



# The Milton H. Erickson Foundation, Inc. NEWSLETTER

The Milton H. Erickson Foundation, Inc.  
3606 North 24th Street  
Phoenix, Arizona 85016  
U.S.A.  
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Bill O'Hanlon, Editor / P.O. Box 24471 / Omaha, Nebraska 68124

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Volume 5, Number 3

Fall, 1985

## The Third International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy

DECEMBER 3-7, 1986 — Phoenix, Arizona

*Keynote Address by Virginia Satir*

The Milton H. Erickson Foundation is organizing the Third International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy to be held December 3-7, 1986, in Phoenix, Arizona. We are honored to announce that Virginia Satir has agreed to present a keynote address.

The meeting will be held at the convention center and surrounding hotels in downtown Phoenix.

Applications will be made to provide continuing education credits for physicians, psychologists, and other mental health professionals.

The Congress will be open to professionals in health related fields including physicians, doctoral level psychologists, and dentists who are qualified for membership in, or are members of, their respective professional

organizations (e.g., AMA, APA, ADA). The Congress is also open to professionals with mental health related graduate degrees, (e.g., MSW, MSN, MA, or MS) from accredited institutions. Applications from graduate students in accredited programs leading to a degree in the above fields will be accepted if they supply a letter from their department on letterhead stationery certifying their student status as of December, 1986.

Brochures and registration forms will be sent to professionals on the Erickson Foundation mailing list in early 1986. Significant registration fee discounts will be offered to those who register early. Join us in Phoenix for this special event!

### *Call for Presentations*

Come to Phoenix to present a paper,

short-course, or symposia at The Third International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy. Complete the Presentation Cover Sheet (see page 2) and send materials to the Erickson Foundation by January 4, 1986. The theme for the meeting is "Ericksonian Therapy: State of the Art." Proposals for presentations on any aspect of Ericksonian hypnotherapy will be reviewed. Papers will be considered for publication in the Congress proceedings to be edited by Jeffrey K. Zeig, Ph.D. and Stephen R. Lankton, M.S.W. (tentatively entitled "A Handbook of Ericksonian Therapy").

The Milton H. Erickson Foundation does not discriminate on the basis of race, color, national or ethnic origin.

## The Evolution of Psychotherapy Conference

*"The First Hundred Years"*

What is mental health? What is psychotherapy: How did it develop; and where is it evolving? These are some of the questions that will be addressed at The Evolution of Psychotherapy Conference to be held in Phoenix, Arizona, December 11-15, 1985. Some of the other topics to be covered include schizophrenia, dreams, anxiety, and social issues.

Psychotherapy is a relatively young science. It was only 100 years ago that Sigmund Freud first showed interest in the psychological aspect of medicine. Just after World War II schools of psychotherapy developed that radically departed from psychoanalytic theories that dominated clinical practice since Freud. The last 40 years have seen a proliferation of schools, each with its own exemplary

practitioners and theorists. Oftentimes there has been divergence of opinion among experts, and the field of psychotherapy has been polarized.

The Evolution of Psychotherapy Conference marks the end of the initial century of modern psychotherapeutic practice. This is the first comprehensive meeting of outstanding experts from contemporary disciplines. One purpose of the Conference is to identify the commonalities that underlie successful clinical work. It features a faculty of 26 internationally renowned experts, each of whom is a leader or founder of a major psychotherapeutic approach. This is an opportunity to see some of the greatest names in contemporary psychology. The faculty include: Aaron Beck, Bruno Bettelheim,

Murray Bowen, Albert Ellis, Mary Goulding, Robert Goulding, Jay Haley, Ronald Laing, Arnold Lazarus, Cloe Madanes, Judd Marmor, James Masterson, Rollo May, Salvador Minuchin, Zerka Moreno, Erving Polster, Miriam Polster, Carl Rogers, Ernest Rossi, Thomas Szasz, Virginia Satir, Paul Watzlawick, Carl Whitaker, Lewis Wolberg, Joseph Wolpe, and Jeffrey Zeig.

Interest in The Evolution of Psychotherapy Conference is extraordinary. The Conference is now sold out. Never before in history has a major psychology meeting been filled three months prior to the convocation. This convention has captured the attention of clinicians around the world and it will probably be the largest meeting ever to be held solely on the topic of psychotherapy. One of the Evolution faculty called the Conference "the biggest event in the annuals of psychotherapy."

*Continued on page 2*

*The Third International Congress on*  
**Ericksonian Approaches to Hypnosis and Psychotherapy**  
December 3-7, 1986 — Phoenix, Arizona

*“Ericksonian Therapy: State of the Art”*

— P R E S E N T A T I O N   C O V E R   S H E E T —

- 1) Individual submitting proposal: (All correspondence will be sent to this address.)

Name \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_

City/ State/ Country/ Zip \_\_\_\_\_

- 2) Name and addresses of co-presenters (if any):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- 3) Title of Presentation:

\_\_\_\_\_

- 4) The presentation is submitted as a:

a) \_\_\_\_\_ paper (30 minutes for delivery plus a brief discussion period)

b) \_\_\_\_\_ short course (one hour and 30 minutes)

Level: Basic \_\_\_\_\_ Intermediate \_\_\_\_\_ Advanced \_\_\_\_\_

c) \_\_\_\_\_ symposium (one hour and 30 minutes; 3-4 speakers discussing a single topic)

NOTE: Only one presentation (paper, symposium or short course) will be accepted for any prospective faculty member submitting a proposal.

- 5) Audiovisual equipment required:

\_\_\_\_\_ 35 mm slide projector

\_\_\_\_\_ overhead projector (this is **not** an opaque projector)

NOTE: Any other audiovisual equipment must have special approval prior to the Congress.

Enclosure checklist: (Send 5 copies of each.)

200 word presentation summary

75 word abstract (for publication in the program and syllabus)

Educational objectives (minimum of 2 objectives). In your objectives indicate what participants will have learned at the end of the presentation. Be specific, e.g.: 1) To list three principles of hypnotic induction; 2) To identify three techniques of hypnotic pain control.

Curriculum vitae of all presenters.

If my proposal is accepted and placed on the program, I will be present at the Congress. For accepted papers: I hereby certify that this paper previously has not been delivered, published, or submitted. I understand that The Milton H. Erickson Foundation will have the first rights of refusal for publication in the Congress proceedings or Ericksonian Monographs and, if accepted, I will assign copyrights to the Erickson Foundation.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

Proposals must be postmarked by January 4, 1985. Acceptance or rejection will be sent by March 1, 1986. Mail proposals to:

The Milton H. Erickson Foundation  
1986 Congress Committee  
3606 North 24th Street  
Phoenix, Arizona 85016 USA

Only a limited number of proposals can be accepted. Please submit early.

**Evolution of Psychotherapy Conference**  
*Continued from page 1*

The Milton H. Erickson Foundation is honored to be the sponsor and organizer of this landmark conference. It is co-sponsored

by The Department of Psychiatry, University of Arizona College of Medicine and The Department of Psychology, Arizona State University. The proceedings of the Conference will be published by Brunner/Mazel

Publishers, 19 Union Square, New York, NY 10003.

We hope many of you will be in Phoenix this December for this once-in-a-lifetime event!

## CONFERENCES

**International Conference on Family Therapy Training.** Washington, D.C., November 15-17, 1985. Includes preconference workshop on *Strategic Family Therapy* with Jay Haley, Cloe Madanes, Richard Belson and Neil Schiff.

For information contact: The Family Therapy Institute of Washington, D.C., 5850 Hubbard Dr., Rockville, MD 20852-4820, Tel.: (301) 984-5730.

**The American Group Psychotherapy Association.** Washington, D.C., February 12-16, 1986. On Ericksonian Therapy: Special Addresses by Jeff Zeig and Stephen Lankton; workshop by Judith Mazza; and Institute by R. Reid Wilson.

For information: The American Group Psychotherapy Association, 25 East 21st Street, 6th Floor, New York, NY 10010, (212) 477-2677.

**American Orthopsychiatric Association.** Chicago, IL, April 7-10, 1986. Includes a two day Institute on Ericksonian Psychotherapy with Jeff Zeig, Bill O'Hanlon, Ronald Havens, Richard Dimond and J. Adrian Williams.

For information contact: The American Orthopsychiatric Association, 19 West 44th Street, Suite 1616, New York, NY 10036, (212) 354-5770.

**The 5th International Congress of Family Therapy.** Jerusalem, Israel, June 22-25, 1986 featuring such renowned speakers as: Aponte, Boscolo, de Shazer, Framo, C. Lankton and S. Lankton.

For information: The Secretariat, P.O. Box 3378, Tel Aviv 61033, Israel, Tel.: 03-209777, Telex: 33624, 361406, Cables: OPHIRTRAV Tel Aviv.

## DONATIONS

The Milton H. Erickson Foundation has received a total of \$3,000.56 in donations since the Summer, 1985 Newsletter. Donations are used to support the activities of the Erickson Foundation. We wish to express our appreciation to the following people for their support:

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Paul Carter

## NEWSLETTER BUSINESS

The closing date for submissions to the next Newsletter is January 2, 1986. All business and money matters, including subscriptions, should be addressed to the Foundation's offices in Phoenix. Articles and informational notes should be sent to the Editor.

An article entitled, "The Uniqueness of Similarities: Parallels of Milton H. Erickson and Carl Rogers" was authored by Hugh Gunnison and published in the May, 1985 issue of the Journal of Counseling and Development. The same issue contains a reaction to Gunnison's article by Carl Rogers.



**The Parts Model**  
A Return to Wholeness

- All parts have value
- No parts have unilateral control
- Developing parts as resources
- Deframing & reframing
- Integrity-wisdom of the whole

**Parts Work in Trance**  
A Special Advanced Only Small Group Training On A Tropical Island

**Yelapa, Mexico**  
Jan. 24-31, 1986

**Ericksonian Hypnosis**  
Introductory & Advanced Trainings with **Paul Carter, Ph.D.**

<b>Los Angeles</b> Feb 26-Mar 2 1986	<b>New York</b> Mar 20-24 1986
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Attendance: graduate students & graduate degree in the helping professions

Contact: META Institute  
P.O. Box 2591  
La Jolla, CA 92038  
619/294-4214

## ANNOUNCEMENTS

The Milton H. Erickson Institute of San Diego announces that they have space available for a California licensed or license-eligible person wanting to build a private practice and share in Institute functions. Rent includes office, secretary and phone. Send a letter and vita to Michael Yapko, Ph.D., 2525 Camino Del Rio South, Suite 225, San Diego, CA 92108.

During his first trip to the United States, Dirk Jan Swets, M.D., presented a one-day seminar entitled Psychosomatic Complaints: The Use and Limits of Hypnosis. Dr. Swets is head of the outpatient department of a large psychiatric hospital in Delft, Holland and is Director of Training for the Netherlands Society of Hypnotherapy. A professional quality five-hour audio recording of this lecture is available. The detailed, treatment-focused presentation reflects Dr. Swets' 12 years of innovative work with hypnosis. He addresses the importance of assessing and neutralizing secondary gains and family issues, how to strengthen post-hypnotic suggestions, the use of metaphors, and directing the client's own problem-solving skills through trance. The general treatment approach and specific hypnotic paradigms for migraines, hayfever symptoms, asthma and stuttering are outlined. Dr. Swets then discusses strategic hypnotic work with phobias and his pioneering use of hypnosis with Crohn's disease. Within the session he also describes the unique and extensive training program required to license all physicians, dentists and psychologists who practice hypnosis in the Netherlands. The seminar was co-sponsored by the American Society of Clinical Hypnosis-Education and Research Foundation and the North Carolina Society of Clinical Hypnosis (NCSCH) on June 23, 1985. For a copy of the set of four cassettes, send \$30 to: NCSCH, c/o Reid Wilson, Ph.D., Route 5, Box 214A, Chapel Hill, NC 27514.

Call of Papers: The 3rd International Conference on Multiple Personality/Dissociative States, to be held September 19-21, 1986, is requesting abstracts for presentation. Contact the program chairman, Bennett G. Braun, M.D., Rush-Presbyterian-St. Luke's Medical Center, 1752 West Congress Parkway, Chicago, IL 60612.

# 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 way, endorses these workshops. The Workshop Calendar is meant only to inform our readers of available offerings.*

DATE	TITLE/LOCATION/LEADER	CONTACT
11/1-3	Generative Approaches (Advanced), New York, NY, Gilligan.....	1
11/1-2	Introductory Clinical Hypnosis, Nashville, TN, Wilson.....	2
11/1-9	Introduction to Hypnosis, San Diego, CA, Yapko.....	15
11/3	Hypnosis for Pain Control, Anchorage, AK, O'Hanlon.....	3
11/9-10	Ericksonian/Strategic Therapy, Dallas/Ft. Worth, TX, O'Hanlon.....	4
11/11-12	Ericksonian Hypnosis, Greensboro, NC, O'Hanlon.....	5
11/11-15	ASCH Clinical Hypnosis, Maui, HI.....	6
11/15-17	Integrative Hypnotherapy, Boulder, CO, Shane.....	7
11/15-16	Modern Clinical Hypnosis for Habit Control, Chicago, IL, Cohen, King and Citrenbaum.....	8
11/23	Paradoxical Interventions, Philadelphia, PA, O'Hanlon.....	9
11/22-23	Introductory Clinical Hypnosis, Charlotte, NC, Wilson.....	2
11/22-24	Generative Approaches, Austin, TX, Gilligan.....	16
1/24-31/86	Parts-Workin Trance, Yelapa, Mexico, Carter.....	14
1/25	Brief Therapy: Creating a Context for a Change, New York, NY, O'Hanlon.....	10
2/14	Modern Clinical Hypnosis for Habit Control, Chicago, IL, Cohen, King and Citrenbaum.....	8
2/29-3/1	Ericksonian Hypnosis and Beyond, Kauai, HI, O'Hanlon.....	10
3/7	Ericksonian Therapy, Boston, MA, O'Hanlon.....	11
4/4-5	Modern Clinical Hypnosis for Habit Control, Chicago, IL, Cohen, King and Citrenbaum.....	8
4/10-13	ASCH Clinical Hypnosis, Phoenix, AZ.....	6
5/2-3	Ericksonian Hypnosis, Buffalo, NY, O'Hanlon.....	12
5/15-18	ASCH Clinical Hypnosis, Richmond, VA.....	6
5/23-24	Modern Clinical Hypnosis for Habit Control, Chicago, IL, Cohen, King and Citrenbaum.....	8
6/19-22	ASCH Clinical Hypnosis, Chicago, IL.....	6
8/21-24	ASCH Clinical Hypnosis, Milwaukee, WI.....	6
9/19-20	Hypnosis for Pain Management, Omaha, NE, J. Barber.....	13
9/26-28	Advances in Ericksonian Approaches, Philadelphia, PA, Gilligan/O'Hanlon.....	10
9/25-28	ASCH Clinical Hypnosis, Columbus, OH.....	6

## CONTACT INFORMATION

1. NY Milton H. Erickson Society for Psychotherapy and Hypnosis, Inc., 127 4th Ave. #3G, New York City, NY 10003, (212) 473-0499.
2. Alice Jeffries, SE Institute, 103 Edwards Ridge, Chapel Hill, NC 27514, (919) 929-1171.
3. Suzanne Markle, 334 E. 2nd Ct., Anchorage, AK 99501, (907) 272-7985.
4. Beryl Bock, 927 8th Ave., Ft. Worth, TX 76104, (817) 335-4763.
5. Johanna Smith, Family and Children's Services, 130 N. Elm St., Greensboro, NC 27401, (919) 373-1341.
6. The American Society of Clinical Hypnosis, 2250 E. Devon Ave., Suite 336, Des Plaines, IL 60018, (312) 297-3317.
7. Hypnotherapy Institue, 2235 Broadway, Boulder, CO 80302, (303) 449-0778.
8. Education Center of Sheppard Pratt, P.O. Box 6815, Baltimore, MD 21285-6815, Toll Free (800) 482-7800 Ext. 2256.
9. Chris Barber-Smith, 313 E. Wadsworth Ave., Philadelphia, PA 19119, (215) 247-2826.
10. Therapeutic Learning Center, P.O. Box 24471, Omaha, NE 68124, (402) 391-4223, (402) 330-1144.
11. Michael Rubin, Costal Community Counseling Center, 482 Washington St., Braintree, MA 02184, (617) 849-1220.
12. David Kaye, M.D., The Children's Hospital of Buffalo, 219 Bryant St., Buffalo, NY 14222, (716) 878-7611.
13. Audrey Berlin, The Hudson Center, 12111 Pacific, Omaha, NE 68154, (402) 330-1144.
14. M.E.T.A. Institute, P.O. Box 2591, La-Jolla, CA 92038, (619) 454-5638.
15. Milton H. Erickson Institute of San Diego, 2525 Camino Del Rio S., Suite 225, San Diego, CA, (619) 295-1010.
16. Sam Cangelosi, 3007 Loveland Cove, Austin, TX 78746, (512) 327-9177.

## News of Interest

Richard Dimond, Ph.D., co-authored a paper entitled "Higher-order Brain Injured Patients and Cognitive Rehabilitation With The Context of Psychotherapy." The paper, presented by co-author Jonathon L. Hess, Ph.D., at the Advanced Conference on Cognitive Rehabilitation in Princeton, NJ describes a collaborative program by the two in which Hess does neuro-psychological evaluations with individuals who have sustained closed-head injuries and Dimond conducts Ericksonian-based psychotherapy as part of the rehabilitation program.

Mel Bucholtz, M.A., offered a 5-day workshop on "Ericksonian Hypnosis: Stillness Becoming Alive" from June 24-28, 1985 at the Omega Institute for Holistic Studies in Rhineback, New York.

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### ANNOUNCING THE SECOND ANNUAL SAN DIEGO CONFERENCE ON HYPNOTIC AND STRATEGIC INTERVENTIONS

March 7-9, 1986  
San Diego, California

Three days of innovative workshops, demonstrations, and special presentations. Featuring: Jeffrey K. Zeig, Ph.D., Ernest L. Rossi, Ph.D., Paul Carter, Ph.D., Michael D. Yapko, Ph.D., and 12 other distinguished speakers

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*For information contact the Institute:*

2525 Camino Del Rio South, Suite 225, San Diego, Ca. 92108  
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### Pre-Conference Hypnosis Training

March 1-6, 1986

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# Videotapes Available from the Milton H. Erickson Foundation

## I. Training Tapes:

**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 Demonstration from the 1981-1984 Erickson Conferences:

### FROM 1981 SEMINAR:

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

### FROM 1982 SEMINAR:

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

### FROM 1983 CONGRESS:

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

### FROM 1984 SEMINAR:

- The First Therapeutic Treatment of Dr. B., Joseph Barber, Ph.D.
- Unity, Complementarity and Multiplicity: Principles for Generative 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.

### PRICES:

1/2" Beta or VHS — \$70.00 each\*

3/4" U-Matic — \$80.00 each\*

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

**ORDERING INSTRUCTIONS:** After checking the box of the tape(s) 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 Street, 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 \$ \_\_\_\_\_

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# AUDIOTAPES OF THE 1984 SEMINAR

AVAILABLE BY MAIL ORDER

## BASIC TRACK

- K325 Creating Hypnotic Inductions: An Overview of Induction Techniques**  
\$9<sup>00</sup> Norman W. Katz, Ph.D.
- K325 Utilization Approaches to Hypnotic Induction & Therapeutic Suggestion**  
\$9<sup>00</sup> Ernest L. Rossi, Ph.D.,  
Michele Ritterman, Ph.D.
- K325 Hypnotic Language**  
B-3 Jeffrey K. Zeig, Ph.D.,  
\$9<sup>00</sup> Joseph Barber, Ph.D.
- K325 Resistance**  
B-4 Kay F. Thompson, D.D.S.,  
\$9<sup>00</sup> Sidney Rosen, M.D.
- K325 Varieties of Trance Phenomena**  
B-5 Stephen G. Gilligan, Ph.D.  
\$9<sup>00</sup>
- K325 Metaphor**  
B-6 Stephen R. Lankton, M.S.W.  
\$9<sup>00</sup>
- K325 Task Assignments**  
B-7 Carol H. Lankton, M.A.,  
\$9<sup>00</sup> Herbert S. Lustig, M.D.
- K325 Annotated Guide to the Ericksonian Media**  
B-8 Bill O'Hanlon, M.S.  
\$9<sup>00</sup>

ALL 8 BASIC TRACK TAPES  
ONLY \$65.00\*

## INTERMEDIATE TRACK

- K325 Strategic Use of Trance Phenomena**  
I-1 Carol H. Lankton, M.A.  
\$9<sup>00</sup>
- K325 Self-Hypnosis for Therapists**  
I-2 Sidney Rosen, M.D.  
\$9<sup>00</sup>
- K325 Direct and Indirect Hypnotic Suggestions**  
I-3 Ernest L. Rossi, Ph.D.  
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- K325 Integrating Hypnosis in Psychotherapy**  
I-4 Joseph Barber, Ph.D.,  
Bill O'Hanlon, M.S.  
\$9<sup>00</sup>

- K325 Pain Control Panel**  
I-5ab Marion R. Moore, M.D.,  
\$15<sup>00</sup> Stephen R. Lankton, M.S.W.,  
Sandra L. Sylvester, Ph.D.  
(2 tapes - The second tape is 30 min.)
- K325 The Language of Ericksonian Hypnosis**  
I-6 Kay F. Thompson, D.D.S.  
\$9<sup>00</sup> Norman W. Katz, Ph.D.
- K325 Ericksonian Therapy**  
I-7 Herbert S. Lustig, M.D.  
\$9<sup>00</sup>

ALL 8 INTERMEDIATE TRACK TAPES  
ONLY \$60.00\*

## ADVANCED TRACK

- K325 Assessment as Intervention**  
A-1ab Bill O'Hanlon, M.S. (2 tapes)  
\$18<sup>00</sup>
- K325 Advanced Induction**  
A-2ab Kay F. Thompson, D.D.S. (2 tapes)  
\$18<sup>00</sup>
- K325 Trance and Action**  
A-3ab Michele Ritterman, Ph.D. (2 tapes)  
\$18<sup>00</sup>
- K325 Binds, Paradox and Indirect Suggestion**  
A-4ab Stephen R. Lankton, M.S.W.,  
Carol H. Lankton, M.A. (2 tapes)  
\$18<sup>00</sup>
- K325 How to Teach Hypnosis and Self-Hypnosis**  
A-5ab Norman W. Katz, Ph.D. (2 tapes)  
\$18<sup>00</sup>
- K325 The Confusion Technique**  
A-6ab Jeffrey K. Zeig, Ph.D.,  
\$18<sup>00</sup> Stephen G. Gilligan, Ph.D. (2 tapes)
- K325 Psychological Approaches to Pain Management**  
A-7ab Joseph Barber, Ph.D. (2 tapes)  
\$18<sup>00</sup>

ALL 14 ADVANCED TRACK TAPES  
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# BOOK REVIEWS

## TRANCEWORK: An Introduction to Clinical Hypnosis

by Michael D. Yapko, Ph.D.

Published by Irvington Publishers, Inc.,  
551 Fifth Avenue, New York, NY 10017

**TRANCEWORK: An Introduction to Clinical Hypnosis** is an extremely well-written, comprehensive introductory text on the subject of clinical hypnosis. Yapko takes hypnosis out of the realm of the mystical and ritualistic formal induction and defines it in the broader context of communication and interpersonal influence.

**TRANCEWORK** begins with a chapter explaining misconceptions about hypnosis, and ends with a discussion of ethical issues. In between are discussions and advice on subjects such as structuring suggestions, hypnotic communication patterns, formal inductions, and resisting resistance.

While Yapko presents the broad spectrum of hypnotic communication techniques, the influence of the Ericksonian strategic approach is very much evident. However, rather than limiting the book to one particular approach, the author presents both direct and indirect methods, complete with examples and advantages and disadvantages for each approach.

This is an excellent book for the clinician who is interested in expanding his range of communication skills, with or without the induction of formal trance. It is geared to the beginning hypnoterapist, but contains valuable information for the more advanced clinician. The author explores trance work theoretically, but also includes specific examples of how to translate theory into practice. Each chapter is followed by discussion questions, and a list of "things to do" which provides an important adjunct to the readings.

Perhaps the greatest strength of *trancework* is that it presents hypnotic communication as a useful tool for all psychotherapists, and explains this approach in clear, concise, and understandable language.

—Reviewed by Sandra A Kutler, M.S.  
The Hudson Center, Omaha, Nebraska

## The Wisdom of Milton H. Erickson

by Ronald Havens

Published by: Irvington Publishers, Inc., 1985.

A book review usually comments on the author's novelty of ideas, clarity of expression, points of controversy, etc. To judge this work by the usual standards would be unfair both to Ron Havens and to future readers. He has edited a collection of ideas to which he imparted his own organization. The concept of the book is original to the author—for the most part the thoughts it contains are not.

This book is a compilation of some of the written ideas of Milton Erickson; these are Erickson's words in Havens' priorities. It may be too comprehensive for some and too scattered for others. However, for those who could use a guidepost for coalescing their own ideas on treatment, this book is a gem. Havens has imparted his understanding of Ericksonian thought in a well-organized manner.

The sections of quotes are sequenced logically. Havens' own comments are included as a prologue to each, and they are this book's greatest strength and weakness. His discussion of utilization, the uniqueness of the individual, and the creation of a climate for therapy should be read periodically by all of us. They are a good antidote for professional smugness. Havens clarifies the often muddled relationship between hypnotherapy and psychotherapy by emphasizing the common treatment principles involved. The section on hypnotherapy avoids bogging down in technique and I, for one, was glad.

One weakness was the discussion of "objective" reality which seems the antithesis of Erickson's idea of the unique experiential life of each patient. Also, comments about therapy as "pushing the perceptual, emotional... buttons" sounded too mechanistic and are potentially misleading.

Even with these weaknesses, Havens has produced an enlightening, practical, useful anthology of the thought of Erickson. This book is a welcome and unique addition to the library of "Erickson" books. Shelf it next to the *Collected Papers* and use it often.

—Reviewed by John Simpson, Ph.D.  
Charlotte, N.C.

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The articles in the first issue include:

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## BOOK REVIEW

### Modern Clinical Hypnosis for Habit Control

by Charles M. Citrenbaum, Mark E. King,  
and William I. Cohen

\$18.50, 200 pp. W.W. Norton, 1985

It is possible for therapists who use hypnotherapy to build an entire practice treating habit disorders if they so desired, and I know a few who have. Much has been written about the use of hypnosis with the treatment of habit disorders and I can appreciate the authors' efforts to publish a volume devoted to this problem. The authors limit themselves to three major habit disorders—smoking, weight control, and alcohol abuse—although they state the approaches described in the book can be used with other habit problems as well.

Modern Clinical hypnosis for habit control is targeted for health care professionals already experienced in the use of hypnosis. The authors state that "modern clinical hypnosis" refers to hypnosis as defined by Milton H. Erickson, M.D. They caution the reader not to imitate Erickson and that their book should not be read as an attempt to replicate or present his work.

To some extent, I think the authors have succeeded in doing that, not because they have not presented Erickson's work (which they do) but because they present so much of the "NLP model." The book is generously sprinkled with NLP-isms such as "keep sensory channels open," "polarity response," "future pace," "ecological checking," "primary representational system," and "anchoring." Moreover, the authors have apparently adopted an end-justifies-the-means philosophy by stating, "we even lie to patients, and we believe that is OK too as long as it is done for the purpose of helping. . ." (p.14).

Much of the book is devoted to the NLP techniques of "pacing," "anchoring," and six-step "reframing." The authors state that the "reframing" technique is the "heart of the modern hypnotic approach to the treatment of habit disorders" (p.111). They do not indicate any reference to support this view, and I could not find any reference to support this claim in Erickson's work or in any other recent publication on hypnosis. A more accurate statement would be that the six-step "reframing" technique is at the heart of *their* approach to the treatment of habit disorders. To the authors' credit, rather than making extravagant claims, they state that the treatment process may take several sessions over many months. Indeed some of their case studies suggest that the authors do some "blue-collar" work with their patients rather than some "abracadabra presto chango" techniques.

Just as the authors did not reference their view on reframing, other key ideas (sometimes entire chapters) were also unreferenced. They claim to have bad memories for their sources and that "specific ideas (of other authors and teachers) have not been identified as theirs because we have so completely internalized them ourselves" (p. xiii). It was clear to me who the various sources were in their chapters on direct and indirect communication, reframing and metaphors. Surely one of the three authors of this book could also recognize, remember, and give proper credit to the sources of these ideas. On the other hand, the chapters on medical aspects of habit disorders and on variables for success were helpful in terms of emphasizing the need for proper screening and medical management of habit disorders, and in terms of using a variety of resources in treatment.

It would have been beneficial if the authors discussed a wider variety of habit disorders, including some of the more common childhood variety like enuresis and nailbiting. They also could have discussed a broader range of hypnotic treatment approaches instead of emphasizing NLP "reframing" so much. As I read the book at times I had the feeling the authors and I had attended the same workshops (perhaps even at the same time) since some of the authors' anecdotes and illustrations were the same ones I heard at workshops held by Paul Carter and Steven Gilligan, and Richard Bandler and John Grinder. Overall, the book could be more useful to novice practitioners of hypnosis rather than to the experienced hypnotherapist who might regard it as a limited review of hypnotic approaches to the treatment of habit disorders.

—Reviewed by David A. Broaddus, MSW

## Ongoing Training Series

Paul Lounsbury, M.A., Nancy Winston, C.S.W., and John Patten, M.D. are offering an ongoing seminar in New York City entitled "Synapse, Psyche and System." It involves an integration of Ericksonian and Milan approaches (among others) to provide a comprehensive model for therapeutic change that is beyond either individual or family therapy. For more information, contact Lounsbury or Winston at 1 West 67th Street, New York, NY 10023, (212) 362-3548.

Reid Wilson, Ph.D., will be offering 2 advanced series of trainings in Chapel Hill and Asheville, North Carolina this fall and next spring. For more information, contact Alice Jeffries, Southeast Institute, 103 Edwards Ridge, Chapel Hill, NC 27514, (919) 929-1171.

### —Special Announcement— The Ericksonian Monographs

The second issue of the Ericksonian Monographs is dedicated to the theme: "A Comparison of Approaches: Brief and Family Therapy." Contact editor Steve Lankton (P.O. Box 958, Gulf Breeze, FL 32561-0958) for "Advice to Authors" and/or to submit manuscripts.

The first issue will be published in November, 1985 by Brunner/Mazel and entitled *Ericksonian Monographs: Number 1. Elements and Dimensions of An Ericksonian Approach.*

## Media of Note

The American Journal of Clinical Hypnosis has published items of interest to readers of this newsletter in three recent issues. Volume 27, No. 3, January 1985 had three items: "Metaphoric Hypnotic Imagery in the Treatment of Functional Amenorrhea," by Onno Van der Hart (pp. 159-165); a book review by Joseph Barber of *Experiencing Hypnosis* (pp.185-188); and a review by John Beahrs of *Healing in Hypnosis*. James R. Friction and Peter Roth published a study comparing "The Effects of Direct and Indirect Hypnotic Suggestions for Analgesia in High and Low Susceptible Subjects," in Vol. 27, No. 4, April 1985 (pp. 226-231). Two articles related to Ericksonian approaches were published in Vol. 28, No. 1, July 1985: "Indirect Hypnotic Therapy of Nyctophobia: A Case Report," by J. Adrian Williams (pp. 10-15), and "The Use of Hypnosis and Paradox in the Treatment of a Case of Chronic Urinary Retention/'Bashful Bladder,'" by Gerald J. Mozdierz (pp.43-47).

Ron Havens book, *The Wisdom of Milton H. Erickson*, was an alternate selection in July 1985 for the Behavioral Science Book Service.

*Questions and Answers in the Practice of Hypnosis*, edited by Bernie Zilbergeld, M. Gerald Edelstein, and Daniel Araoz (published by Norton Professional Books in March 1986-\$34.95), contains material on Erickson's approaches.

Brunner/Mazel has published *A Path With a Heart: Ericksonian Utilization with Resistant and Chronic Clients* by Yvonne M. Dolan. There is a foreword by Jeff Zeig.

Norton has published a book by Lee Wallas entitled *Stories for the Third Ear: Using Hypnotic Fables in Psychotherapy*, \$17.95. Sid Rosen provides a foreword for the book.

*Ericksonian Psychotherapy Volumes I and II*, the proceedings of the 1983 International Congress on Ericksonian approaches to hypnosis and psychotherapy was a main selection in August, 1985 for the Behavioral Science Book Service.

Herb Lustig has co-authored a book with one of his patients describing her successful therapy with him, wherein she confronts her madness and finds her way back to sanity. It was published by William Morrow and Co. on August 28, 1985. Entitled *Tea with Demons*, the main author is Carol Allen. It is priced at \$17.95. Look for a review in a future issue of this newsletter.

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