicago, IL, Carter & Gilligan | 25 |
| 2/28-3/3 | Advanced/Supervision Clinical Hypnoherapy, Santa Cruz, Lehrer | 5 |
| 3/1-2 | Introductory Ericksonian Hypnoherapy, Richmond, VA, Gilligan | 6 |
| 3/7-10 | Advanced/Supervision Clinical Hypnoherapy, Los Gatos, CA, Ross | 7 |
| 3/8-10 | Integrative Hypnoherapy, Level I, Boulder, CO, Shane | 20 |
| 3/9-10 | Ericksonian Hypnosis, Chicago, IL, O'Hanlon | 3 |
| 3/12-17 | Intro & Advanced Ericksonian Hypnoherapy, La Jolla, CA, Gilligan/Carter | 4 |
| 3/18-22 | Ericksonian/Strategic Approaches, Kauai, HI, O'Hanlon | 3 |
| 3/20-24 | Residential Clinical Hypnoherapy, Soquel, CA, Lehrer | 5 |
| 3/22-24 | Demystifying Ericksonian Hypnoherapy, Milwaukee, WI, Wilk | 8 |
| 3/22-25 | Ericksonian Therapy-Adv/Int, Melbourne, Australia, Zeig/Barber | 21 |
| 3/23-27 | Ericksonian Approach to Therapy, Pensacola Beach, FL, Lanktons | 9 |
| 3/28-31 | Ericksonian Therapy-Adv/Int, Adelaide, Australia, Zeig/Barber | 22 |
| 3/29-31 | Ongoing Intensive Training #1, Chapel Hill, NC, Gilligan | 26 |
| 3/30-31 | Strategic Pattern Intervention, Bridgeport, CT, O'Hanlon | 10 |
| 3/30 | An Ericksonian Approach: Videotapes & Training, La Jolla, CA, Beletsis | 4 |
| 4/3-7 | Residential Clinical Hypnoherapy, Los Gatos, CA, Ross | 7 |
| 4/12-14 | Clinical Hypnosis in Psychotherapy, Dallas, TX, Carter/Gilligan | 28 |
| 4/17-21 | Intro & Advanced Ericksonian Hypnoherapy, Sante Fe, NM, Gilligan | 11 |
| 4/19-20 | Ericksonian Therapy, Cedar Falls, IA, Zeig | 19 |
| 4/19-21 | Integrative Hypnoherapy; Level II, Boulder, CO, Shane | 20 |
| 4/19-23 | Adv Ericksonian Hypnoherapy, Edmonton, Canada, Carter | 27 |
| 4/21 | Brief Therapy, Anchorage, AK, O'Hanlon | 12 |
| 4/27-28 | Ericksonian/Strategic Therapy, Rapid City, SD, O'Hanlon | 13 |
| 5/8-12 | Residential Clinical Hypnoherapy, Palo Alto, CA, Lehrer | 5 |
| 5/10-12 | Advanced Psychotherapy Practicum, Los Gatos, CA, Moore/Ross | 7 |
| 5/16-19 | Advanced/Supervision Clinical Hypnoherapy, San Francisco Bay Area, Lehrer | 5 |
| 5/17-19 | Integrative Hypnoherapy; Level III, Boulder, CO, Shane | 20 |
| 5/20-31 | Residential Clinical Hypnoherapy, Los Gatos, CA, Ross | 7 |
| 6/7-9 | Advanced Ericksonian Hypnoherapy, Tulsa, OK, Gilligan | 14 |

NOTES FROM THE FOUNDATION (continued)

A NOTE ON THE WORKSHOP CALENDAR

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FOREIGN SUBSCRIPTIONS TO THE NEWSLETTER

Increases in the number of foreign subscribers, the size of the Newsletter and the cost of postage necessitates that foreign recipients of the Newsletter pay a \$10.00 (U.S.) subscription fee. The due date for this charge is March 15, 1985. The names of nonpaying recipients will be deleted from the mailing-list after that date.

CONTACT INFORMATION

- Marcus Bass, 27 W. Mt. Pleasant Ave., Philadelphia, PA 19119, (215) 247-8943.
- Arlie Albrecht, St. Agnes Hospital, 430 E. Division St., Fond du Lac, WI 57935, (414) 929-2300.
- Therapeutic Learning Center, P.O. Box 24471, Omaha, NE 68124, (402) 391-4223 or (402) 426-9205.
- M.E.T.A., P.O. Box 2591, La Jolla, CA 92038, (619) 454-5638.
- Medical Hypnosis Seminars/SF, 1466 7th Ave., San Francisco, CA 94122, (415) 753-5968.
- The Richmond Ericksonian Institute, 1506 Willow Lawn Dr., Suite 200, Richmond, VA 23230, (804) 282-4224.
- Deborah Ross, 19845 Skyline Blvd., Los Gatos, CA 95030, (408) 354-7738
- Brief Family Therapy Center, 6815 W. Capitol Dr., Milwaukee, WI 53216, (414) 464-7775.
- Carol Lankton, P.O. Box 958, Gulf Breeze, FL 32561, (904) 932-6819.
- Carol Fitzsimons, 15 Westfield Dr., Trumbull, CT 06611, (203) 255-8346.
- Steve Wolinsky, 122 Dartmouth SE, Albuquerque, NM, (505) 265-0607.
- Suzanne Markle, 334 E. 2nd Ct., Anchorage, AK 99501, (907) 272-7985.
- Mrs. Meryl Tullis, 1326 Clark St., Rapid City, SD 57701, (605) 342-3733.
- James Allen, (918) 582-2131.
- Bengt-Goran Fasth, Inriggaregatan 4, Moldenal, S-431 36, Sweden
- Ton Wilken, Van Beverningkstraat 272, 2582 VN Den Haag, The Netherlands.
- Poul Ropke, Vingards Molle, Klintevej 273, 4791 Borre, Denmark, Phone: 03-81 23 48.
- Milton H. Erickson Institute of San Diego, 2525 Camino Del Rio South, Suite 225, San Diego, CA 92108, (619) 295-1010.
- Elaine Pfalzgraf, Family Resource Center, 2530 University Ave., Waterloo, IA 50701 (319) 235-6271.
- Hypnoherapy Institute, 2235 Broadway, Boulder, CO 80302, (303) 449-0778.
- Rob McNeilly, 178 New Street, Brighton 3186, Australia, Phone: (03) 592-6791.
- Graham Andrewartha, Impact Centre, 63 Palmer Place, North Adelaide, South Australia 5006, Phone: (08) 267-4971.
- Northwest Family Training Institute, P.O. Box 1786, Tacoma WA 98401, (206) 838-3689.
- Lusijah Marx, R.N., 6340 S.E. Reed College Pl., Portland, OR 97202, (503) 288-0211.
- Oasis Center, 7463 N. Sheridan Rd., Chicago, IL 60626, (312) 274-6777.
- Southeast Institute, P.O. Box 2183, Chapel Hill, NC 27514, (919) 929-1171.
- Devon Marks, 8708 106th St., Ste. 605, Edmonton, AB T6E 4G5 Canada, (403) 433-0869.
- Betty Alice Elliot, 815 Greencastle, Dallas, TX 75232, (214) 371-1091.

Videotapes Available from the Milton H. Erickson Foundation

I. Training Tapes:

1 — The Process of Hypnotic Induction: A Training Videotape Featuring Inductions Conducted by Milton H. Erickson in 1964
 Jeffrey K. Zeig, Ph.D. discusses the process of hypnotic induction and describes the microdynamics of technique that Erickson used in his 1964 inductions.

Length: 2 hours \$150.00 Beta or VHS 1/2" (1 tape);*
 \$200.00 U-Matic 3/4" (2 tapes)

2 — Symbolic Hypnotherapy

Jeffrey K. Zeig, Ph.D. presents information on using symbols in psychotherapy and hypnosis. Segments of hypnotherapy conducted by Milton Erickson with the same subject on two consecutive days in 1978 are shown. Zeig discusses the microdynamics of Erickson's symbolic technique.

Length: 2 hours, 40 minutes \$200.00 Beta or VHS 1/2" (1 tape);*
 \$275.00 U-Matic 3/4" (2 tapes)

II. Professionally Produced Video Demonstrations from the 1983 Erickson Congress (1 hour):

1. Clinical Use of Trance Phenomena for Therapy and Pain Control, Stephen R. Lankton, MSW
2. Indirect Techniques of Hypnotherapy, Jeffrey K. Zeig, Ph.D.
3. Utilizing Different Parts of a Person Simultaneously, Stephen Gilligan, Ph.D.
4. Hypnotic Alteration of Pain Perception, Joseph Barber, Ph.D.
5. A Fail Safe Double Bind Induction Procedure, Ernest Rossi, Ph.D.
6. Conversational Induction with Utilization of Spontaneous Trance, Kay F. Thompson, D.D.S.

Prices: 1/2" Beta or VHS - \$70.00 each; 3/4" U-Matic - \$80.00 ea.*

III. Professionally Produced Video Demonstrations from the 1981 and 1982 Seminars on Ericksonian Approaches to Hypnosis and Psychotherapy (1 hour):

FROM 1981 SEMINAR:

- | | |
|---|--|
| <p>A. Naturalistic Approaches to Hypnosis: Utilizing Hypnosis in Pain Treatment in Psychotherapy, Joseph Barber, Ph.D.</p> <p>B. Induction with Children and Adolescents, Franz Baumann, M.D.</p> <p>C. The Parts Model: Demonstration of Work with Phobias and Anchors, Paul Carter, Ph.D.</p> | <p>D. The Varieties of Ericksonian Hypnotic Suggestion, Stephen Lankton, M.S.W.</p> <p>E. Ericksonian Induction Strategies, Robert Pearson, M.D.</p> <p>F. Conversational Introduction to Trance, Kay Thompson, D.D.S.</p> |
|---|--|

FROM 1982 SEMINAR:

- | | |
|--|--|
| <p>G. Utilizing Hypnosis in Psychotherapy, Joseph Barber, Ph.D.</p> <p>H. The Initial Interview in Brief Psychotherapy, Richard Fisch, M.D.</p> <p>I. Accessing Unconscious Processes, Stephen Gilligan, Ph.D.</p> <p>J. A Dual Induction Using Dissociation, Stephen Lankton, MSW, & Carol Lankton, MA</p> <p>K. The Constructive Use of Hypnotic Phenomena, Marion Moore, M.D.</p> <p>L. Ericksonian Induction Methods, Robert Pearson, M.D.</p> | <p>M. A Conversational Induction with Fixation on Ideas, Bertha Rodger, M.D.</p> <p>N. A Quick Utilization Approach to Hypnotic Inductions, Sidney Rosen, M.D.</p> <p>O. A Fail Safe Double Bind Approach to Hypnotic Induction, Ernest Rossi, Ph.D.</p> <p>P. A Conversational Induction and the Utilization of Spontaneous Trance, Kay Thompson, D.D.S.</p> <p>Q. Accepting the Subject's Cognitions as A Basis for Therapy, Richard Van Dyck, M.D.</p> <p>R. The Effective Utilization of Multilevel Communication, Jeffrey Zeig, Ph.D.</p> |
|--|--|

Prices: 1/2" BETA or VHS - \$65.00 each; 3/4" U-MATIC - \$75.00 each*

Ordering Instructions: After circling tapes desired, checking the format required to playback on your equipment, send this order form and your remittance to the Milton H. Erickson Foundation, 3606 North 24th Steet, Phoenix, Arizona 85016. Make checks payable to The Milton H. Erickson Foundation.

Please add \$5.00 per order for postage and handling. These programs are only available for sale to professionals.

TOTAL NUMBER OF VIDEO CASSETTES ORDERED: _____ TAPE COST \$ _____
 1% Sales Tax
 FORMAT REQUIRED: _____ Beta 1/2" _____ VHS 1/2" _____ U-MATIC 3/4" (AZ residents Only) \$ _____

*PAL copies of some programs are available at additional cost. Shipping & Handling \$ _____
 Write to The Erickson Foundation for information.

TOTAL COST \$ _____

We honor: MasterCard VISA ACCOUNT # _____ Exp. Date _____

Name: _____ Degree/Major: _____

Address: _____ University: _____

City/State/Zip: _____ Lic./Cert. Type & Number _____

An Advanced Residential Program
In the Mountains of Old Santa Fe

ERICKSONIAN HYPNOSIS

with

Dr. Stephen G. Gilligan
April 17-21, 1985

The training will focus on the hypno-therapeutic use of trance states including hypnotic dreams, age regression, meta-phor, and post-hypnotic suggestion. A primary focus will be on self-exploration and Dr. Gilligan's model of Generative Personality.

Eligibility: Mental health professionals with graduate degrees and graduate students.

Registration Fee: \$325⁰⁰ before March 5, 1985; \$375⁰⁰ after March 5, 1985; \$275⁰⁰ for residents of Canada.

For Inquiries: Stephen H. Wolinsky, M.S.,
122 Dartmouth, S.E., Albuquerque, NM
87106, (505) 265-0607 or 255-3770.

DONATIONS

Since the last issue of the Newsletter the Erickson Foundation has received a total of \$845.00 in donations. Heartfelt thanks to the following contributors.

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DONATION TO THE ARCHIVES

Elizabeth M. Erickson has given to the

archives library the 1971-1978 issues of THE JOURNAL OF THE AMERICAN SOCIETY OF PSYCHOSOMATIC DENTISTRY AND MEDICINE. Her donation is appreciated.

ERICKSON COMES TO CAMPUS:

Case Examples*

by Elliot Katz, Coordinator of Student Services,
Victoria College, Australia

The Struggle for Independence

Helen was a 20 yr. old, 3rd yr. primary education training student from an old world family. She came to see a counselor because she was allowed no independence at home. She had to be escorted to any social events by her 18 yr. old brother. Her parents demanded that she return home immediately after classes, precluding the possibility of her developing a life of her own. After hearing her story, the counselor instructed her to act in the following manner at home: She was to spend as much time as possible at home and to be as physically close to one of her parents (especially her mother) as possible. "If you are in the kitchen, be right next to your mother so that she'll bump into you every time she turns around." She was also instructed to read aloud to her parents from the newspaper every story she could find about girls who got in trouble — beaten up, raped, abused, etc. When she reported back in two weeks, she told us that her parents were buying her a car and talking about her moving out of the home.

Try to be Nervous

Gayle was a Secretarial Studies student in her early thirties. She had returned to school to increase her employability and picked the secretarial course because she had some experience in that area. She was having a problem in typing classes because she was unable to get the speeds which were required for satisfactory progress. She was told by the counselor that feeling nervous was a normal part of returning to school and especially to be expected in a performance situation (such as a typing test). By trying to control her nervousness, she was not allowing it to run its "normal course." The only way for her to really get over the problem was for her to "try to be as nervous as possible." She was instructed to perform in this manner for her next typing test. She reported back that she wasn't very successful at being nervous and had passed the test. She had also done well in a shorthand test and did not anticipate any further difficulties.

*NOTE: If you have brief case examples to share, please submit them to the Editor.

RESIDENTIAL TRAININGS

with

Paul Carter, Ph.D.

Stephen Gilligan, Ph.D.

ERICKSONIAN HYPNOTHERAPY Generative Personality & The Parts Model

March 12-17, 1985

Catamaran Hotel
La Jolla, CA

June 25-30, 1985

Greenwood Lodge
Soquel, CA

Contact M.E.T.A. Institute
P.O. Box 2591
La Jolla, CA 92038
(619) 454-5638

Eligibility: Mental-health professionals with graduate degrees
and graduate students.

MEDIA NOTES

The **American Journal of Clinical Hypnosis** has published several articles of interest to readers recently. Volume 26, #4 (April 1984) had an article by D. Corydon Hammond, Ph.D. on "Myths about Erickson and Ericksonian Hypnosis," pp. 236-245. Volume 27, #2 (October 1984) had an article by Michael Yapko, Ph.D. on "The Implications of the Ericksonian and Neurolinguistic Programming Approaches for Responsibility of Therapeutic Outcomes," pp. 137-143.

"Uncommon Sense in Therapy: Milton H. Erickson and Ericksonian Therapy," an article by Bill O'Hanlon, appeared in **ASSERT: The Newsletter of Assertive Behavior** (#55, pp.3-4).

CONVERSATIONS WITH MILTON H. ERICKSON, M.D. is a three volume series of transcripts from conversations held between Erickson, Jay Haley, John Weakland and occasionally Gregory Bateson from 1955 to 1968. They have been edited by Haley and compiled into separate volumes with focus on **CHANGING INDIVIDUALS** (Volume 1), **CHANGING COUPLES** (Volume 2), **CHANGING CHILDREN AND FAMILIES** (Volume 3). Each may be purchased separately. Publication is scheduled for February 1985 and prepublication price for the set is \$47.60 (list price is \$59.50). The books are published by Triangle Press and distributed by Norton

Professional Books. Contact Susan Barrows at Norton for more information (500 Fifth Ave., New York, NY 10110).

Two other books to be published by Norton next year are Steve de Shazer's **KEYS TO SOLUTION IN BRIEF THERAPY** (in March) and **MODERN CLINICAL HYPNOSIS FOR HABIT CONTROL** (by Citrenbaum, King and Cohen), scheduled for June. De Shazer's book is to be reviewed in the next newsletter.

An article by Jeff Feldman, Ph.D., entitled "The Work of Milton Erickson: A Multi-System Model for Eclectic Therapy," has been accepted for publication in the journal, **Psychotherapy: Theory, Research and Practice**.

Len Bergantino published an article on "Hypnotic Storytelling as an Unconscious Supervisory Process," which appeared in both the **So. CA Soc. for Clinical Hypnosis Newsletter** and in the **ASCH Newsletter** (October 1984, Vol. 267, #1).

The second volume of Erickson's seminars, workshops and lectures, **LIFE REFRAMING IN HYPNOSIS**, edited by Ernest L. Rossi, Ph.D. and Margaret Ryan, is scheduled to be published in January 1985. The volume is accompanied by a one-hour audio cassette and is available from Irvington (551 Fifth Ave., New York, NY 10176) for \$39.50.

Peter Hamilton presented at the APA Convention on "The Effects of a Confusion Induction Procedure on Trance Depth."

Videotapes of the 1984 Los Angeles Seminar

Demonstrations of Ericksonian Hypnosis and Therapy Available for Purchase

- The First Therapeutic Treatment of Dr. B. Joseph Barber, Ph.D.**
- Unity, Complementarity and Multiplicity: Principles for Generating Personality in Ericksonian Hypnotherapy**
Stephen G. Gilligan, Ph.D.
- Use of Multiple Embedded Metaphor for Psychological Reassociation**
Stephen R. Lankton, M.S.W. & Carol H. Lankton, M.A.
- Brother Sun and Sister Moon: Multiple Trances and Experiential Encounter Between Therapists**
Ernest L. Rossi, Ph.D.
- Conversational Induction Techniques**
Kay F. Thompson, D.D.S.
- Using Metaphor and the Interspersal Technique**
Jeffrey K. Zeig, Ph.D.

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PERMISSIVE VS. AUTHORITARIAN INDUCTION APPROACHES

Bill O'Hanlon, M.S.

An "Ericksonian" approach to induction can be distinguished from traditional, "authoritarian" or more directive approaches by the use of permissive language. Authoritarian approaches try to bolster the effect of hypnosis by getting the subject to comply with specific directives. A permissive approach does not require ONE particular response, but allows for many possible responses.

Authoritarian approaches typically use two major types of language in suggestions:

1.) Attributional — this involves telling the person what they are experiencing (e.g., "You are deeply in trance," or "You are very relaxed.");

2.) Predictive — telling the person what they are going to experience or do (e.g., "Your arm will lift up to your face," "You will go deeply into trance," or "You'll relax more and more.").

Permissive language involves using "possibility words" (e.g., "can," "might," "could"), and gives lots of options for what the person is and will be experiencing or doing (e.g., "You might be going deeply into trance," "Your right hand could lift to your face, your left hand might lift up, or both hands can remain comfortably on your thighs.")

Permissive approaches also validate any response as appropriate. Each response is validated as acceptable and as an adequate link to the

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desired result (e.g., "If your conscious mind is detracted by the sounds around or your thoughts, your unconscious mind can be more free to help you go into a trance," or (if the hand levitation that was suggested did not occur) "That's fine, your unconscious can make choices that are appropriate for you, and perhaps those hands can develop that weighted or detached feeling that accompanies a more profound trance experience.").

This dichotomy is not meant to be black and white. Most practitioners (Erickson included) use a combination of permissive and authoritarian approaches. As Erickson emphasized again and again, there is no "right" method.

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The Phobia Institute is searching for professionals competent in Ericksonian hypnosis and Neuro-Linguistic Programming to fill full-time and part-time positions. Contact: Peggy Arndt, 435 N. Bedford Dr., #112, Beverly Hills, CA 90210, (213) 271-6300.

Clinical Hypnosis, Inc. is searching for Ericksonian therapists interested in either full-time or part-time work. A minimum of a master's degree and training in psychodynamic theory is required. Contact: Molly E. Bey, M.A., R.S.W.; Clinical Hypnosis, Inc., 1375 Remington, Suite K, Schaumburg, IL 60195-4899.

Mario Bromber, a member of the Israel Psychology Association and the Israel Society for Clinical and Experimental Hypnosis, is looking for a position doing Ericksonian hypnosis and psychotherapy. Write: P.O. Box 40, Rosh Pina 12000, Israel.

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The 13th International Balint Meeting will be held in Ascona, Switzerland, March 28-31, 1985. For information contact: Prof. Dr. Med. Boris Luban-Plozza, Piazza Fontana Pedrazzini, 6600 Locarno (Switzerland).

The Tenth Congress of the International Society of Hypnosis will be held in Toronto, Canada, August 10-16, 1985. For information contact: 10th International Congress, 200 St. Clair Avenue West, Suite 402, Toronto, Ontario, Canada M4V 1R1.

The New York Milton H. Erickson Society for Psychotherapy and Hypnosis is organizing a seminar with Carl H. Whitaker, M.D. on "Brief Family Therapy" and "Avoiding Therapist Burnout," February 23 - March 2, 1985 in Puerto Vallarta, Mexico. For information write NYSEPH, 127 Fourth Ave., 3G, NY, NY 10003.

First International Congress on Alternative Therapies, February 7-11, 1985, Sao Paulo, Brazil. Contact Marysol Passagens e Turismo LTDA, Av. 23 de Maio, Sao Paulo, Brazil, CEP 04008.

The 1st Redecision Therapy Conference honoring Robert & Mary Goulding, May 20-25, 1985, WIGFT, 262 Gaffey Road, Watsonville, CA 95076.

NATIONAL

The American Group Psychotherapy

Association's annual meeting will be held February 14-18, 1985 at the Waldorf-Astoria Hotel in New York City. Members of the New York Milton H. Erickson Society for Psychotherapy and Hypnosis will be presenting. Contact: AGPA, 1995 Broadway, New York, NY 10023.

Second annual convention of The Association for the Study of Dreams, June 20-23, 1985 at the U. of Virginia. Contact:

ASD, 337 Spruce Street, San Francisco, CA 94118.

Paper abstracts are being accepted for consideration for The Second International Conference on Multiple Personality/Dissociative States, October 24-26, 1985. Contact: Bennett G. Braun, M.D., Program Chairman, Dept. of Psychiatry, MF-IV Building, Rush-Presbyterian-St. Luke's Medical Center, 1720 W. Polk Street, Chicago, IL 60612.

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Acknowledgements: The Milton H. Erickson Foundation is grateful to **The American Journal of Clinical Hypnosis**, Elizabeth Erickson and Ernest L. Rossi, Ph.D. for granting permission to distribute the audiotapes of Dr. Erickson's lectures at the 1952 UCLA symposium. The texts of "Control of Physiological Functions by Hypnosis" and "Hypnotic Approaches to Therapy" were originally published in the July 1977 issue of **The American Journal of Clinical Hypnosis** and then reproduced in **The Collected Papers of Milton H. Erickson, Vols. II and IV** (E. Rossi, Ed.), respectively. Except for these lectures, the material on these audiotapes has not been published previously. An edited and annotated transcript of the 1952 Los Angeles Symposium will be published in **Mind/Body Connections in Hypnosis**, which is Volume 3 of The Seminars, Workshops and Lectures of Milton H. Erickson, edited by Ernest L. Rossi and Margaret O. Ryan (New York: Irvington, in press).

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BOOK REVIEWS

PSYCH YOURSELF IN: Hypnosis and Health. By Marlene E. Hunter, M.D. Published by SeaWalk Press Ltd., 2539 Nelson Ave., West Vancouver, B.C. V7V 2R5.

PSYCH YOURSELF IN: Hypnosis and Health is a pleasant, well-written book geared to the intelligent layman. It presents valuable information on the negative effects of stress and surveys how hypnosis can be used to promote well-being. Emphasis is placed on how hypnotic uncovering techniques can provide insight that can solve many health problems.

The author, Marlene E. Hunter, is a Canadian family practice physician who is well known in hypnosis circles. Currently she is Vice President of the American Society of Clinical Hypnosis. Her warmth and common sense as a clinician permeates the book and are readily apparent in the case examples that illuminate the positive effects that can be achieved through medical hypnosis.

One problem with the book is the author's excess enthusiasm. Her position is often overstated; it seems that hypnosis can do everything. For example, "One of my *very few* "failures" (my italics) in hypnotherapy was a gentleman who came to me for help with headaches ... (p. 14). Another problem with the book is that key ideas are often not referenced.

Generally the book is accurate and readable. It should be especially valuable for medical patients.

Reviewed by Jeffrey K. Zeig

THE INVENTED REALITY. Edited by Paul Watzlawick. Published by W.W. Norton & Co., 1984, \$19.95.

Paul Watzlawick's **THE INVENTED REALITY** presents a fascinating and disquieting patchwork of ideas sewn together in the quilt of a reality independent of the observer.

Here we read Watzlawick, the philosopher, as he leads us into a myriad of ideas derived from biology, physics, literature and mathematics. For the person wanting light, easy reading, this book will be frustrating. But Watzlawick has brought together diverse views in a well organized manner and those willing to work through the ideas will be amply rewarded.

Ernst Von Glasfeld's introduction is excellent. He clearly explains the idiosyncratic nature of "truth" and "reality," which is the basis of radical constructivism. Rupert Riedl's article on causal thinking is highly thought provoking and well organized. The philosophical rationale for "accepting the person where he is" becomes very clear. Many of Erickson's treatment strategies seem to be philosophical "cousins" of Riedl's ideas. Most intriguing to me was Francisco Varela's "The Creative Circle," a marvel of convergent thinking. He synthesizes diverse ideas and his breadth of knowledge is impressive.

The book ventures into more familiar territory with Watzlawick's introductory comments and his paper on self-fulfilling prophecies. These sections are vintage Watzlawick — clearly written, superbly referenced and very thoughtful. Following is David Rosenhan's "On Being Sane In Insane Places," a classic work. This volume would be incomplete without it. The relevance of these two articles for psychotherapists is clear.

Weaknesses are few but glaring. Chief among them is the occasional overemphasis on points of esoteric detail. Also, some of the papers are of marginal relevance. Their inclusion did little to clarify the complex theme of the book.

Do not let these minor pitfalls deter you from reading this fascinating work. In an era of mushrooming "how-to" books on psychotherapy, **THE INVENTED REALITY** is a welcome change. Each reader will derive different ideas which can stimulate more thoughtful, creative work. Again, Paul Watzlawick has challenged us as therapists with the opportunity to better understand ourselves. The challenge is difficult, but the potential rewards are great.

*Reviewed by John C. Simpson, III, Ph.D.
Charlotte, N.C.*

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