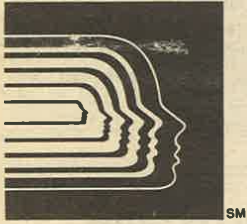


The First Comprehensive Conference on Brief Therapy Dec. 7-11, 1988 — San Francisco



The Milton H. Erickson Foundation NEWSLETTER

Micheal D. Yapko, Editor / 2525 Camino del Rio S., Suite 265 / San Diego, CA 92108

— BOARD OF DIRECTORS —

Jeffrey K. Zeig, Ph.D. President
Kristina K. Erickson, M.D. ... Vice President
Elizabeth M. Erickson Secretary
Sherron S. Peters Treasurer

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

Vol. 8, No.2

Summer 1988



Strollers in the Battery East area of the Golden Gate National Recreation Area will behold views of the Golden Gate Bridge and the Marin headlands beyond. Located just below the bridge overlook, the park offers miles of hiking trails as well as picnic tables and an observation platform.

San Francisco Offers 'Magic' Meeting Site

There may be other cities in the country with a special charm, but few can compare to the magic of San Francisco.

At any time of day, The City looks good. No matter what the weather, The City feels the way you want a city to feel. You look out a window at the skyline and you get an image of power but a sense of serenity.

San Francisco will serve as the meeting city of the Fourth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy, with the San Francisco Hilton on Hilton Square serving as the meeting hotel. The newly-refurbished hotel provides a central location to meeting attendees wishing to explore the sites of San Francisco. Located two blocks from Union Square, the Hilton is surrounded by some of the most well-known areas of San Francisco. Within walking distance of quality shopping, restaurants, and clubs, the Hilton offers comfortable, attractive meeting space and luxurious sleeping rooms.

The Hilton has extended special rates to Congress attendees: single rooms are \$59.00, and doubles are \$66.00 per night. A \$20.00 charge for each extra person in a room will be assessed. Suites are available at 50 percent off the prevailing rate.

Hotel reservation forms will be sent to registrants with other information later in the summer.

While many Ericksonian-oriented therapists may miss Phoenix in December,

it may interest them to know that San Francisco is listed as one of the four sunniest major cities in the United States. Temperatures seldom drop below 45 degrees in San Francisco, and high temperatures average about 75 degrees. Those attendees from the desert southwest may notice the chill more than someone from the east, but the beauty of The City more than makes up for a little cold weather. The attractions in San Francisco are numerous, and attendees to the Brief Therapy Conference may want to arrive before the meeting or stay on for a few days following meeting events to take advantage of the activities.

San Francisco will provide a memorable setting for Congress attendees; The Erickson Foundation will provide a memorable program.

Interview

An Interview with Stephen Gilligan, Ph.D.

Stephen G. Gilligan received his doctorate in psychology from Stanford University. He studied with Milton H. Erickson M.D., for more than four years.

Dr. Gilligan's book on Ericksonian psychotherapy, entitled *Therapeutic*

continued page 3

Plans Taking Shape for Fourth Congress

Plans for the Fourth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy are well under way.

The meeting, sponsored by The Milton H. Erickson Foundation, Inc., begins Wednesday, Dec. 7, 1988, and continues through Sunday, Dec. 11, 1988, at the San Francisco Hilton on Hilton Square in San Francisco, Calif. A renovation of the entire hotel has been completed. Offering 1,911 guest rooms and 171 suites, the hotel provides a perfect setting for the meeting entitled, "Brief Therapy: Myths, Methods and Metaphors." Located in the heart of San Francisco, the hotel is two blocks from Union Square, and other famous landmarks and activities are within walking distance.

Reservations for sleeping rooms at the hotel must be made by Nov. 10, 1988. Rates are \$59 for a single, \$66 for a double. Another \$20 will be assessed for each additional person staying in a double room.

Registration deadline for attendees is September 30, 1988. Cost is \$300 for pro-

fessionals, and \$200 for full-time graduate students. Foreign registrants' fees are \$225 U.S. (professional) and \$150 U.S. for full-time graduate students.

Brochures regarding the Congress are available from the Milton H. Erickson Foundation. A registration form also appears in this issue of *The Newsletter*.

Faculty at the 1988 Congress will provide workshops, panel presentations, short courses, small-group practica, demonstrations, conversation hours, group inductions, dialogues and triologies. Some 32 hours of continuing education credit will be provided.

Keynote presentations will be given by Jay Haley, Arnold Lazarus and Cloe Madanes. Each keynote presenter was featured at the landmark Evolution of Psychotherapy Conference in 1985.

For information about the Congress, please write or call the Milton H. Erickson Foundation, 3606 N. 24th Street, Phoenix, Arizona 85016 U.S.A.; (602) 956-6196.

SAN FRANCISCO Convention and Visitors Bureau



The San Francisco skyline showing from left the Bay Bridge, the financial district, Nob Hill and Russian Hill with Alcatraz in the foreground.

The Milton H. Erickson Foundation, Inc.
3606 N. 24th Street
Phoenix, Arizona 85016
U.S.A.

Non-Profit Org.
U.S. Postage Paid
Phoenix, Arizona
Permit No. 813

Linda Carr
McThrall



Notes From The Foundation

The Milton H. Erickson Foundation is seeking information about graduate programs with faculty members who are interested in Ericksonian methods or graduate courses featuring Ericksonian approaches.

The Foundation frequently receives inquiries about such faculty or if there are specific courses available on Ericksonian techniques. If readers have information about programs or courses, please contact The Milton H. Erickson Foundation, 3606 N. 24th Street, Phoenix, Arizona 85016; (602) 956-6196.

* * *

Kay Thompson, D.D.S., a member of the Erickson Foundation faculty, is president-elect of the Pennsylvania Dental Association. She also is a full member of the Board of Trustees of the University of Pittsburgh. Our Congratulations!

* * *

The Erickson Foundation co-sponsored a workshop with The Family Therapy Institute of Washington, D.C., featuring Cloe Madanes and Jay Haley.

The co-directors of the Institute presented a program entitled, "Abuse in the Family: Sexual, Physical and Drugs: A Strategic Therapy Workshop." The nearly 150 attendees of the two-day workshop expressed much enthusiasm. The two presenters are keynote speakers for the upcoming Fourth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy.

The April workshop was held in Phoenix, Ariz.

* * *

Summer will be a good time to visit the Erickson Foundation Archives. As we get closer to the Congress meeting dates, the Archives will be closed for several weeks. There is a \$5 per hour fee to view videotapes or listen to audiotapes. Eligible professionals and full-time graduate students may make appointments to use the Archives between 9 a.m. and 4 p.m. Monday through Friday. Contact the Erickson Foundation, (602) 956-6196.

* * *

Publicity flyers for the Brief Therapy Conference are available for distribution. If you would like to help publicize the meeting, contact the Foundation and flyers and brochures will be sent to you. We appreciate your support of Foundation activities.

Stephen Gilligan, Ph.D., has been named co-editor of the Proceedings of the 1988 Erickson Congress. Dr. Gilligan will be working with Jeffrey K. Zeig, Ph.D., on the book. Dr. Gilligan has served as an Erickson Foundation meeting faculty member since 1980.

Michael
Yapko



Notes From The Editor

Okay, go ahead and pretend the new format for the newsletter is of no consequence. Pretend it doesn't make a difference to you whether there is more good stuff to read or not. This is the second issue of the newsletter in its new format, and I'm still awaiting the verdict of the readers from the first one. So, what do you think?

I'd like to clarify the newsletter publishing schedule. The newsletter is published three times per year. The closing dates are April 15, August 15, and December 15. This means all items to be included must be sent by those dates. The newsletter is posted approximately six to eight weeks later. As always, send all advertising directly to the Foundation in Phoenix. Training events, announcements and other information should be sent directly to me.

Last, I'd like to inform you of my new address effective immediately. It is 2525 Camino Del Rio South, Suite 265, San Diego, Calif. 92108. My phone number remains the same: (619) 295-1010. Direct all newsletter correspondence to me at this address.

— Michael D. Yapko, Ph.D.

Michael
Liebman



Notes From The Center

The Milton H. Erickson Center for Hypnosis and Psychotherapy has been open for nine months and we continue to progress. We had a staff retreat in February to discuss what we had learned about Ericksonian psychotherapy to date. The result was the beginning of a psychotherapy model which reflects the clinical work we are doing at the Center. Staff members presented video tapes of their Team Brief Psychotherapy Projects, and we began to synthesize some of the common elements from the successes and failures from that experience. We are continuing to refine the work as we go along and plan to present the model at the December meeting in San Francisco.

Center staff members currently are conducting an eight-week training program in clinical hypnosis for the staff of a Phoenix counseling group. Didactic presentations, small group exercises and live supervision with clients are the components of this somewhat ambitious program. It is going very well. Multiple-Operator Induction has been used as a training method and appears to be a valuable learning approach. This strategy seems to reduce performance anxiety, increases the likelihood of successful inductions for beginners and provides for increased cooperation and processing. We are pleased with the results and will continue to experiment with Multiple-Operator Induction as a training tool.

The Center is offering a new training program beginning this Fall (see ad page 10). We have developed a three-level program. Level 1 is short-term workshops and 12-16 week clinical supervision programs. These will be held at the Center and conducted predominantly by Center staff. We also will invite other practitioners not on staff to provide training in areas where they have outstanding resources to contribute. Level 1 programs are open to those who meet the eligibility requirements for the Erickson Foundation (see page 6). Level 2 is a one-year clinical supervision program leading to comprehensive competency in Ericksonian Psychotherapy. It will include approximately 150 hours of supervision and special projects. Practitioners must apply for acceptance to Level 2. Level 3 is a 6-12 month internship in which practitioners will serve as members of the Center staff

and receive ongoing supervision. We also will be offering one-, two- and four-week intensive training programs in 1989 for those interested in coming to Phoenix.

The Center staff also is available to provide specialized training programs for organizations and groups anywhere in the United States and overseas. Anyone interested in further information regarding these programs, may contact Michael Liebman at the Center, 3618 N. 24th Street, Phoenix, Arizona 85016; (602) 956-6795.

Corrections

In the previous edition of *The Newsletter*, the interview with David Cheek contained a quote from him in which he described the positive influence on him of Ferenc Volgyesi and his wife, Galina Solovey. In fact, the two are not and never were married.

* * *

In an earlier edition of *The Newsletter* (Vol.7, No.3), a note was made about a generous donation to the Erickson Foundation. A "thank you" was extended to Laurel Elizabeth Erickson. Laurel Elizabeth's last name is Klein. She is the daughter of Alan and Roxanna Klein, and the granddaughter of Elizabeth Erickson and the late Milton H. Erickson.

We apologize for the error.

STEPHEN LANKTON & CAROL H. LANKTON

On Pensacola Beach,
Florida



"Enchantment and Intervention In Therapy"

Five-Day Basic Intensive

July 9-13, 1988

Sept. 7-11, 1988

Nov. 16-20, 1988

Feb. 8-12, 1989

Tuition \$425

CE credits (3.0) - Psych, MF, SW, MHC

Eligibility: Masters or Doctorate in Mental Health Disciplines.

Three Advanced Training Days

Level 2 — or — Level 4

Sept. 14-16, 1988

Sept. 14-16, 1988

Tuition \$250

CE credits (1.8) - Psych, MF, SW, MHC

Eligibility: Level 2 - five days previous Lankton training since 1984; Level 4 - must have attended Lankton's previous advanced training.

For information & registration, contact: Carol H. Lankton, P.O. 958, Gulf Breeze, FL 32561, USA. (904) 932-6819.

PAID ADVERTISEMENT

Interview *continued*

Trances, was published by Brunner/Mazel, in 1987. His other publications include articles and chapters on learning, memory, emotion and hypnotherapy.

Dr. Gilligan has been conducting training in Ericksonian psychotherapy since 1975. He has been a major faculty member at all the Congresses and Seminars organized by the Erickson Foundation.

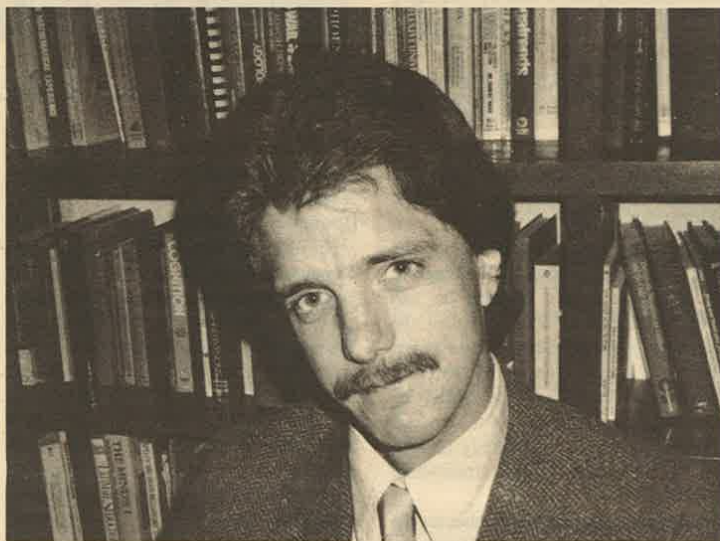
Dr. Gilligan is especially well known and respected for his ability to teach theory and practice in a comprehensive, experiential, humorous and caring fashion. He is considered by many to be among the most creative and insightful practitioners of Ericksonian approaches. This interview was conducted by Michael Yapko in January 1986 at Stephen Gilligan's home in San Diego.

Y—Let's start out with some biographical background.

G—If what you want to know are some [biographical] things that are relevant to my development in Ericksonian hypnotherapy, I grew up in a very Catholic family in San Francisco. It was a family where there was a lot of hypnotic communication going on very early — quite a bit of intense nonverbal communication without any verbal commentary. I grew up in an alcoholic family. Between the intense Catholicism and the alcoholism, I think my interest in hypnosis started very early, at least in part trying to figure out what people were doing with their nonverbal behavior that wasn't being commented on verbally. I came into adolescence in San Francisco in the late sixties, and that, of course, was a peak time of the counter culture. There was quite a bit of interest in exploring new ideas and new frames of reference. So, I think, in part, I'm a product of that era as well.

Historically, I always wanted to be a psychologist. I had an image very early in my life that I wanted to be something that I now know has the word "psychologist" attached to it. I was oriented to exploring the psychological aspects of people particularly from an intensely experiential or hypnotic point of view.

I went to the University of California at Santa Cruz as an undergraduate. After about a year of not quite knowing what to do, I met up with John Grinder, who was assistant professor of linguistics at Santa Cruz. Shortly thereafter, I met up with Gregory Bateson. This was a time when Grinder was just getting into the therapy field. He had just recently met [Richard] Bandler, and my own curiosity and interest led me to start studying with them rather intensely, and concomitantly with Bateson. A light bulb went off in my head that this is what I had dreamt about — exploring questions like: How do people communicate? How do people create realities? How can you change those realities? I had an opportunity to study with Bandler, Grinder, and Bateson at Santa Cruz, and about a year into that studying, which was 1974, Bateson referred Bandler and Grinder to Erickson in Phoenix, noting that if they really wanted to learn anything about communication, Erickson was the person to study. Bandler and Grinder went out there the first time and when they came back they brought the book *Advanced*



Stephen Gilligan, Ph.D.

Techniques of Hypnosis and Therapy, the book Haley edited. It had a very profound impact on me, because it seemed to connect to something very deep inside of me. I think in the couple of years after, 18 hours a day my mind was occupied almost entirely with hypnosis and Milton Erickson. The second time Bandler and Grinder went to Phoenix, which I think was late 1974, they took me and a couple of other students along with them. I was deeply impressed and attracted to Erickson as a teacher, and I asked if I could come back and study with him, and he agreed. So, I began to go out there for four or five day periods, like other people at that time, to just sit with him, ask

him questions, and experience demonstrations. About that time when I started studying with Erickson, there was a growing sense of disconnection, I think, between Bandler, Grinder and Erickson. I think that was particularly true of Bandler and Erickson.

Y—Can you back up a little bit and talk about what was happening with Bandler and Grinder and the Neurolinguistic Programming model? For many people, their first awareness of you was through the dedication in the book, *The Structure of Magic*. What was your involvement in the Neurolinguistic Programming? How do you look at that model?

Lewis Wolberg, M.D.: In Memorium



Lewis Wolberg, M.D.

Lewis Wolberg, M.D., a member of the faculty of the landmark 1985 Evolution of Psychotherapy Conference, died in February, 1988, in his home in Mexico. He was 82.

Dr. Wolberg received his M.D. degree from Tufts College Medical School in 1930. He became a diplomate of the American Board of Psychiatry and Neurology in 1936. Wolberg practiced psychiatry and psychotherapy for more than 40 years. He was certified by the American Institute of Psychoanalysis in 1943. For 14 years he served as Clinical Professor of Psychiatry for the New York University Medical School.

Wolberg was a member of the editorial board of numerous journals including the *American Journal of Clinical Hypnosis*, the *International Journal of Experimental and Clinical Hypnosis*, and the *Journal of the American Academy of Psychoanalysis*. He was a founding Fellow of the American Academy of Psychoanalysis and a Life Fellow of the American Psychiatric Association. Wolberg also founded and became Dean of the Postgraduate Center for Mental Health in New York City, which is one of the major training institutes in New York. Wolberg was the author of many books and articles on psychotherapy, hypnosis, group therapy, psychosomatic disorders, and psychoanalysis.

An eclectic practitioner, Wolberg advanced the field of hypnosis. His books are recognized as classics in the field of medical hypnosis and hypnotherapy. Dr. Milton H. Erickson held him in high esteem. An early volume, *Hypnoanalysis* (Grune & Stratton, 1945) was personally inscribed by Dr. Wolberg as follows: "To Milton H. Erickson, with deepest gratitude for having inspired this contribution." In 1964, a Second Edition of this work was published, greatly enlarged and revised. The copy in Erickson's library is inscribed: "To Milton Erickson. In deep appreciation for his fruitful, creative, pioneer contributions to hypnosis and hypnoanalysis which inspired the writing of this book. Lewis Wolberg 6/10/64."

Dr. Wolberg authored a definitive two-

G—Well, it wasn't Neurolinguistic Programming when I was involved with them. This was the mid-seventies and I believe it wasn't until 1977 that the term "NLP" was the word used to describe their activity. I was with them during the days of *The Structure of Magic I and II* and *Patterns of the Hypnotic Techniques of Milton H. Erickson, I and II*. I think while people talk in one breath about Bandler and Grinder, I think of them mostly as two different people. My experience with them intensely affected my life. I found them brilliant and exciting. I found they stimulated a lot of things in me and encouraged me to be all that I could be. I never had teachers that had quite done it in as supportive a way as they did it. I liked a lot of their ideas. The idea most central in their teaching, at least in my experiencing their teaching, was that people can change and that you can do things to people that can allow people to change. That was incredibly exciting for me. It was like a breath of fresh air. I think, and this is purely a personal point of view, that they changed — like all of us do. Their direction and orientation became quite different from mine, and so between that and my growing connection with Erickson, I basically faded out of connection with Bandler and Grinder in 1977.

Y—Then you started a closer affiliation with Erickson. Can you describe your first impressions of Erickson and then what your impressions were as you got to know him?

G—My first impression of Erickson was from reading the books. And what I got was an image of somebody who was in-

continued page 7

volume publication entitled, *Medical Hypnosis* in 1948. Volume One is subtitled, *Principles of Hypnotherapy*, and Volume Two, *The Practice of Hypnotherapy* (Grune & Stratton).

Wolberg's interest in hypnosis continued through the years. In 1972, he published a book on hypnosis for the educated layman, *Hypnosis, Is It For You?* (Harcourt, Brace, Jovanovich).

Dr. Wolberg not only published in the field of hypnosis, he wrote widely in the field of psychotherapy. One of his most influential books was the authoritative, *The Technique of Psychotherapy* (Grune & Stratton), a volume of almost 900 pages, which was published in 1954.

Wolberg also published outside of the clinical sciences. He was an avid photographer and especially talented at microphotography. His hobby combined his love of science and art. Dr. Wolberg's photographs are in the permanent collections of many museums. He also published a book called *Micro-Art: Art Images in a Hidden World*.

Dr. Wolberg was a distinguished gentleman and an inspiration to colleagues and students. He will be greatly missed.

The Milton H. Erickson Foundation extends condolences to Mrs. Arlene Wolberg and other members of the Wolberg family.

— Jeffrey Zeig, Ph.D. and Elizabeth Moore Erickson, B.A., for the Milton H. Erickson Foundation

Keynote speakers to highlight Brief Therapy techniques, ideas

The keynote speakers at the December 7-11, 1988, conference, "Brief Therapy: Myths, Methods, and Metaphors," bring a diverse background of ideas on the subject.

Jay Haley, Arnold Lazarus and Cloé Madanes will present their views during the week, offering thought-provoking material for attendees at the Fourth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy.

The Milton H. Erickson Foundation is pleased to host these three distinguished professionals.



Jay Haley

Jay Haley (M.A., Stanford, 1953) has spent more than 30 years in the practice of psychotherapy, concurrent with vital research work and landmark contributions to the literature of the field both in full-length books and journal articles.

Uncommon Therapy, perhaps his most sterling achievement, was published in 1973. Of particular interest to Ericksonians is the tireless effort he expended in editing *Advanced Techniques of Hypnosis and Therapy: Selected Papers of Milton H.*

Erickson (printed in 1968 by Grune and Stratton), and *Conversations with Milton H. Erickson, M.D.* (Volumes 1, 2 & 3, Triangle Press, 1985).

Haley currently is Co-Director of the Family Therapy Institute of Washington, D.C. Previous to the position he was Clinical Professor of Psychology at the University of Maryland for seven years, Director of Family Therapy Research at Philadelphia Child Guidance Clinic for seven years, and Director of a five-year research project on "The Family Experiment" at the Mental Research Institute of Palo Alto.

Haley served as a faculty member for the Evolution of Psychotherapy Conference, as well as for earlier Ericksonian congresses.

Haley's keynote presentation is "Why Not Long-Term Therapy?"



Arnold Allan Lazarus

South African born and educated, Arnold Allan Lazarus (Ph.D., University of Witwatersrand, Johannesburg, South Africa, 1960) now is professor of graduate

studies in Applied and Professional Psychology at Rutgers University and consultant to the Veterans Administration Hospital in Lyons, New Jersey.

His illustrious career spanning more than 25 years involves treatment of countless individuals, couples, families and groups, culminating in the founding of Multimodal Therapy Institutes in five states.

Lazarus' professional expertise is sought as an editorial board member for 10 professional journals. He has published five books and co-authored two others. He is a Fellow of the American Psychological Association and the American Orthopsychiatric Association.

Lazarus served on the faculty of the 1985 Evolution of Psychotherapy Conference.

His keynote presentation is entitled, "Brief Psychotherapy: The Temporal Factor."



Cloé Madanes

Most noteworthy for her significant achievements in the field of family therapy, Cloé Madanes was born and educated in

Buenos Aires, Argentina (Licenciada in Psychology, Facultad de Filosofía y Letras, Buenos Aires, Argentina, 1965).

Her influential career in the practice of psychology has included supervision and training of many family therapists and psychiatric students, particularly at the University of Maryland and as Director of Research and Training at the Family Therapy Institute in Rockville, Maryland.

She served as principal investigator for significant research into "The Interaction of Families of Heroin Addicts." In addition, she has two widely-read books to her credit, *Behind the One-Way Mirror* and *Strategic Family Therapy*, as well as a number of journal articles focusing on the family. Ms. Madanes currently is Co-Director and Supervisor of Therapy at the Family Therapy Institute of Washington, D.C.

Ms. Madanes was the second-youngest member of the Evolution of Psychotherapy Conference faculty.

Her keynote address is entitled, "Strategies and Metaphors of Brief Therapy."

It's always much better to have patients make important suggestions to themselves.

(Erickson & Rossi, 1979, p. 285)

Hypnosis, facilitating as it does a receptiveness and a responsiveness to ideas, is of value in every aspect wherein instruction, advice, counsel, guidance, direction, reassurance, comfort, and all those manifest values of interpersonal relationships are so significant. [circa 1950's]

(In Erickson, 1980, Vol. IV, chap. 21, p. 228)

Diverse Faculty Featured in December

Several professionals representing different schools of psychotherapy are on the agenda of December's Brief Therapy conference.

Among those practitioners are Peter Sifneos, M.D., and Hans H. Strupp, Ph.D. Adding a new dimension to the proceedings, Sifneos and Strupp are helping create communication between these different schools.

Peter Emanuel Sifneos

Peter E. Sifneos (M.D., Harvard Medical School, 1946) will bring to San Francisco his expertise on "Short-Term Anxiety Provoking Psychotherapy (STAPP)," a process he developed.

As a faculty member of the Brief Therapy Conference in December, Dr. Sifneos will present an address and a workshop on the subject.

Dr. Sifneos was born in Athens, Greece, emigrated to the United States to pursue his postgraduate studies and later became a naturalized U.S. citizen.

After graduation from Harvard Medical School, Dr. Sifneos continued a long, illustrious relationship with his colleagues there. He was named full professor of psychiatry in 1974.

He has authored three books: *Ascent from Chaos*; *Short-Term Psychotherapy and Emotional Crisis*; and *Short-Term Dynamic Psychotherapy*. He also has written more than 100 journal articles and scholarly papers.

Dr. Sifneos is a Diplomate of the National Board of Medical Examiners and is certified in Psychiatry by the American Board for Psychiatry and Neurology. He is a member of nine professional organizations, a Fellow of the Royal Society of Medicine and Vice President of the Inter-

national Federation of Medical Psychotherapy.

Hans H. Strupp

Hans H. Strupp's presentation at the Brief Therapy Conference will include an address entitled, "Training of Therapists in Time-Limited Dynamic Psychotherapy." He will present a workshop with the same title.

Drawing on the extensive investigations of the Vanderbilt University Center for Psychotherapy Research, Strupp will discuss their approach to Time-Limited Dynamic Psychotherapy (TLDP). Major research results obtained by his research group will be summarized and the promise and limitations of psychodynamic psychotherapy — both open ended and time-limited — will be pointed out. The

overriding need for realistic appraisals of what psychotherapy can accomplish will be emphasized.

Dr. Strupp (Ph.D., George Washington University, 1954) is a Distinguished Professor of Psychology at Vanderbilt University, Nashville, Tennessee. He is a recipient of numerous awards, including the American Psychological Association's Distinguished Professional Contributions to Knowledge Award, the Society of Psychotherapy's Distinguished Career Contribution Award, and Vanderbilt University's Earl Sutherland Prize for Research.

Strupp has authored approximately 250 articles, book chapters, and reviews. He has written, coauthored, or edited eight books in the field.

PREDICATE MATCHING

Editor:

I recently read an article of importance to the Ericksonian community which should be called to the attention of your readership. Sharpley (1987) has reviewed the literature on predicate matching as an aid to developing empathy, and finds that most studies do not support either the notion that people have consistent preferred representational systems or that predicate matching is an important variable in developing empathy.

Since we who practice Ericksonian psychotherapy may have been influenced by NeuroLinguistic Programming, I think a review of this literature may be useful in testing our assumptions. When one attends any NLP workshop, a great deal is made of matching client predicates and learning what the eye movements are presumed to indicate about underlying neuro-psychological processes. Sharpley's review suggests that we may have been hoodwinked about the validity of these concepts. It seems to me that his review is saying (between the lines) that what is valuable in NLP is not new and what is new is not valuable.

Since you, dear editor, are the author of an important study of predicate matching (Yapko, 1981), could we have your comments on this issue?

Sincerely yours,
— Lynn D. Johnson, Ph.D.

Sharpley, C.F. (1987). Research findings on neuro-linguistic programming: Nonsupportive data or untestable theory? *Journal of Counseling Psychology*, 34, 1: 103-107.

Yapko, M.D. (1981). The effect of matching primary representational system predicates on hypnotic relaxation. *American Journal of Clinical Hypnosis*, 23, 169-175.

Conference Announcements

The Milton H. Erickson Foundation is organizing the Fourth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy, to be held December 7-11, 1988, in San Francisco. The Congress theme is "Brief Therapy: Myths, Methods, and Metaphors." More than 100 leading practitioners will participate as they address issues and techniques of brief therapy. See the display ad in this newsletter for further information.

* * *

The 11th International Congress on Hypnosis and Psychosomatic Medicine will be held August 13-19, 1988, in the Hague, The Netherlands. Special addresses will be presented by Frederick J. Evans, Ph.D.; Ernest Hilgard, Ph.D.; Martin T. Orne, M.D., Ph.D.; Karin Olness, M.D.; Hans J. Eysenck, Ph.D.; and David Collison, MBBS.

There will be a scientific program consisting of symposia and a workshop pro-

Dear Dr. Johnson,

Thank you for your letter. The article by Sharpley appearing in the *Journal of Counseling Psychology* (Vol. 34, No. 1, pp. 103-107) in which he reviews the NLP literature on the matching of primary representational system (PRS) predicates is a valuable critical analysis. Perhaps the original concept was oversold — or overbought. The NLP literature abounds with sensational claims, turning some people off, I think. Such claims raise questions that might be appropriate for research. However, it is often difficult to objectify claims regarding subjective experience. Objectivity-seekers dislike things like hypnosis, too. After decades of countless research studies and heated debates, "basic" questions remain unanswered, e.g. "What is a trance state?" "Do trance states even exist?" "Can someone be made to act antisocially under hypnosis?"

I'm glad that my 1981 study was referred to by Sharpley as "the most sensible research project in the current literature," but it, too, is quite limited. A PRS is not a fixed label a person wears. It is a dimension of experience that shifts from context to context, internal state to internal state. Identifying a client's PRS becomes useful only when attempting therapeutic influence at a given point in a client's subjective experience. Thus, when someone says "I'm a visual," or "I'm a kinesthetic," the concept of a PRS is being misapplied. This observation is not yet well addressed in the literature, so studies that approach one's PRS as a fixed property of the person will be less able to objectify its existence or value. — Ed.

An additional critique of NLP concepts, including the idea of a PRS appears in *Enhancing Human Performance: Issues, Theories and Techniques*, D. Druchman and J. Swets (Eds.), National Academy Press, 2101 Constitution Ave. N.W., Washington, D.C. 20418.

gram. Participating Erickson Foundation faculty include Andre Weitzenhoffer, Ph.D.; Kay Thompson, D.D.S.; and Michael D. Yapko, Ph.D.

For further information contact the Congress Secretariat, P.O. Box 16065, 2301 GB Leiden, The Netherlands.

* * *

The Milton H. Erickson Institute of San Diego is organizing its Fifth Annual San Diego Conference on Hypnotic and Strategic Interventions, to be held March 3-5, 1989. A 5-day pre-conference clinical hypnosis training with Michael Yapko also will be held. The conference format will be entirely multiple half-day workshops with leading practitioners. Confirmed faculty to date include Jeffrey K. Zeig, Stephen Gilligan, John J. Koriath, David L. Higgins, Brita A. Martiny, and Michael D. Yapko. For information, contact the Institute: 2525 Camino Del Rio South, Suite 265, San Diego, Calif. 92106.

continued page 16

December 7-11, 1988
San Francisco, Calif.

Brief Therapy:
Myths, Methods and Metaphors



SM

with

Keynote Presentations by
Jay Haley, Arnold Lazarus and Cloé Madanes

the fourth
international
congress on **Ericksonian
Approaches to Hypnosis
and Psychotherapy**

sponsored by:
**The Milton H. Erickson
Foundation, Inc.**

REGISTRATION FEES

U.S. Registration Fees:

- \$300 U.S. (\$200 for full-time graduate students*) for registrations postmarked on or before September 30, 1988.
- \$350 U.S. (\$250 for full-time graduate students*) for registrations postmarked on or before November 10, 1988.
- \$400 U.S. for on-site registrations if space is available. (No student discount.)

Canadian & Other Foreign Registration Fees:

- \$225 U.S. (\$150 for full-time graduate students*) for foreign registrations postmarked on or before September 30, 1988.
- \$300 U.S. (\$200 for full-time graduate students*) for foreign registrations postmarked on or before November 10, 1988.
- \$400 U.S. for foreign on-site registration if space is available. (No student discount.)

*Students must provide a certifying letter from their school or department on letterhead stationery indicating proof of full-time student status as of December 1988.

Newsletter Subscribers Deduct \$25.00 from registration fee until July 31, 1988

ELIGIBILITY

The Congress is 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 also is open to professionals with mental health related graduate degrees (e.g., MSW, MSN, MA or MS) from accredited institutions. Applications will be accepted from full-time graduate students in accredited programs in the above fields who supply a letter from their department certifying their full-time student status as of December 1988.

BRIEF THERAPY CONGRESS REGISTRATION FORM

- Enclosed is my registration fee of \$ _____
 - Students Only:** Enclosed is my certifying letter of full-time student status. (This letter is required prior to completion of the registration process.)
- Remit to the Milton H. Erickson Foundation, 3606 N. 24th St., Phoenix, AZ 85016 U.S.A. (602) 956-6196

CHECKS SHOULD BE PAYABLE IN U.S. CURRENCY, drawn on an AMERICAN BANK and made payable to THE MILTON H. ERICKSON FOUNDATION. DO NOT SEND CASH.

We Honor: VISA MASTERCARD

Account Number: _____ Exp. Date: _____

Please complete ALL the information requested below:

Name: _____

Street: _____

City: _____ State: _____ ZIP: _____

Country: _____

Telephone: (day) _____ (evening) _____

Profession: _____

Degree: _____ Major: _____

University: _____

REGISTRATION DEADLINE IS NOVEMBER 10, 1988

Upcoming Training

DATE	TITLE/LOCATION/LEADER	CONTACT
1988		
6/3-5	Ericksonian Hypnotherapy — Advanced Strategies for Beginners; Hamburg, West Germany; J. Zeig.....	1
6/3-5	Healing and Hypnosis; Houston, TX; S. Gilligan.....	2
6/11-12	Solution-Oriented Ericksonian Therapy; Oxford, England; B. O'Hanlon.....	3
6/11-12	Metaphors and Strategies; Paris, France; J. Zeig.....	4
6/15-16	Hypnosis and Habit Control; Tubingen, West Germany; J. Zeig.....	5
6/17-19	Ericksonian Hypnosis and Psychotherapy; Ermatingen, Switzerland; J. Zeig.....	6
6/22-26	Clinical Hypnotherapy; Los Gatos, CA; D. Ross.....	7
7/2-9	Basic Ericksonian Course; Paris, France; J. Godin.....	4
7/10-15	Living Hypnotically; Big Sur, CA; N. Katz and M. Lehrer.....	8
7/14-17	Hypnosis and the Treatment of Pain and Psychosomatic Disease; Los Gatos, CA; H. Fields and D. Ross.....	7
7/15-16	Fundamentals of Ericksonian Hypnosis; Philadelphia, PA; J. Edgette.....	9
7/21-24	Advanced and Supervision Training in Clinical Hypnosis; Los Gatos, CA; D. Ross.....	7
7/24-29	Summer Symposium on Brief Psychotherapy; Palo Alto, CA; MRI Faculty.....	10
8/1-12	Summer Intensive in Clinical Hypnotherapy; Los Gatos, CA; D. Ross.....	7
8/12-14	Accessing Resources: An Intermediate Level Workshop on Ericksonian Hypnotherapy; Santa Cruz, CA; J. Zeig.....	11
8/14-19	11th International Congress in Hypnosis and Psychosomatic Medicine; The Hague, Netherlands; Faculty.....	12
8/18-21	Advanced and Supervision Training in Clinical Hypnosis; Los Gatos, CA; D. Ross.....	7
8/20-27	Intermediate Ericksonian Course; Paris, France; J. Godin.....	4
9/14-18	Clinical Hypnotherapy; Los Gatos, CA; D. Ross.....	7
9/16-17	Ericksonian Psychotherapy; Philadelphia, PA; J. Zeig.....	9
9/16-18	Medical Hypnosis; Hamburg, West Germany; D. Cheek.....	1
9/17-18	Psychotherapies in the Spirit of Erickson; Paris, France; P. Watzlawick.....	4
9/18	Ericksonian Approaches to Pain Control; Philadelphia, PA; J. Zeig.....	9
9/29-10/2	Cosmology and Clinical Hypnotherapy; Los Gatos, CA; D. Ross.....	7

NOTE: The Erickson Foundation lists workshops as a service to Newsletter subscribers. We cannot attest to the quality of training provided in these workshops. A \$10.00 fee is required for each workshop submission.

CONTACT INFORMATION

- Manfred Prior, Dipl. Psych.; Milton H. Erickson Institut Hamburg, Eppendorfer Landstr. 56, 2 Hamburg 20, West Germany; 040- 4 80 37 30
- Seyma Calihman, MSSW; The Milton H. Erickson Institute of Central Texas, 605A Baylor, Austin, TX 78703; (512) 474-9020
- Aphra Peard; 4 Wardley Green Cottages, Milland, Liphook, Hants, GU33 7LY
- Jean Godin, M.D., Ph.D.; Institut Milton H. Erickson de Paris, 28 rue des Ecoles, 75005 Paris, France; 329 83 49
- Dr. Prof. Dirk Revenstorf; Psychologisches Institut, Arbeitsbereich Klinische Psychologie, Gartenstr. 29, D-7400 Tubingen 1, West Germany; (0 70 71) 29
- Teresa Dawson; Immenstall 13, CH-8272 Ermatingen, Switzerland; 072/642524
- Deborah Ross, Ph.D.; Los Gatos Institute, 19845 Skyline Blvd., Los Gatos, CA, 95030; (408) 354-7738
- Esalen Institute, Big Sur, CA 93920; (408) 667-3000; or Marc Lehrer, Ph.D., P.O. Box 7, Davenport, CA 95014; (408) 426-3321
- John H. Edgette, Psy.D.; The Milton H. Erickson Institute of Philadelphia, Rosemont Plaza, 1062 Lancaster Avenue, Suite 8, Rosemont, PA 19010; (215) 525-0223
- Mental Research Institute, 555 Middlefield Road, Palo Alto, CA 94301; (415) 321-3055
- George Ingram; University of California Extension, Cambridge House, Santa Cruz, CA 94064; (408) 429-2761
- 11th International Congress of Hypnosis and Psychosomatic Medicine, P.O. Box 16065, 2301 GB Leiden, The Netherlands

Dissertation Published

A dissertation recently was published by Richard Kenneth Miller, Ph.D., University of Toledo, 1987, entitled, "The teaching techniques of Milton H. Erickson and their implications for teaching for understanding."

The dissertation answers 12 research questions and contains a variety of creative

Ericksonian approaches, including inductions and teaching tales. This research introduces Ericksonian approaches and techniques to teachers in public schools.

For further information, see Dissertation Abstracts International, Volume 48, Number 9, 1988.



Ericksonian Therapy Course Offered at Arizona State

A new Ericksonian Hypnotherapy course will be offered in the fall term of 1988 at Arizona State University in Tempe.

This graduate level class will be taught in the counseling program by Gordon Cuddeby, Ph.D., and Neil Weiner, Ph.D., utilizing didactic and experiential methods based on a model developed by The Milton H. Erickson Center for Hypnosis and Psychotherapy in Phoenix. The class will feature guest lectures by Jeffrey K. Zeig, Ph.D., and Center staff members. The content of the class will include inductions,

direct/indirect communications and the utilization approach to psychotherapy.

The course is offered for the fall semester, and plans to hold the class again in the spring of 1989 are being considered.

Eligibility Requirements Explained

Activities sponsored by the Milton H. Erickson Foundation are open to mental health professionals 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 programs also are open to professionals with mental health related graduate degrees (e.g., MSW, MSN, MA, MC or MS) from accredited institutions.

Applications will be accepted from full-time graduate students in accredited programs in the above fields if they supply a letter from their department on letterhead stationery, certifying their student status as of December 1988. Student verification letters must state the level of degree toward which you are working, the area of study and the projected graduation date.

These eligibility requirements also apply to persons wishing to purchase audio- or videotapes or be placed on the Erickson Foundation mailing list.

For additional information call or write The Milton H. Erickson Foundation 3606 N. 24th Street Phoenix, Ariz. 85016; (602) 956-6196.

Announcing A Clearinghouse for Research On Ericksonian Psychotherapy

The Milton H. Erickson Foundation is establishing a Clearinghouse for use by professionals interested in research relevant to Ericksonian Psychotherapy. The Foundation will organize papers submitted and provide listings of available information by topic. The Clearinghouse also will provide photocopies of specific papers upon request. A fee will be charged for these services.

To help us in this effort, please submit any and all Ericksonian research (including doctoral dissertations, unpublished papers and published reports, etc.) to:

Craig W. LeCroy, Ph.D.
Director of Research
Milton H. Erickson Center
3618 N. 24th Street
Phoenix, AZ 85016

Please contribute. We need your help!

Interview *continued*

credibly clever, incredibly intelligent, very absorbing, and that he really knew how to get people's attention. That image was one in which there was a lot of manipulation involved — always thinking about how to manipulate other people. When I first met him in person, the major difference between the image I had of him before I met him and the experience of being with him was that I experienced him as being a lot more caring than the way he came across in the books. I experienced him as a lot more gentle, although I could sense his capacity to influence. It was very clear in relation to him that he had a really deep integrity about how he was using his influence.

Y—For quite awhile during the early part of your career, and videotapes still available at the Foundation show this, you had a tendency to mimic Erickson, which many people criticized and which others found intriguing. What was going on for you at that point in time, and why have you shifted away from that now? I notice you don't do this anymore.

G—I think the first thing to emphasize is that at present, I don't do it anymore, I don't feel any emotional identification with Erickson while I'm doing hypnotic work. That's different from how it was 13 years ago. I met Erickson 13 years ago when I was 19-years-old. Erickson emphasized experiential learning to me and experiential learning in hypnosis. My way of responding to that was I did a very deep trance identification, or what I call a deep trance identification procedure. I experimented with actually sensing what it would be like to communicate in a form identical or similar to his. I got a tremendous amount of value from doing that. I think there are some major advantages and major disadvantages from doing that. I think the advantages are that you can have experience communicating from an entirely different social package, or social structure other than your own upbringing has enabled you to develop. To be able to emotionally identify with someone who is an expert in the field, I think, is a legitimate and worthwhile process, if done in the proper context. I don't do it now because it just doesn't seem to serve my learning at this point, but it did allow me to learn at an accelerated rate in my earlier years. Regarding people's criticisms, I appreciated some of them and resented others. I appreciated those that constructively challenged the value of trance identification (especially in relation to the larger context of the total self), but I also resented some people's criticisms because they seemed to be emotional attacks that had more to do with issues of their relationship to Erickson than with identification as a legitimate form of learning.

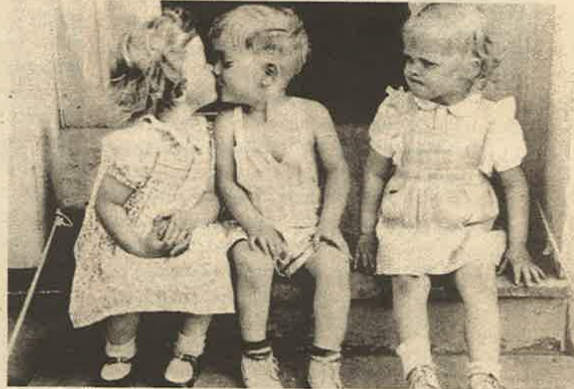
Y—Certainly you have emerged as one of the premier trainers in Ericksonian hypnosis. Your schedule is a very busy one — you travel and teach a lot. What are the things you are emphasizing in your training now?

G—I think I probably emphasize less hypnosis and more communication with the unconscious of the client in a variety of different ways. I'm especially interested in how to make the hypnosis therapeutic

SOCIETA ITALIANA DI PSICOLOGIA E PSICOTERAPIA RELAZIONALE

INTERNATIONAL CONGRESS CHILDREN AND THEIR SYSTEMS

Children and their relationships in the family, in the health system, in the school and in other social contexts



With:

Maurizio Andolfi, Donald Block, Luigi Boscolo, Luigi Cancrini, Giovan Battista Cavazzuti, Gianfranco Cecchin, Piero De Giacomo, Mony Elkaim, Jay Haley, Lynn Hoffman, Carlo Imperato, Camillo Loredio, Cloe Madanes, Marisa Malagoli Togliatti, Salvador Minuchin, Sergio Nordio, Mara Palazzoli Selvini, Gianpaolo Pierri, Carmine Saccu, Carlos Sluzki, Gaspare Vella, Carl Whitaker.

September 28 - October 1, 1988

Palazzo dei Congressi
ROMA EUR (ITALY)

For informations contact:

SIPPR, Viale Regina Margherita 37, 00198 Roma - Ph. 39 (06) 852006

PAID ADVERTISEMENT

because a lot of hypnotic realities are decidedly non-therapeutic.

Y—When you say less hypnosis, do you mean less formal hypnosis?

G—Yes, less formal hypnosis. I think there's a tendency for all of us who study hypnosis to over-formalize it and to think that hypnosis is the stuff which changes a person. I don't think hypnosis really makes the difference one way or the other in the quality of a person's life.

Y—You make the distinction between hypnosis as a part of the therapy and other kinds of therapeutic approaches that don't involve formal hypnosis. The implication of the title of your book, *Therapeutic Trances*, is that there are some trances that are not therapeutic. What distinction are you making between therapeutic and non-therapeutic trances.

G—The non-therapeutic trances are the ones that I had while I was growing up!

(Laughter) Seriously, I think that most symptoms occur in altered states of consciousness. I think that in those altered states, there are hypnotic experiences that are occurring that are not therapeutic. In the book I point out a number of conditions that are different in a therapeutic trance and a non-therapeutic trance.

Y—You're talking about hypnosis as capable of generating symptomatic responses and that is what you're calling non-therapeutic hypnosis or even anti-therapeutic hypnosis?

G—Yes. I think you have to appreciate that you're dealing with hypnosis in a powerful way of influencing people in relationships. It is the integrity of the practitioner, not how good their technique is, that really makes the ultimate difference. If you'd like, I can identify those characteristics... In a recent article, I identified seven basic differences in the context of the trance, and those include: 1) whether a person is valu-

ing themselves or not; in a therapeutic trance, a person is feeling a sense of value; in a non-therapeutic trance, he's not; 2) whether there is trust or not in the situation; 3) how the body is organizing itself — whether it's in a comfortable position, a balanced position, or a very uptight position; 4) whether or not there is what I call content variability — whether when the trance develops, new things emerge and ideas develop naturally, or whether the person just gets stuck in the same old thing repeatedly; 5) whether or not a person can set aside a rigid perspective. In a symptomatic trance, or non-therapeutic trance, people tend to maintain the same perspective; in a therapeutic trance, they're able to change this perspective; 6) whether or not people are sensitive in an implicit or explicit way to the context that surrounds them — whether they are, as we say in California, "connected" to something more

continued page 8

Donations

The Milton H. Erickson Foundation has received a total of \$845.50 in donations since the last issue of *The Newsletter*.

We wish to thank the following persons for their generosity and kindness in remembering the Foundation:

Barbara Ann Allen, Ph.D.
Anthony Alosi, M.D.
Patricia Black
Sarah Lu Bradley, M.Ed.
Sydney Brenner, M.S.W.
Annie Callaway, M.A.
James Clay
Deborah Cotton, M.S.
William Culbertson, Ph.D.
Lillian Dangott
David Dillon, Ed.D.
Anne Douglas
Michael Farady
Don Ferguson
Karen Gray
Dorothy Herdman, M.S.W.
Albert Herring
Dennis Hettman
Tyler Hutchison
Daniel Kaplan
Paul Leblanc, M.S.W.
Donald Manghelli, M.S.W.
M. C. Matthews, MRBS
Kathleen Mayton
William McCoy, M.D.
Renee Miereanu
Ingrid Saur Milne, M.A.
Christian Muschal
Milton and Phylis Newmann
Carolyn Nighswonger
Patrick O'Connor
Basil Panzer
Susan Patrick
Margaret Perzynski, M.S.W.
Janice Pickering, M.S.S.W.
Donald Rosen, Ph.D.
Connie Saindon
L. Sattler, M.D.
Linda Schaefer
Barry Simmerman, M.S.
Barbara Sturm
John Toustrup
John Wade
Suzanne Wheaton
A. Diana Zacaria, Ph.D.

A special thanks goes to Gaby Yaron who made a generous donation in Harry Chester's name. We appreciate the generosity of both people.

Donations to the Erickson Foundation may be tax deductible within IRS guidelines.

Interview *continued*

than themselves; 7) and finally, I think there is a different relationship style in the therapeutic trance. It's cooperative, rather than competitive. You don't see the fighting or the antagonism that you see in the non-therapeutic trance.

Y—Let me switch gears now. I think people are going to want to hear about some of your reflections on Erickson. You've had a chance from inside to watch what is called the "Erickson Movement." What kinds of reflections do you have on Erickson's influence on the mental health profession?

G—I think Milton Erickson was an incredible human being — a lot of people think so. That was my direct experience of him. He is one of the inspirations I have for my life development, in terms of his encouraging me to continue to develop myself. In terms of where I am now with him, that's how I relate to him — with a personal reminder that I have a responsibility and an ability to develop myself and to continue to identify those things that I emphasize as deficits and to change them into assets, to contribute and to continue to be curious in a lot of different ways. I don't think people have to like Milton Erickson. In fact, I think many people didn't like him, and you know — I think that's to be expected. But I think he was a fantastic therapist, and I think he carved out a whole new epistemology for doing therapy and it will continue to have a very powerful influence.

Y—What do you think about those who accuse Ericksonian approaches as involving trickery and deception? Why do you think some mental health professionals have such a difficult time with "Ericksonians?"

G—I think partly because it's new, it's different, and it involves a different set of assumptions than does traditional therapy. I think partly because Erickson was a very charismatic person who had some flashy techniques. I think part of it also is because there has been, myself included, somewhat of a personality cult that is not very useful. I think some of the implications of Ericksonian therapy are pretty profound and they will tend to be challenging to people who still have old ideas. So, in terms of the specific question of trickery — I think it's partly a valid criticism. I know it's taken

me a number of years to appreciate that when I am primarily up to tricks, I don't serve my clients and I don't serve my own development. So, my interest increasingly is to really insure that there is integrity in the relationship and that there is a co-creation, cooperation between the therapist team and the client in terms of developing in the therapeutic process.

Y—That's what you call "the cooperation principle?"

G—Yes, the cooperation principle, because I believe that one of the ideas that has been erroneously interpreted from Erickson's work is that the therapist has sole responsibility for producing change in the client. From doing a lot of training and a lot of supervision, I think the biggest pitfall I see therapists aspiring to integrate Ericksonian approaches fall into is that they feel they have to do something *to* the client. *They* feel they have to put them into a trance or they have to change them. It's very difficult for them to appreciate this notion of a cooperation principle wherein there has to be an equal contribution by both therapist and client at both conscious and unconscious levels. I think when people forget that, then it's possible for them to get into tricks. To the extent that happens, I think they should be rightfully criticized by their colleagues.

Y—The last question I'd like to ask is more global in nature. How do you see the Ericksonian field in terms of its past evolution to its current state, and how do you see it evolving from here?

G—From my perspective, there has been a major failure of Erickson's students to develop as a community. I'm disappointed that there has been a lot of emotional criticism and a lot of competitiveness, and I would have hoped that there would be a lot more cooperation and constructive criticism.

Y—Do you mean that from within or without?

G—From within. I expected there would be massive disagreements. Some people use hypnosis, some people, like myself really like the hypnotic end of things, and some don't. Some people like the strategic end of things, some don't. That's not the question. I think there has been personal bickering that I've been disappointed about, and would hope to see that change. In terms of the future of the Ericksonian field, I'm

very, very curious about it. I really don't know, because more and more of my own thinking has been in terms of where am I going to take this work in terms of my own development. I say that primarily from the position that I need to increasingly let go of Erickson as an icon. Like every son who leaves home to go away and do his own thing, I think I'm in a place where I treasure the memories, but I'm really more looking toward the possibilities of the future. A further integration of systemic work, integrating all that we know of the hypnotic experience and the unconscious processes as well as finding a way to make an epistemology, has been much too complicated and has gotten a lot of people upset. I would like to find a way to integrate that in a way that makes a difference. I think Gregory Bateson had a tremendous amount to say, and I don't think it's been properly taken advantage of in terms of Ericksonian therapy, so that's a lot of where my interest is.

Y—How about an anecdote about Erickson to close with?

G—Well, the one I'm thinking of right now occurred the first time I met him at the end of a five-day group. I thought that what Erickson was all about was being indirect, and so I had a very, very long story I had spent a number of days constructing about a city slicker (which is myself) going to a farm and asking the veteran farmer if he could come back and learn the ways of nature. In other words, I wanted to ask him if I could study with him and I figured that if you were going to be Ericksonian, then you had to be indirect. So, I told him this whole long story right at the end of our meeting. He looked at me, he listened to the story, and then turned away and changed the subject. I was devastated! I had spent all this time, and I had tremendous emotional investment in his answer. And then he said he was going to call it a day, and I blurted out, "Milton, what's the answer?" and he said, "What's the question?" I said "Can I come back and study with you?" And he said in his inimitable way with a twinkle in his eye, "Of course, why didn't you ask in the first place?" I think when anybody asks "What does it mean to be an Ericksonian?", that story is a good one to keep in mind.

Y—Thanks for the interview, Stephen.

Please check: — NEWSLETTER / DONATION FORM —

_____ Please find my donation of \$ _____ to support the activities of The Milton H. Erickson Foundation. (The Foundation is a nonprofit corporation and donations may be tax deductible within IRS guidelines.)

_____ I have moved. Please correct my address on your mailing list as follows:

_____ I am not currently on your mailing list. Please add my name so that I may receive the NEWSLETTER and other information about activities of the Milton H. Erickson Foundation. (NOTE: Students must supply a letter from their department indicating full-time status in an accredited graduate program.)

NAME: _____ DEGREE/DATE: _____

STREET: _____ MAJOR: _____

CITY/STATE/ZIP: _____ UNIVERSITY: _____

RETURN TO: Jeffrey K. Zeig, Ph.D., The Milton H. Erickson Foundation, Inc. 3606 N. 24th Street, Phoenix, AZ 85016. Phone: (602) 956-6196

SPECIAL OFFER



**Brunner
Mazel**

**CONTINUING DEVELOPMENTS
IN ERICKSONIAN THOUGHT
AND PRACTICE**

Celebrate the publication of our latest Ericksonian volume. Buy *Developing Ericksonian Therapy* and receive a FREE copy of *Ericksonian Psychotherapy, Volume 1 or Volume 2*—a \$40.00 VALUE!

Developing Ericksonian Therapy: State of the Art



NEW

"From [the book's] very diversity . . . there emerges in the reader's mind a composite picture of both Erickson, the man, and of his approach. . . . Fascinating reading."

Paul Watzlawick, Ph.D.

560 Pages
List \$50.00
First Press Price
Only \$42.95

Editors:

JEFFREY K. ZEIG, Ph.D.,
STEPHEN R. LANKTON, M.S.W.

The growing influence of Milton H. Erickson was amply reflected by the recent **Third International Ericksonian Congress**. Now this eagerly awaited, 560-page volume brings together 30 of the outstanding invited addresses from the conference, including those from such well-known practitioners as Arazo, Crowley, Gilligan, Lange, C. Lankton, S. Lankton, Lustig, Mills, Rossi, Satir, Yapko, and Zeig.

Section I introduces the fundamental principles underlying Ericksonian psychotherapy and examines the power of hypnosis, the utilization approach, and strategic therapy. There are also overviews on the psychobiology of mind-body healing, motivation and the multiple states of trance, the role of language in therapy, and a discussion of individuation.

Section II focuses on practice, including logical and paradoxical assignments, therapeutic metaphors for children and adolescents, and the phenomenological approach to hypnotic induction. Treatment is discussed in its various ramifications—short-term intervention, naturalistic techniques, and marital and family therapy.

Section III consists of a fascinating panel discussion with members of Erickson's family on the ways Erickson encouraged individuality in his children. In Section IV, Satir delivers her moving keynote address on the "tools of the therapist."

SELECT YOUR FREE VOLUME

ERICKSONIAN PSYCHOTHERAPY / Editor: Jeffrey K. Zeig

From the Second International Ericksonian Congress, over 1000 pages derived from 77 theoretical and clinical papers covering Alcoholism, Ordeal Therapy, Lack of Sexual Desire, Forensic Hypnosis, Clinical Use of Amnesia, Agoraphobia, Obesity, Multiple Embedded Metaphor, Use of Rituals, Management of Pain, Post-Traumatic Stress, Cancer, and much more.

Volume 1 **STRUCTURES** **664 Pages** **List \$40.00**
Volume 2 **CLINICAL APPLICATIONS** **557 Pages** **List \$40.00**

When Living Hurts: Directives for Treating Depression

MICHAEL D. YAPKO, Ph.D.



With his systematic, outcome-oriented approach, the author emphasizes depression as a broader lifestyle rather than as a single-dimension emotional disorder. Part I presents a framework to diagnose depression, providing a succession of concepts giving support, in turn, to the "directives" of Part II. These directives put at the therapist's fingertips various strategies to interrupt specific aspects of the patterns of depression in individuals. These act as catalysts to empower clients with the resources necessary to change in positive ways. An appendix provides detailed case narratives of both short- and long-term interventions.

"Presents eminently useful and practical approaches. . . . A valuable source book for therapists of all persuasions."

Ernest L. Rossi, Ph.D., Ed., *Psychological Perspectives*

240 Pages
List \$25.00
Special Only
\$22.50

ERICKSONIAN MONOGRAPHS

Number 4 ■ RESEARCH, COMPARISONS AND MEDICAL APPLICATIONS OF ERICKSONIAN TECHNIQUES / Eds.: Stephen R. Lankton and Jeffrey K. Zeig

NEW. Topics in this latest volume include: Hypnosis: Innate Ability or Learned Skill?; Comparison of Ericksonian and Cognitive Therapies; Changing Early Life Decisions Using Ericksonian Hypnosis; Ericksonian Principles and the Use of Medication; Ericksonian Hypnosis and Psychotherapy in Clinical Settings; and more.
List \$25.00 **First Press Price Only \$21.95**

Number 3 ■ TREATMENT OF SPECIAL POPULATIONS WITH ERICKSONIAN APPROACHES / Eds.: Stephen R. Lankton and Jeffrey K. Zeig

The unifying theme of this volume is the clinical use of Ericksonian approaches for various special treatment populations, including clients with phobias, pain, stuttering, autism, psychosis, multiple personality disorder, and others.
List \$25.00 **Special Only \$22.50**

Number 2 ■ CENTRAL THEMES AND PRINCIPLES OF ERICKSONIAN THERAPY / Ed.: Stephen R. Lankton

List \$22.50

Number 1 ■ ELEMENTS AND DIMENSIONS OF AN ERICKSONIAN APPROACH / Ed.: Stephen R. Lankton

List \$22.50

Number 5 ■ ERICKSONIAN HYPNOSIS: Application, Preparation, and Research / Ed.: Stephen R. Lankton

This next volume, which will be available in late 1988, includes articles on Three-Sentence Induction, Preparatory Phase of Hypnotherapy, Evidence on the Causal Effects of Ericksonian Hypnotic Intervention, Posthypnotic Suggestions in the Therapy of Pain, and much more.



BRUNNER/MAZEL Publishers

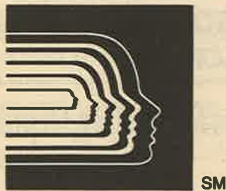
19 Union Square West, New York, NY 10003 • (212) 924-3344

Free Examination & Professional Savings

Name _____
Address _____
City _____ State _____ Zip _____
\$ _____ enclosed. (Please add \$2.00 postage and shipping for one book, 75¢ for each additional book.) N.Y.C. residents please add 8¼%; N.Y. State 4% plus applicable local tax.)
(or) charge my American Express Mastercard Visa
Account No. _____
Expires _____ Signature _____

Yes, send me the book(s) checked below. I can return any book within 30 days for full refund.

- DEVELOPING ERICKSONIAN THERAPY** (List \$50.00) First Press \$42.95
If ordering the above, check either volume of the following title as your free gift:
ERICKSONIAN PSYCHOTHERAPY: Vol. 1 Vol. 2 (List \$40.00 each)
- WHEN LIVING HURTS** (List \$25.00) Special \$22.50
- ERICKSONIAN MONOGRAPHS:**
 No. 4 (List \$25.00) First Press \$21.95 No. 3 (List \$25.00) Special \$22.50
 No. 2 (List \$22.50) No. 1 (List \$22.50)
- Please place me on the **ERICKSONIAN MONOGRAPHS SERIES Standing Order Plan** for announcements of new titles at special prepublication prices.



The Milton H. Erickson Foundation For Hypnosis and Psychotherapy

1988 Fall Training Schedule

Workshops

Workshops are designed to provide focused training programs on specific topic areas. Training will utilize an experiential learning format and Competency Based Objectives. Enrollment in workshops is limited.

- #211A — Introduction to Hypnosis (8/20) 1-Day Workshop \$75
- #211 A&B — Introduction to Hypnosis and Basic Induction (9/23; 9/24), 2-Day Workshop \$150
- #110 — The Ericksonian Perspective - An Introduction to the Man and His Work (9/30), 1-Day Workshop \$75
- #240 — Ericksonian Psychotherapy and Adult Life Transitions (10/1), 1-Day Workshop \$75
- #211 A&B — Introduction to Hypnosis and Basic Induction (10/6; 10/27), a 4-Evening Program (6PM-9:30PM) \$150
- #215 — Multi-Cultural Applications of Ericksonian Psychotherapy [Hispanic Orientation; Bilingual] (10/8), 1-Day Workshop \$75
- #331 — Use of Strategic Directives in Brief Family Therapy (10/15), 1-Day Workshop \$75
- #225 — Metaphors, Anecdotes and Symbols (10/22), 1-Day Workshop \$75
- #233 & #234 — Ericksonian Approaches to the Treatment of Anxiety and Depression (10/29), 1-Day Workshop \$75
- #232 — Specific Treatment Approaches for Habit Control (11/4), 1-Day Workshop \$75
- #226 — Strategic Operations of Hypnosis (11/15), 1-Day Workshop \$75
- #110 — The Ericksonian Perspective — An Introduction to the Man and His Work (11/12), 1-Day Workshop \$75
- #212 — Intermediate and Advanced Induction Strategies (11/19), 1-Day Workshop \$75
- #514 — Ericksonian Study Group with Jeffrey K. Zeig, Ph.D., (9/7-9/28), a 4-Evening Program (7PM-8:30PM) .. \$100

- **Training Staff:** All programs will be conducted by the staff of the Milton H. Erickson Center for Hypnosis and Psychotherapy and invited faculty.
- **Eligibility:** Programs are 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) and, also, to professionals with mental health related graduate degrees (e.g., MSW, MSN, MA or MS) from accredited institutions. Applications will be accepted from full-time graduate students in accredited programs in the above fields who supply a letter from their department certifying their full-time student status as of September, 1988.
- **Accreditation:** Continuing Education Credits Available — Please check for specific accreditation requirements.
- **Hours:** All workshops are 8:30AM - 4:30PM unless noted otherwise.
- **Location:** Programs will be held at:

The Milton H. Erickson Center for
Hypnosis and Psychotherapy
3618 North 24th Street
Phoenix, Arizona 85016.

- **Fees:** Fees are as noted. There will be a 15% discount on all registrations postmarked at least 4 weeks prior to the start date of a particular program. Full-time graduate students in accredited programs may be eligible for additional discounts. Please contact the Center for further information. Payments for Clinical Supervision Programs may be made in three installments (contact the Center for details). There will be a \$25 cancellation charge for all programs.

Ongoing Clinical Supervision Programs

These programs are designed to provide practitioners with intensive training and small group supervision in clinical work utilizing Ericksonian approaches. Formats will include didactics, video tape review, behind-glass sessions with actual clients, and team consultation. Enrollment in Clinical Supervision Programs will be limited.

- #251 — Ericksonian Clinical Hypnosis and Psychotherapy — Basic, a 16-Week Program (Thursdays, 8:30AM-11:30AM, 9/1-12/15) with Gordon Cuddeby, Ph.D. \$795
- #252 — Ericksonian Clinical Hypnosis and Psychotherapy — Intermediate and Advanced, a 12-Week Program (Tuesdays, 6PM-9:30PM, 8/30-11/15), with Brent B. Geary, M.S. \$630
- #252 — Ericksonian Clinical Hypnosis and Psychotherapy — Intermediate and Advanced, a 12-Week Program (Fridays, 8:30AM-11:30AM, 9/2-12/2) with Frank C. Noble, Ed.D. and Rebecca Rubin, M.C. \$540
- #252 — Ericksonian Clinical Hypnosis & Psychotherapy — Intermediate and Advanced, a 16-Week Program (Thursdays, 8:30AM-11:30AM, 9/1-12/15), with Neil C. Weiner, Ph.D. \$795

Registration Form

Enclosed is my registration fee of \$ _____ for the following program(s):

Number/Date _____ Number/Date _____ Number/Date _____

Checks should be made payable to **THE ERICKSON CENTER.**
Do Not Send Cash.

We Honor: VISA MASTERCARD

Account Number: _____

Expiration Date: _____

Please complete **ALL** information below:

Name _____

Street _____

City: _____ State: _____ Zip: _____

Telephone: Day: _____ Evening: _____

Profession: _____

Degree: _____ Major: _____

University: _____

For further information or to register please
address correspondence to:

The Milton H. Erickson Center For
Hypnosis and Psychotherapy
3618 N. 24th Street
Phoenix, AZ 85016
(602) 956-6795

Instituto Gubel Education and Research Center Opens

A new education and research center, *Instituto Gubel*, opened in May in Buenos Aires, Argentina.

The announcement was made by Dr. Carlos Malvezzi Taboada, president, and Dr. Jose Maria Mendez, vice president, of the new institute. It is named after the late Professor Isaac Gubel, recognized to be Latin America's foremost scholar in the field of medical hypnosis.

The center's board of directors, consisting of prominent physicians, psychologists, dentists and other concerned health professionals, is dedicated to preserving and continuing the dissemination of Dr. Gubel's philosophy and work. The board is promoting the development of courses in clinical hypnosis for medical higher education in Buenos Aires, and continuing education opportunities for health professionals nationwide.

To that end, an International Congress is planned for August 1989 in Argentina, commemorating the first International Congress on Experimental and Therapeutic Hypnosis, which took place in France in 1889.

For further information, contact *Instituto Gubel*, 11 de Setiembre 1647/53-(1426), Buenos Aires-R. Argentina.

Louis Dubin Installed As New ASCH President

Louis L. Dubin, D.D.S., Ph.D., of Temple University in Philadelphia, recently assumed the presidency of the American Society of Clinical Hypnosis.

As the new president, Dubin expressed his goals and hopes for his one year administration.

"I think the goals are the education of the public, education of our groups, and getting true acceptance [of hypnosis] into the national groups such as the AMA, ADA, and APA in all of their national, state, and local meetings," Dubin said.

Born in Philadelphia in 1920, Dubin continues to maintain a busy dental practice and teaching schedule in addition to his new ASCH responsibilities. An infectious-ly enthusiastic man, Dubin said, "I work about seven days a week between [clinical] practice, lectures and traveling. I love to teach, I love the relationship with people."

Dubin was asked to describe his views of hypnosis relative to the Ericksonian perspective.

"One must recognize that there are as many personality classifications among [clinicians] as there are among patients... You must expose them to all the [hypnotic approaches] because not everyone is Ericksonian geared. That is a very specific type of skill, and only a limited number of people have that maneuverable skill... The reason for [ASCH] having seminars, scientific sessions, debates, and conversation



Louis Dubin, D.D.S., Ph.D.

groups is to expose all of the individuals sitting in front of you to all of the possibilities. With their personalities, their capabilities, their make-up, then ask them, "Which [approaches] are you most comfortable with?" because the bottom line is what we want to accomplish with the [patient]... I know many Ericksonians won't be delighted to hear this, nor will other groups be delighted to hear this, but there is room for every approach and technique."

Dubin described his interactional view of hypnosis: "I dislike the term 'hypnosis,' ... it connotes mysticism and it connotes all of the sensationalism of the media. So, if you say to someone, 'I'd like to teach you how to relate to people, I'd like to teach you

how to relate to yourself and your wife and your children and your associates,' I'm more comfortable with that and whatever term we can come up with which represents that."

Dubin expressed disappointment over the division he perceives among different schools of hypnosis and different levels of clinical practice: "I think we ought to re-examine why it is necessary for us to be competitive among ourselves and work to reduce our [competitiveness]. I think there should be a unity, a healthy unity in an organization. As a combined force, [we can be] a tremendous force working for this modality. As a divided force, we are all at odds and then the larger purpose of promoting hypnosis is lost."

The ASCH executive committee has proposed to allow master's level clinicians to attend regional and annual workshops. ASCH holds an annual conference and organizes numerous regional workshops. It also publishes the *American Journal of Clinical Hypnosis*, a practical source of recent research and theory in hypnosis. For information regarding ASCH trainings in hypnosis, write:

The American Society of Clinical Hypnosis
2250 East Devon Avenue
Suite 336
Des Plaines, IL 60018

PAID ADVERTISEMENT

SPECIAL SALE FROM IRVINGTON PUBLISHERS

740 Broadway, New York, NY 10003

In Honor of Michael Yapko's Editorship of the Newsletter

TRANCEWORK: AN INTRODUCTION TO CLINICAL HYPNOSIS, by Michael Yapko

This book includes both direct and indirect hypnotic techniques. Dr. Yapko's ideas are based on the methods pioneered by Milton H. Erickson for promoting effective living independent of any therapeutic situation. "Trancework" provides the building blocks necessary to learn the vocabulary and grammar of hypnotherapy and effective forms of influence communication."—Jeffrey K. Zeig.

One hour Audiocassette included.

329 pages

\$30.80 sale price

(\$38.50 list price)

HYPNOTIC AND STRATEGIC INTERVENTIONS: PRINCIPLES AND PRACTICE, edited by Michael Yapko.

This volume contains papers given at the First Annual conference on Hypnotic and Strategic Interventions, hosted by the Milton H. Erickson Institute of San Diego. These provocative essays address a variety of theoretical and practical issues in hypnotherapy. Authors include Michael Yapko, Ernest Rossi, Christopher Beletis, Paul Carter, and Mark Reese.

Introduction by Jeffrey K. Zeig.

335 pages

\$31.60 sale price

(\$39.50 list price)

VIDEOCASSETTE OFFER (Choose any book free with video purchase)

TRANCEWORK: A DEMONSTRATION OF HYPNOTIC PATTERNS, by Michael Yapko.

A sixty-minute video illustrating basic principles and some of the different patterns inherent in the use of clinical hypnosis. It includes demonstrations of indirect induction, age regression, and glove anesthesia. Color. Specify Beta, VHS, PAL. \$225.00

SALE GOOD FOR 90 DAYS

QTY	TITLE	PRICE	TOTAL	
				Name _____
				Visa _____ MasterCard _____
				Acct# _____ Exp. Date _____
				Daytime Telephone _____
				Signature _____
				Ship to _____
		Sub-total _____		
		Tax (8.25% NY only) _____		
		Shipping _____		
		TOTAL _____		

U.S., Canada, & Mexico, shipping and handling, add \$2 per book, \$10 per video.

Individuals must include check, money order or credit card information. Send order to: Irvington Publishers Inc., 740 Broadway—Suite 905, New York, NY 10003

Videotape Reviews

The Milton H. Erickson Foundation has for sale a wide selection of tapes on a broad array of subjects relating to Ericksonian approaches to hypnosis and psychotherapy. In this and future newsletters, videotapes will be reviewed, allowing readers to obtain more detailed information regarding the content of the tapes as well as their relative quality.

Videotapes are available in all domestic formats (1/2" Beta or VHS, and 3/4" U-Matic), and many also are available in the international PAL format. Tapes generally are one hour in length and all are profes-

sionally videotaped. See the order form elsewhere in the newsletter for specific information on ordering and for a partial listing of other available tapes.

"Clinical Use of Trance Phenomena for Therapy and Pain Control"

with Stephen R. Lankton, A.C.S.W.

In this presentation, Lankton demonstrates the use of various trance phenomena and hypnotic techniques in treating a woman for chronic back pain.

Throughout the process, emphasis is given to identifying and explaining the applied hypnotic procedures as they unfold. During the hypnotherapeutic treatment process, Lankton conscientiously maintains his role as an instructor, explaining trance phenomena and ways to therapeutically access these experiences. He also provides information regarding physical pain and the psychological problems often associated with it. The phenomena demonstrated on this videotape include: dissociation, hand levitation, amnesia, age regression and progression, hallucinations (positive and negative), alteration of body sensation, and catalepsy.

This tape provides valuable and practical information regarding ways to integrate multiple therapeutic techniques into an effective therapeutic framework.

— Reviewed by
Brita A. Martiny, Ph.D. (Cand.)
San Diego, California

"Hypnotic Alteration of Pain Perception"

with Joseph Barber, Ph.D.

This tape provides a demonstration of the psychological management of chronic pain. The patient was a woman whose chronic

continued next page

Top Selling Videos From
The Milton H. Erickson Foundation

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

___ **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 Beta or VHS 1/2" - \$200.00 (1 tape) U-Matic 3/4" - \$275.00 (2 tapes)

FROM 1981 SEMINAR:

___ **Naturalistic Approaches to Hypnosis:** Utilizing Hypnosis in Pain Treatment in Psychotherapy, Joseph Barber, Ph.D.

___ **The Varieties of Ericksonian Hypnotic Suggestion,** Stephen Lankton, M.S.W.

FROM 1982 SEMINAR:

___ **Ericksonian Induction Methods,** Robert Pearson, M.D.

___ **A Fail Safe Double Bind Approach to Hypnotic Induction,** Ernest Rossi, Ph.D.

FROM 1983 CONGRESS:

___ **Hypnotic Alteration of Pain Perception,** Joseph Barber, Ph.D.

___ **A Fail Safe Double Bind Induction Procedure,** Ernest Rossi, Ph.D.

FROM 1984 SEMINAR:

___ **Use of Multiple Embedded Metaphor for Psychological Reassociation,** Stephen R. Lankton, M.S.W. & Carol H. Lankton, M.A.

___ **Using Metaphor and the Interspersal Technique,** Jeffrey K. Zeig, Ph.D.

FROM 1985 CONFERENCE:

LIVE DEMONSTRATIONS-

___ CP15 **The Blind Date Family Interview,** Carl Whitaker

___ CP19 **The Use of Gestalt Technique,** Miriam Polster

TOPICAL PANELS-

___ P12 **The Role of the Therapist/The Role of the Client,** (May, Rogers, Satir, Szasz)

___ P1 **Schizophrenia,** (Betelheim, Laing, Szasz, Whitaker)

CONVERSATION HOURS-

___ CH3 **Ronald Laing**

___ CH4 **Carl Whitaker**

*THREE HOUR WORKSHOPS-

___ W5 **The Client-Centered Approach,** Carl Rogers & Ruth Snaford (includes a live demonstration)

___ W21 **The Practice of Rational-Emotive Therapy,** Albert Ellis (includes a live demonstration)

FROM 1986 CONGRESS:

___ D2 **Rehearsing Positive Outcomes with Self-Image Thinking,** Carol H. Lankton, M.A.

___ D1 **Enhancing Therapeutic Responsiveness,** Jeffrey K. Zeig, Ph.D.

PRICES: 1/2" BETA or VHS - \$75.00 each

3/4" U-MATIC - \$80.00 each

*3-HOUR WORKSHOPS - 1/2" BETA or VHS - \$145.00

3/4" U-MATIC - \$230.00

ORDERING INSTRUCTIONS: After checking the box of the tape(s) desired, check the format required to playback on your equipment, send us this order form and your remittance to the Milton H. Erickson Foundation, 3606 N. 24th St., Phoenix, AZ 85016, (602)956-6196. Make checks payable to The Milton H. Erickson Foundation.

PLEASE ADD \$5.00 PER ORDER FOR POSTAGE AND HANDLING. FOREIGN ORDERS ADD AN ADDITIONAL \$5.00 PER TAPE FOR POSTAGE.

THESE PROGRAMS ARE ONLY AVAILABLE FOR SALE TO PROFESSIONALS.

TOTAL NUMBER OF VIDEOTAPES ORDERED: _____

TAPE COST: \$ _____

1.2% SALES TAX: \$ _____

FORMAT REQUIRED: ___ Beta 1/2" ___ VHS 1/2" ___ U-MATIC 3/4"

(AZ residents only)

SHIPPING & HANDLING: \$ _____

PAL copies of some programs are available at additional cost.

TOTAL COST: \$ _____

Write to The Erickson Foundation for information.

We honor: ___ Mastercard ___ VISA Account # _____ Expiration Date _____

NAME: _____ DEGREE/MAJOR: _____

ADDRESS: _____ UNIVERSITY: _____

CITY/STATE/ZIP: _____ LIC./CERT. TYPE & NUMBER: _____

Videotape Reviews *continued*

pain in her right hand and arm resulting from a fall had been exacerbated by the development of a sympathetic dystrophy response to surgery.

During the interview, the patient expressed feelings of frustration as a direct result of the functional impairments resulting from the pain. She related a sense of helplessness in being able to effectively reduce the discomfort; she had tried various medical and psychological treatments to reduce the pain but achieved little success in using them.

Barber skillfully demonstrated the use of hypnotic interventions that could be used

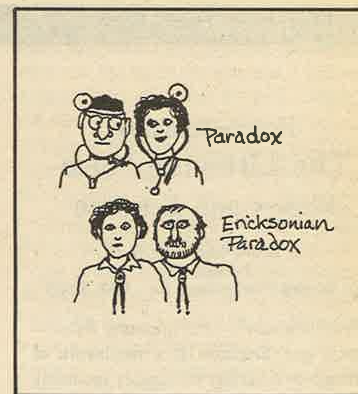
to reduce the discomfort of any pain problem, regardless of etiology. Treatment was directed toward helping the client deal with the aspects of her pain expressed in feelings of frustration, helplessness and depression, as well as the physiological dimensions of her ongoing discomfort.

The results, gauged by the patient's subjective report on two rating scales, indicated that the pain experience was successfully altered using Barber's hypnotherapeutic techniques. The patient independently rated her experience of pain and also the amount that the pain bothered her, both prior to and immediately after the hypnotic session.

Techniques demonstrated by Barber include: dissociation, reframing, anchoring, amnesia, relaxation, seeding, age regression, pacing and leading, and post-hypnotic suggestion.

Barber provides a skillful demonstration of dealing with the complex, multidimensional nature of chronic pain. The tape provides the opportunity to see how general pain management principles can be effectively translated into specific and effective interventions.

— Reviewed by
Brita A. Martiny, Ph.D. (Cand.)
San Diego, California



Top Selling Audios From
The Milton H. Erickson Foundation

**The Evolution of Psychotherapy
Conference Program
PROGRAM L330**

INVITED ADDRESSES

- ___ L330-17 Therapy: A New Phenomena, J. Haley (S. Minuchin, Disc.)
- ___ L330-12 The Family as Deduced from Twenty Years of Families Only, C. Whitaker (A. Ellis, Disc.)

WORKSHOPS

- ___ L330-W26AB Ericksonian Hypnotherapy, J. Zeig
- ___ L330-W24AB Cognitive Therapy of Depression, A. Beck, S. Hansson

CONVERSATION HOURS

- ___ L330-CH2 Jay Haley, Cloe Madanes
- ___ L330-CH4 Carl Whitaker

DEMONSTRATIONS

- ___ L330-CP13 Existential Psychotherapy, R. Laing
- ___ L330-CP10 The Use of Gestalt Techniques: A Supervision Session, M. Polster

PANELS

- ___ L330-P1 Schizophrenia, B. Bettelheim
- ___ L330-PS Dreams, B. Bettelheim, Z. Moreno

THESE PROGRAMS ARE ONLY AVAILABLE FOR SALE TO PROFESSIONALS WITH A MINIMUM OF A MASTER'S DEGREE IN A MENTAL HEALTH FIELD AND ARE INTENDED FOR PROFESSIONAL EDUCATION AND RESEARCH.

- DISCOUNTS ---
- 1-5 Tapes \$9.50 each
 - 6-11 Tapes \$9.00 each
 - 12 or more \$8.50 each

MC, VISA AND PERSONAL CHECKS ACCEPTED
ALL SALES FINAL !

ALL MAIL ORDERS MUST BE ACCOMPANIED BY PAYMENT IN FULL. MAKE CHECKS PAYABLE TO MILTON H. ERICKSON FOUNDATION, U.S. FUNDS DRAWN ON A U.S. BANK

TOTAL NUMBER OF CASSETTES: _____

TAPE PRICE: _____

(AZ Residents Only) 1.2% SALES TAX: _____

-- FOREIGN ORDERS --

SHIPPING & HANDLING: _____

ADD 10% SURCHARGE OF TAPE PRICE FOR ADDITIONAL SHIPPING AND HANDLING

(Include \$1.00 for the first tape, \$.50 for each additional tape, maximum of \$7.00)

TOTAL AMOUNT ENCLOSED: _____

PLEASE CHARGE THIS TO MY CREDIT CARD: VISA _____ MC _____
ACCOUNT NO.: _____ EXPIRATION DATE: _____

SHIP TO: NAME: _____ DEGREE/MAJOR: _____

ADDRESS: _____ UNIVERSITY: _____

CITY/STATE/ZIP: _____ LIC./CERT. TYPE & NO.: _____

SEND ORDER FORM AND REMITTANCE TO: **The Milton H. Erickson Foundation**
3606 North 24th Street
Phoenix, AZ 85016
(602)956-6196

Psychotherapy The Listening Voice Rogers and Erickson

by Richard A. Leva, Ph.D.

Published by
Accelerated Development, Inc., 1987, \$21.95

Psychotherapy — The Listening Voice — Rogers and Erickson is a patchwork of writings by a variety of authors including Dr. Leva. In the preface, the author states this book focuses on Erickson's basic ideas so a therapist can learn them and work them into an already existing counseling style. His primary intent is to integrate Erickson's work with Carl Rogers' person-centered approach. The author refers to the book as a mosaic of broad and intricate ideas that hopefully will say much to the reader.

The book is divided into three major sections: 1) Philosophy for Change, 2) Readings in Ericksonian and Rogerian Therapy, and 3) Techniques for Change.

The first section deals with belief systems, views on the nature of man, new views of the unconscious, and a philosophy for change.

The second section consists of separate reprinted writings by a selection of authors including Carl Rogers, Daniel Araoz, and Milton Erickson and Ernest Rossi.

The third section draws upon Ericksonian and Rogerian human communication principles to present specific skills and techniques. The section begins with a chapter pointing out similarities between Rogers and Erickson and then continues with the author's presentation of techniques and counseling theory for growth and change.

When reading this work, the reviewer never had a comfortable feeling of consistency with either format or content. The layout of the book, the selection of type sizes and positioning of elements is inconsistent and distracting. The work is illustrated sparsely with drawings that are more distracting than useful. While the comparisons between Rogers and Erickson are interesting observations and some of the technical material presented may be useful, the work is a spotty synthesis that probably will give the reader a feeling of having seen it all before.

— Reviewed by David L. Higgins, M.A.
San Diego, CA

Change Your Mind and Keep the Change

by Steve Andreas and Connirae Andreas

Published by
Real People Press, 1987, \$8.50

Change Your Mind and Keep the Change is a collection of Neuro-Linguistic Programming techniques edited from workshops presented by the authors. The format is similar to other such NLP books. The information, arranged in 10 chapters, consists of brief descriptions of the techni-

ques, dialogues from workshops and exercises. The material is intended to allow the reader to learn the patterns quite easily. At the same time, warnings and suggestions are provided that hopefully allow the techniques to be used without causing damage to the client.

The book begins with a presentation regarding individual time codings, "Timelines." How to determine one's own and others' mental representations of time, past, present and future, and how to alter them to make significant personal changes is discussed.

The second chapter, entitled "Utilizing Time," makes some valuable comments on the careful watching of verb tenses as clinicians describe orientation in time. The authors suggest that improper use of verb tenses can make the client's problem worse, while awareness of the effect of tenses can be a powerful aid in communication.

While describing advances in the use of the "Swish Pattern," the authors recommend buying a previous book to learn about the original "swish." This chapter is of little value to an individual who is not already familiar with this particular technique.

The fourth chapter discusses and gives techniques and exercises for shifting the importance of criteria. According to the authors, "The 'Criterion Shift' is a powerful pattern that allows you to change how important a criterion is."

The book continues by describing ways to identify submodalities that "drive your compulsions," the structure of compulsions, and demonstrates the "Compulsion Blowout," which can be used to either eliminate compulsions when they are not wanted, or to develop them when they seem useful.

"The Last Straw" threshold pattern, a way to get someone out of a destructive behavior or relationship, joins the list of techniques presented along with a technique that helps people to make their own decisions.

A strategy for responding to criticism is presented in chapter eight, and chapter nine offers an "easy way to get a deep and powerful access for any kinesthetic state." According to the authors, this is an effective way for an individual to access drug states without the drawbacks of actually taking the drugs.

The final chapter is a potpourri of memorable submodality interventions referred to as the "Briefest Therapy."

This is a book of advanced Neuro-Linguistic Programming techniques. It is not clear toward whom this book is directed, a professional audience or the lay public. If you are enamored with magic-like processes glibly named and described, and you are familiar with basic NLP premises, then this book will be of some value to you. On the other hand, if you are interested in exploring the basic tenets of NLP, there are other works that may serve you better.

— Reviewed by David L. Higgins, M.A.
San Diego, Calif.

2nd National Modeling, Role-Modeling Conference Held

The Second National Conference on Modeling and Role-Modeling was held at Hilton Head Island, South Carolina, May 15-18, 1988.

The Conference was co-sponsored by The Society for the Advancement of Modeling and Role-Modeling and the College of Nursing of the University of South Carolina. Nurses from various parts of the United States presented papers and workshops on research, clinical applications and theory.

The concepts "Modeling and Role-Modeling" build on Milton H. Erickson's belief that each human being is a unique individual and must be understood within the context of his/her model of the world. Role-modeling is purposeful therapy designed to assist clients to develop a new role within the context of their world view, and provide guidelines for designing treatment so the client's new role in society will move him/her toward a higher level of holistic health. A paradigm for practice was published in 1983 (Erickson, H.; Tomlin, E.; Swain, M.A.) and reprinted in 1988.

Conference workshops included: "A Short Course in Modeling and Role-Modeling" by Helen Erickson, Ph.D., R.N. and Mary Ann Swain, Ph.D.; "Using Conscious, Unconscious, and Out of Conscious Communication Techniques" by Dan Pesut, Ph.D., R.N.; "Independent Practice in Modeling and Role-Modeling" by Carolyn Kinney, Ph.D., R.N.; and "Hypnotherapeutic Techniques" by Helen Erickson and Carolyn Kinney.

Other key papers were presented by Theresa MacLean, Ph.D., R.N.; Cindy Darling Fisher, Ph.D., R.N.; Janette Barnfather, Ph.D., R.N., faculty at the University of Michigan; Sandra Frick, Ph.D., R.N., faculty at the University of South Carolina; and Susan Miller, Ph.D., R.N., faculty at the University of Maryland.

The next biennial Conference will be held in Austin, Texas, in 1990. Information regarding the Society or the book on Modeling and Role-Modeling is available through Helen Erickson, Ph.D., R.N., at 2112 Chipmunk Lane, West Columbia, SC 29169.

"Self-Hypnosis: A Complete Manual for Health and Self-Change."

Clinical Professionals Agree ...

"Congratulations! There is no question that readers will benefit from this book!" — Dr. Harold P. Golan, Fellow and Past President, ASCH

"Clear and effective, there is much to be appreciated in this book and it's bound to be used by professionals and recommended to their patients." — Joseph Barber, Ph.D., Past Director of UCLA Center for Health Services, Pain Management Center.

HERE'S HOW YOU BENEFIT FROM THIS BOOK ...

1. A source-book you can rely upon
2. Sample scripts to add to your suggestion repertoire,
3. Clear instructions for your clients and patients saves you from lengthy explanations,
4. Illustrations, photographs, and case studies make for faster and easier learning.

SPECIAL SAVINGS OFFER ... 25% OFF (for a limited time only)

Regular list price is \$19.95 but for a limited time you may order this book for only \$14.95 plus \$2.50 shipping, DIRECT FROM THE PUBLISHER, International Health Publications, Inc., 1516 W. Redwood Street, #109, San Diego, CA 92101 • (619) 692-1439.

ORDER FORM

YES, please send me "Self-Hypnosis: A Complete Manual for Health and Self-Change," by Dr. Brian Almon. Enclosed is my check for \$14.95 plus \$2.50 shipping (CA residents add 6 1/2% tax).

Or charge my VISA or MasterCard # _____

Expiration Date: Mo/____ Yr/____ Signature _____

TELEPHONE ORDERS ARE ACCEPTED (619) 692-1439

Name _____

Address _____

City _____ State _____ Zip _____

Send to: International Health Publications, Inc., 1516 W. Redwood St., #109
San Diego, CA 92101 (619) 692-1439 PAID ADVERTISEMENT

THE 1952 U.C.L.A. SYMPOSIUM

More than 5 hours of Dr. Erickson's presentations on 4 cassettes including:

"Control of Psychological Functions by Hypnosis," a lecture on hypnotic phenomena including analgesia and anesthesia, blindness, deafness, breast development, and case discussion of phobias, delayed menstruation and childbirth.

"Hypnotic Approaches to Therapy," a lecture on the importance of protecting the patient and taking into account the patient's personality. Cases and techniques discussed include age regression, time distortion, amnesia, psychosomatic pain and asthma, and stuttering.

Brief discussions of the nature of rapport between the hypnotist and patient; and hypnosis and memory.

Two lengthy question and answer periods covering a wide range of topics and including more case examples.

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 Psychological 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 produced 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 *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).

THE 1960 CHICAGO SEMINAR

More than 4 hours of Dr. Erickson's presentations on 4 cassettes including lectures on:

"Resistance: A Demonstration and Discussion," Dr. Erickson elicits and discusses manifestations of resistance and does a reverse set induction to demonstrate breaking down negative sets. (Tape A; Side 1)

"Psychodynamics of Hypnosis," Dr. Erickson discusses as an intrapersonal and interpersonal experience: 3 categories of human behavior and brain functioning and how they relate to suggestions; and the importance of indirect methods. (Tape A; Side 2)

"Advanced Techniques I: Permissive Language, Ordeal Therapy, Geometric Progressions," Dr. Erickson describes these techniques as applied in cases of sexual dysfunction, stuttering, bed wetting, compulsive habits and aerophobia. (Tape B and C)

"Advanced Techniques II: Double Binds," Dr. Erickson describes a variety of types and uses of double binds, case illustrations include patients with cancer, physical handicaps, childhood eating disorders, and patients who are self-defeating. (Tape D)

The Milton H. Erickson Foundation wishes to express its appreciation to Marion R. Moore, M.D., who donated both sets of tapes from his collection to the Foundation Archives.

ELIGIBILITY: These tapes are available 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); also to professionals with mental health related graduate degrees (e.g., MSW, MSW, MA or MS) from accredited institutions. Full-time graduate students in accredited programs in the above fields can purchase tapes if they supply a letter from their department certifying their student status.

NAME OF SET ORDERED	NUMBER OF SETS	COST @\$38.00 PER SET (postage & handling included)
THE 1952 UCLA SYMPOSIUM	_____	_____
THE 1960 CHICAGO SEMINAR	_____	_____
AZ residents add 1.2% tax. Outside USA add \$3.00 for additional postage and handling:		
		TOTAL COST: _____

(PAYMENT MUST BE IN US DOLLARS)

We Honor MASTERCARD VISA

Account # _____ Exp. Date _____

Name: _____ Degree: _____

Address: _____ Major: _____

City/State: _____ University: _____

Zip Code: _____ Lic/Cert Type & Number: _____

RETURN TO: THE MILTON H. ERICKSON FOUNDATION, INC. 3606 N. 24TH ST. PHOENIX, AZ 85016

Recent Events

The first few months of 1988 were busy ones. In San Diego, The Fourth Annual San Diego Conference on Hypnotic and Strategic Interventions was held. The conference theme was "Brief Interventions in the Treatment of Anxiety and Depression." Original presentations were given by Martin Seligman, Ernest Rossi, Jeffrey K. Zeig, Stephen Gilligan, Michael Yapko, Norma and Phil Barretta, Joyce Mills, and others. The papers will be edited by Michael Yapko and published by Brunner/Mazel early next year.

* * *

Joyce Mills held a well-received workshop sponsored by Brunner/Mazel in New York City on "Therapeutic Metaphors" in February.

* * *

The American Society of Clinical Hypnosis held its 30th Annual Meeting in Chicago in March. The program included workshops on Ericksonian approaches. Faculty included Cory Hammond, Ernest Rossi, Ron Havens, Michael Samko, Michael Yapko, Norma and Phil Barretta, and Philip Barker.

* * *

Bill O'Hanlon and Jeff Zeig returned from a well-received teaching trip to Australia.

* * *

Congratulations to all those who are contributing in worthwhile ways to the advancement of Ericksonian approaches.

Conference Announcements*

The Organizing Committee has announced a call for papers for the 6th Symposium of the Working Group of Socialist Countries in Psychotherapy to be held in Sofia, Bulgaria, October 28-29, 1988. The symposium will stress brief techniques in individual, group, family, and art therapy. The subtheme will cover organizational models for psychotherapy, psychosocial interventions and rehabilitation.

Registration fees are \$150. A video section is being organized for those wishing to participate but are unable to attend. For more information contact: MD Alexander Marinov, Local Secretariat, G. Sofiiski str. N 1, MA — Department of Psychiatry, Sofia 1431, Bulgaria.

Address Changes

The Milton H. Erickson Institute of Hamburg, Germany announces its new address:

Milton H. Erickson Institut Hamburg
Eppendorfer Landstr. 56
2 Hamburg 20
West Germany
Tel.: 040-480-37 30

Michael D. Yapko, Ph.D., announces the new address for the Milton H. Erickson Institute of San Diego:

The Milton H. Erickson Institute
of San Diego
2525 Camino Del Rio South, Suite 265
San Diego, CA 92108
(619) 295-1010

Please send all newsletter correspondence to the above address in San Diego.



THE MILTON H. ERICKSON CENTER
FOR HYPNOSIS & PSYCHOTHERAPY

POSITIONS AVAILABLE

The Phoenix Center is expanding its program in the Fall and will be opening approximately 6 staff positions. All positions are part-time requiring generally 20 hours per month.

Please send resume to:

Clinical Director
MHECHP
3618 N. 24th St.
Phoenix, AZ 85016
(602) 956-6795



San Francisco's newest landmark, the 23-story tower at the corner of O'Farrell and Mason Streets, houses the new entrance and exquisite lobby of the recently renovated San Francisco Hilton on Hilton Square.

Announcements

The North Carolina Journal of Mental Health will publish a special issue, "Hypnosis in Clinical Practice," in the fall of this year. Authors are encouraged to submit reports of research, theory, case studies, or book reviews to:

Reid Whiteside, Ph.D.
Guest Editor of the NCJMH
4020 Westchase Blvd., Suite 470
Raleigh, NC 27607

* * *

The Executive Committee of the American Society of Clinical Hypnosis has voted to allow licensed Marriage and Family Therapists who have a master's degree, and master's degree level psychologists who are licensed in their states, to attend regional and annual workshops.

The proposal made by D. Corydon Hammond, will take effect immediately. Two years ago, ASCH began allowing MSWs to attend all its workshops.

The Executive Committee also has voted to allow MSWs, licensed marriage and family therapists, licensed master's degree psychologists, doctors of Podiatry, and RNs with specialty certification to become Affiliate Members of the American Society of Clinical Hypnosis. This motion will be placed on a ballot for a full membership vote.

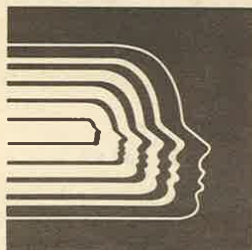
For further information on monthly regional workshops held throughout the country, please write: ASCH, 2250 East Devon Ave., Suite 336, Des Plaines, Illinois 60018. Phone (312) 297-3317.

Properly oriented, hypnotic therapy can give the patient that necessary understanding of his own role effecting his recovery and thus enlist his own effort and participation in his own cure without giving him a sense of dependence upon drugs and medical care. [1954]

(In Erickson, 1980, Vol. IV, chap. 3, p. 34)

Combining psychotherapeutic, amnesic, and posthypnotic suggestions with those suggestions used first to induce a trance, and then to maintain that trance, constitutes an effective measure in securing desired results. [1966]

(In Erickson, 1980, Vol. IV, chap. 28, p. 267)



THE MILTON H. ERICKSON CENTER FOR HYPNOSIS & PSYCHOTHERAPY

Offering Brief, Solution-Oriented
Psychotherapy to Individuals,
Couples and Families.

- STRESS MANAGEMENT
- SEXUALITY COUNSELING
- SELF-ESTEEM ENHANCEMENT
- STRESS MANAGEMENT
- PERSONAL RESOURCE DEVELOPMENT
- TREATMENT FOR ANXIETY, DEPRESSION & PHOBIAS
- CHILD & ADOLESCENT COUNSELING
- HABIT CONTROL (SMOKING, WEIGHT, CHEMICAL ABUSE)
- TREATMENT FOR PSYCHOSOMATIC PROBLEMS
- INDIVIDUAL, COUPLE & FAMILY COUNSELING

SLIDING FEE SCALE
BILINGUAL SERVICE
HEALTH INSURANCE ELIGIBLE

(602) 956-6795

3618 N. 24TH ST., PHOENIX, AZ 85016

TRAINING & CONSULTATION AVAILABLE TO PROFESSIONALS