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# The Milton H. Erickson Foundation NEWSLETTER

Vol. 21, No. 3

Winter 2001

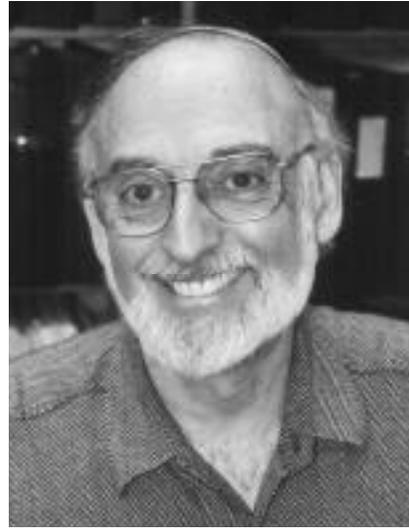
## INTERVIEW

### **John Gottman, Ph.D.**

Interviewed by Dan Short, Ph.D.

**BACKGROUND:** *John M. Gottman, Ph.D., author of over 100 research articles and author, co-author or editor of 20 books, is the Mifflin Professor of Psychology at the University of Washington in Seattle. He graduated with a Bachelor's in mathematics-physics from Fairleigh Dickinson University, obtained a Master's of Science in mathematics-psychology from Massachusetts Institute of Technology, and then earned a M.A. in clinical psychology-mathematics and a Ph.D. in clinical psychology from the University of Wisconsin.*

*One facet of Gottman's career path has been his wide-ranging teaching experience. He was a mathematics instructor at both University of California at Berkeley and at M.I.T. He also has worked for the Wisconsin Department of Public Instruction, and was an assistant and associate professor at Indiana*



*University and the University of Illinois, as well as full professor of psychology at the University of Illinois.*

*Gottman has received numerous prestigious awards for his extensive contributions to marriage and family research including the Distinguished Scientist Award from the American Association for Marriage and Family Therapy and from the International*

*See INTERVIEW on page 7*

### **ERICKSON CENTENNIAL FAST APPROACHING**

The Milton H. Erickson Foundation will celebrate the centennial of the birth of Milton H. Erickson, at the *Eighth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy*, to be held December 5-9, 2001, at the Phoenix Hyatt Regency and Phoenix Civic Center Plaza, in Phoenix, Ariz. The Congress theme will be "Ericksonian Footprints: Past, Present and Future."

The faculty for this meeting includes the foremost leaders in Ericksonian Hypnosis, including: Alman, Andreas, Argast, N Barretta, P Barretta, Battino, Beahrs, Bell-Gadsby, Edgette, BA Erickson, Fisch, Frykman, Geary, Gilligan, Greenleaf, Hammerschlag, Havens, Hoyt, Kershaw, Landis, C Lankton, S Lankton, Lorio, Madanes, McNeilly, Miller, Mills, Munion,

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Roxanna Erickson Klein, R.N., Ph.D.  
Alexander Simpkins, Ph.D.  
Annellen Simpkins, Ph.D.  
John Gladfelter, Ph.D.  
Murriel Schulte, Ph.D.

### **Love & Intimacy: THE COUPLES CONFERENCE**

The Milton H. Erickson Foundation, Inc., announces the *2002 Love & Intimacy: The Couples Conference*, to be held April 19-21, 2002, at the LAX Marriott Hotel, in Los Angeles, Calif. The Conference is sponsored by The Milton H. Erickson Foundation, organization by The Couples Institute of Menlo Park, and Co-Sponsored by the University of California, Fullerton.

Presenters include Constance Ahrons, Elynn Bader, Pat Love, Christine Padesky, Peggy Papp, David Scharf, Janis Abrahms Spring, and Jeffrey Zeig. Keynotes will be given by Helen Fisher and Frank Pittman.

In addition to the regular Conference schedule, a *Laws and Ethics Workshop* will be held on Saturday, April 20. The Workshop will be presented by Mathilda Canter, Ph.D. The *Laws & Ethics Workshop* covers the topics necessary for professional license renewal, and is included in the Conference fee. However, it also may be taken as an individual course on Saturday for those not attending the full Conference. Dr. Canter is the former chair of the Arizona Psychology Board. She also chaired the American Psychological Association Ethics Committee, and the subcommittee that developed the final draft of the current APA Ethics Code. In addition, Dr. Canter co-authored *Ethics for Psychologists: A Commentary on the APA Ethics Code*.

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## EDITOR'S COMMENTS

I have resisted writing the editor's comments for this issue because I am not certain how to say goodbye to something that has been so important—a truly rich and meaningful experience. I have served as Editor for the *Newsletter* for five years. During that time I have developed many rewarding relationships. As Marilia Baker recently said, "You tend to meet a lot of extraordinary people when working with those who have been attracted to the Ericksonian model." I think she is right. There is something extra special about Ericksonians, not only as professionals but also as people. It has been a privilege to serve this readership.

During the past several years, I have received a lot of praise for the quality of the information contained in the *Newsletter*. The *Newsletter* has been quoted in other published sources, used for instruction in graduate classrooms, and distributed at numerous workshops. This would not have been possible without the support of a large body of able volunteers who have worked diligently as a team on the content contained in the *Newsletter*. There are too many talented contributors for me to thank each individual, but there is one who deserves special recognition. Although most of our authors are highly skilled writers, there was one whose proficiency and eagerness to devote time to the *Newsletter* was extraordinary. I could ask this person to research any subject and then receive an engaging article within days. Furthermore, this author consistently produced articles of such high quality that typically no editing was required. Fortunately this person, Sharon McLaughlin, M.A., has agreed to join the editorial team as Managing Editor. She will assume responsibility for many of the production details that require a person who is task-oriented and highly efficient. Make certain to watch for Sharon at the Congress this December and offer her a warm welcome to our endeavor.

To ensure the continuing distinction of the *Newsletter* among others,



**Dan Short, Ph.D.**

we sought to fill the position of Executive Editor with a person having expertise in Erickson's approach to hypnosis and therapy as well as having earned recognition within the Erickson community, and the respect of the Erickson family. I am delighted to introduce Richard Landis, Ph.D., as the new Executive Editor (for more information see Leading Contributors, Vol. 20, No. 2, p. 8). His skills as a teacher, writer, and clinician will stimulate the continued growth of the *Newsletter*. Make certain to also watch for Richard at the December Congress. Provide him with a warm welcome and any ideas or suggestions you have for future issues of the *Newsletter*. Both of our new editors will be looking to expand the current contributor base. Do not hesitate to introduce yourself and offer your service as a contributor.

As I come to the end of my final installment of Editor's Comments, I wish to extend a special note of gratitude to three individuals who have quietly worked behind the scenes, enabling me to develop the *Newsletter* and my professional acumen. The enduring support and consultation from Betty Alice Erickson, Roxanna Erickson Klein, and Jeff Zeig has made it possible for me to produce the quality publication I envisioned. As always, I hope you enjoy the issue.

**Dan Short, Ph.D.**  
**Editor-in-Chief**

## Incoming Editor Richard Landis, Ph.D.

This centennial celebration brings to mind my last meeting with Dr. Erickson. We were in his kitchen discussing his observation that current training in the field too often lacked the balance of the past and the future. He pointed out that artists usually copy the Masters before moving on to their own style. He felt that many of his ideas developed from seeds that were planted in his predecessors' early studies. Whether or not he agreed with their methods or assumptions, his readings and conversations stimulated questions and developed perspectives.

The *Newsletter* has contributed to my own professional balance by keeping me abreast of what is new and reminding me of what has gone before. I would find an article or workshop notice by a person whose ideas stimulated questions. For me, questions are to be answered, so I would contact the person and a dialogue would ensue. Through the *Newsletter*, I have been introduced to the ideas and developed friendships of many interesting people and have had the opportunity to network throughout the world.

Dan Short evolved the *Newsletter* into the current voice of the Ericksonian perspective. Since it is not possible to fill his shoes, we are retiring them the way one retires a great athlete's jersey. Sharon McLaughlin, as Managing Editor, and I, as Executive Editor, hope to continue the tradition of "standing on the shoulders of giants," as the *Newsletter* continues to evolve. I am excited at the prospect of working with Sharon, the staff, and all of the department editors and contributors. And, I hope that all of you continue to use the *Newsletter* as a source of information and connections.

**Rick Landis, Ph.D.**  
**Incoming Executive Editor**

## COUPLES

*continued from page 1*

See the ad and registration form on page 5 to save \$50 off the current rate of \$349 until January 16, 2002. The Conference brochure will be available in October 2001.

To receive the brochure, contact the Milton H. Erickson Foundation, Inc., 3606 N. 24th Street, Phoenix, AZ 85016-6500; Tel, 602/956-6196; Fax, 602/956-0519; E-mail, [mhefvol@aol.com](mailto:mhefvol@aol.com); Web, [www.erickson-foundation.org/loveconf.htm](http://www.erickson-foundation.org/loveconf.htm)

## The Milton H. Erickson Foundation NEWSLETTER

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**Incoming Managing Editor: Sharon McLaughlin, M.A.**

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Betty Alice Erickson, M.S., LPC, LMFT,  
Roxanna Erickson Klein, R.N., Ph.D., C. Alexander Simpkins, Ph.D.,  
Annellen Simpkins, Ph.D., John Gladfelder, Ph.D.,  
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Centennial 1/2 page ad

## **CENTENNIAL**

*continued from page 1*

Parsons-Fein, Phillips, Ritterman, Robles, Rosen, Rossi, Ruelas, Schefflin, Schmidt, Short, Signer-Fischer, Sylvester, Tafoya, Trenkle, Weitzenhoffer, Whiteside, Wilson, Yapko, and Zeig.

Keynote Addresses will be given by Stephen Lankton, Cloé Madanes, Ernest Rossi, and Jeffrey Zeig. Carl Hammerschlag will present the Invited Address.

The Congress program was designed by Stephen Lankton and includes a special new Ericksonian Footprints Track. Congress workshops will be presented Friday, Saturday and Sunday. A Fundamental training program also will be offered. Accepted Short Courses will be given on Thursday, December 6, from the Milton H. Erickson Institutes, both national and international, as well as from other professionals worldwide.

A special hike is planned to the Squaw Peak Mountain Preserve on Wednesday, December 5, for the dedication of the Milton H. Erickson bench that will be built this Fall. In addition there will be an evening celebration for the 100th birthday of Milton H. Erickson, M.D., including music, dancing, special door prize memorabilia, and celebratory birthday cake. More information is included in the Conference brochure.

See the ad on this page to save \$50 off the Onsite Registration Fee! (For full Congress registrations ONLY.) You must bring the original ad with you to Registration at the Hyatt Regency. Do not send this ad with a registration form. Photocopies will not be valid. This offer does not apply to Day Ticket registrations. Day tickets are available for \$150 per day. This offer is not valid with any other offer, and cannot be used retroactively. After November 2, 2001, all registration, including day tickets, must be made onsite at the Hyatt Regency Hotel on Wednesday, December 5, from 5-7 PM, and again on Thursday, December 6, beginning at 7:30 AM. Onsite registration is on a space availability basis.

If you would like to receive a brochure for the Congress, contact The Milton H. Erickson Foundation, Inc., tel., 602/956.6196; fax, 602/956.0519; E-mail, [mhefvol@aol.com](mailto:mhefvol@aol.com). Information also is available on our web site, visit: [www.erickson-foundation.org/cong01.htm](http://www.erickson-foundation.org/cong01.htm)

## ***FUNDS NEEDED FOR ERICKSON BENCH DEDICATION***

A bench will be constructed this summer, dedicated to Milton H. Erickson, M.D., on the Squaw Peak Mountain Preserve located in Phoenix, Ariz. The bench will be constructed one-third of the way up the main trail.

Dr. Erickson sent many of his patients to Squaw Peak as a part of their therapy training. In December 2001, those attending the *Eighth International Congress* in Phoenix are invited to a dedication ceremony on the Squaw Peak Park Preserve on the 100th anniversary of Milton H. Erickson's birth.

The Erickson Foundation must provide a stipend to the City of Phoenix for the bench. If you are unable to participate in the dedication, but would still like to help, you can send an ear-marked donation to the Erickson Foundation. All donations are greatly appreciated.

## CASE REPORT

### *The Case of Helene and Dominique*

Thierry Servillat, M.D.

Institut Milton H. Erickson de Nantes,  
FRANCE

Helene and Dominique, both in their middle forties, came together for treatment of Dominique's premature ejaculation. In the first session, Helene spoke most of the time, complaining about this difficulty which Dominique seems to have had right from the start of his sexual life. Dominique looked dejected and depressed. He was only interested in therapy if he could get some positive results; they had already consulted a cognitive-behavioral therapist without achieving any change. Dominique and Helene were both separated from former companions and together they were the parents of a little daughter. Seeing the great tension between the couple, I proposed a few individual sessions with each. They reluctantly accepted.

During one of the sessions, Dominique expressed an exaggerated feeling of responsibility about the problem. In her session, Helene complained in an equally repetitive and stereotyped manner. Seeing the rigidity of their pattern, I scheduled another couples session. This time, I began the session by evoking, positively and with a cool manner, the importance of the role of the woman in a couple. Dominique immediately interrupted, asking questions about himself, and preventing any interaction between Helene and me. I asked him gently "not to do my work." Dominique started again while Helene complained one more time. I decided then to raise my voice, and said to both: "You do the things PERSISTENTLY. I am truly very DISSATISFIED with you." Helene and Dominique looked into each other's eyes, and seem surprised. Dominique then growled, "If I come here, I have the right to speak". I immediately answered, "The only right you have here is to be helped.... If you are able to listen to all the things I have to tell you..." Then I continued a very kind tirade, but with a more and more incensed tone, "These times, more and more couples do the things persistently...(then

becoming more quiet)... Notice that makes more work for me..." An uncharacteristic silence ensued. Dominique gradually showed signs of

---

*This time, I began the session by evoking, positively and with a cool manner, the importance of the role of the woman in a couple.*

---

trance. Helene spoke to Dominique. She described very precisely her behavior that created stress for Dominique. She emphasized the fact that she had never given herself permission to express her proper desires to Dominique.

Dominique attended the next session alone. He seemed very quiet, but with a new look of determination, saying, "We decided I'll come alone. I have personal work to achieve assertiveness in my life." A constructive phase began, which allowed Dominique to position himself differently with Helene as well as with other relationships. Helene also became aware of his value as a person and took the time to consider his desires in the relationship. Importantly, this carried over into their sex life.

Thierry Servillat, M.D.

Institut Milton H. Erickson de  
Nantes, FRANCE

## DISCUSSION

Dr Julien Betbezea

Institut Milton H. Erickson de Nantes,  
FRANCE

Dr. Servillat realizes that the couple rigidly adopted an unattractive, linear view of the presenting problem. Dominique accepted Helene's complaint as her reaction to his incompetence. The rigidity of their view was present in the individual sessions as well as the conjoint sessions. Their apparent resistance to looking at the problem more systemically, has perhaps undermined the previous therapy, and presented a challenge to Dr. Servillat.

He was able to impact the closed system by giving up his therapeutic neutrality and emphatically imposing his views. He addressed the couple as

if they were naughty children misbehaving, needing to be reminded about the rules by an unhappy parent. By so dramatically expressing his annoyance and imposing his views, the therapist reintroduced himself as a separate member of the therapy system. This reintroduction allowed the two members of the couple to conceive their relationship as dynamic.

This modification was first made possible by Dr. S's realization of his own annoyed feelings. He resonated with the couple's underlying rigidity and annoyance about their relationship. He next utilized the annoyance, surprising the couple, by verbalizing (in tone and content) his provocative and strategic communication. This was effective because the intervention was based on the feelings and criticism that already existed within the system. Dr. Servillat effectively utilized these dynamics in the system to give suggestions about how the couple could relate to each other in more nurturing ways. What is so dramatic is that the utilization of the resistance and annoyance (which undermined the previous therapy)

was redirected by the therapist to become the catalyst of change.

The impact is immediate. Both Dominique and Helene relaxed and accepted their responsibilities, or roles, as Dr. Servillat dictated. The couple changed from a closed system to an open one. This activation allowed the couple, made up of two individuals, to become a structured, relational couple: each member, being at the same time him- or herself and the partner of the other in a dynamic relationship. In this framework they both become more personally involved in the therapy. They both saw the problem and their roles in the relationship differently. As a result they were able to work more effectively for change.

The expression of Dr. Servillat's feelings in the therapeutic system transformed the couple's difficulties into ordinary problems that could be easily overcome. The therapist's annoyance, by becoming a basis of co-operation, allowed an advance towards autonomy and the differentiation of each member by allowing the couple to move from a closed to an open system.

Dr Julien Betbezea

(Key words: reframing, provocation, and utilization)

## VOLUNTEERS NEEDED FOR DECEMBER CONGRESS

The Milton H. Erickson Foundation is looking for full-time graduate students to assist the staff and faculty at the upcoming *Eighth International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy*, December 5-9, 2001, at the Phoenix Hyatt Regency and Phoenix Civic Plaza.

Volunteer duties include assisting with registration procedures, continuing education, assisting faculty and monitoring meeting rooms. In exchange for the registration fee, volunteers are asked to send a \$100 deposit that will be refunded after successfully completing volunteer duties.

Full-time graduate students and interns are the first to be accepted as volunteers. Professionals will be accepted as the meeting draws closer, if there is need. Volunteers are assigned on a first-come, first-served basis. Accepted volunteers must attend a mandatory volunteer meeting on Wednesday morning, December 5, 2001. To volunteer, please submit the following:

- A letter requesting to volunteer.
- A letter from your university stating full-time graduate student status as of December 2001. Interns should send a letter from their supervisor stating their status as of December 2001.
- A completed registration form.
- A \$100 deposit (To be refunded after successful completion of volunteer duties.)

Send all of the above information by Nov. 9, 2001 to: The Milton H. Erickson Foundation, Inc., Attn. Ann Webb, Volunteer Coordinator, 3606 N. 24th Street, Phoenix, AZ 85016-6500. For more information contact, Ann, at the Foundation: tel, 602/956-6196, ext. 201; E-mail, [mhefvol@aol.com](mailto:mhefvol@aol.com)

Couples full page

## CONFERENCE NOTES

The 59th Annual Conference of the American Association for Marriage and Family Therapy, with the theme, "Scientific Art: Evidence-Based Therapy," will be held October 18-21, 2001, in Nashville, Tenn. For information contact AAMFT, 1133 - 15th Street NW, Ste. 300, Washington, D.C. 20005-2710; tel, 202/452-0109; fax, 202/223-2329; E-mail, [central@aamft.org](mailto:central@aamft.org); Web, [www.aamft.org](http://www.aamft.org)

The Society for Clinical and Experimental Hypnosis announces the 52nd Annual Workshops and Scientific Program, November 7-11, 2001, and will be held in San Antonio, Texas. The Program is Co-Sponsored by the Department of Behavioral Medicine, Brook Army Medical Center, the Brown Schools at Laurel Ridge, Scott & White Clinic & Hospital, and the University of Texas, PanAm. The Program consists of Workshops and a Scientific Program. For information and to register contact SCEH - Central Office, Washington State University, P.O. Box 642114, Pullman, WA 99164-2114; Tel, 509/332-7555; Fax, 509/335-2097; E-mail, [sceh@pullman.com](mailto:sceh@pullman.com); Web, <http://sunsite.utk.edu/IJCEH/ijcehframes.htm>

*After the Storm: Working with Traumatized Children and Adolescents*, will be held November 8 & 9, 2001, in Toronto, Canada. This workshop, sponsored by Source, RE Source, and presented by Joyce Mills, Ph.D., will assist therapists in dealing with the children and families suffering from the trauma of recent tragic events and those continuing to threaten the safety of children, families and communities. For information contact Source RE Source at 416/654-2000; E-mail, [sresource@interlog.com](mailto:sresource@interlog.com); Web, [www.sourceresource.com](http://www.sourceresource.com)

The Psychotherapy Networker (formerly Family Therapy Networker) celebrates the 25th anniversary of the Networker at their annual conference in Washington, D.C., March 7-10, 2002. Pre-Conference Workshops also will be available on March 6, 2002. For information contact Fred Freedman at the Psychotherapy Networker at 202-291-1257; Web, [www.psychotherapynetworker.com](http://www.psychotherapynetworker.com)

The American Society of Clinical Hypnosis (ASCH) is sponsoring the 44th Annual Scientific Meeting and Workshops on Clinical Hypnosis, "Healing with Hypnosis: Integrating Brain and Behavior," March 15-19, 2002. The Workshop will be held at the Omni Severin & Crowne Plaza Hotels in Indianapolis, Ind. Full programs will be available in mid-November, 2001. For more information, contact ASCH at 630/980-4740; E-mail, [info@asch.net](mailto:info@asch.net)

The Ninth Congress of the European Society of Hypnosis, "Hypnosis and The Other Therapeutic Modalities in The New Millennium," sponsored by the Società Italiana Di Ipnosi and the Società Italiana Milton Erickson, will be held September 25-29, 2002, at S. Thomas Aquinas University, Rome, Italy. The Congress consists of a Precongress Workshop, Scientific Program and a Postcongress Workshop. Keynote Addresses, Invited Addresses, Invited Workshops, Invited Seminars, Symposia, Research Panels, Clinical Panels and Supervision Panels will be offered. A Call for Papers also has been announced. For registration and Call for Papers information, contact Società Italiana Di Ipnosi, Via Tagliamento 25, 00198 Rome, Italy; tel, 06 8542130; fax, 06 8542006; E-mail, [ipnosii@tin.it](mailto:ipnosii@tin.it); Web, [www.hypnosis.it](http://www.hypnosis.it)

### ***The Milton H. Erickson Foundation's Intensive Training Program***

by Brent B. Geary, Ph.D.

Phoenix, AZ

The Milton H. Erickson Foundation's Intensive Training Program is presently in its 14th year. Courses are offered in the Phoenix area every Spring, Summer, and Fall. The Spring and Fall sessions are comprised of Fundamental and Intermediate sessions; an Advanced workshop is added to these in the Summer. Each program offers 30 hours of training in a five-day format. Attendance is limited to 25 trainees each week.

The Intensives are designed to allow clinicians to incorporate Ericksonian hypnotic and psychotherapeutic approaches into their practices. The Fundamental week assumes no previous knowledge of or practice in hypnosis. The training focuses on fundamental principles and practices, beginning with induction techniques and proceeding through utilization of the hypnotic phenomena and indirection. The structure provides plentiful opportunity for experiential learning. Participants gain extensive exposure to hypnosis both from practitioner and subject perspectives.

The Intermediate training concentrates on utilization of hypnosis for specific clinical areas. Ericksonian approaches in the treatment of depression, anxiety, pain, and trauma are covered. The emphasis is on ways to "tailor" therapy through individualized assessment of patient characteristics, resources, and expectations. Additional experience in the use of anecdotes and metaphors also is included in the training.

Advanced training is primarily case consultation based. Whereas the Fundamental week explores general principles and the Intermediate particular clinical areas, the Advanced training focuses on individual cases to illustrate application of Ericksonian methods. The Advanced workshop is designed for

practitioners who regularly utilize hypnosis in their work. They are asked to bring video – and/or audiotapes for review or to present detailed case accounts for discussion. Advanced instruction and practice centers on utilization of hypnotic phenomena, treatment planning, and specific needs requested by participants.

Brent B. Geary, Ph.D., Coordinator of Training for the Erickson Foundation, is the organizer and primary instructor of the Intensive Programs. Jeffrey K. Zeig, Ph.D., the Foundation's Director, also teaches every week. Professionals and students from every inhabited continent have attended the Intensives and there is usually a stimulating international flavor to the programs. Indeed, attendees often remark about how much they enjoy the diversity of cultures and professional backgrounds that are represented. The Erickson Foundation believes that the Intensive Training Program should be the ultimate small group experience for learning Ericksonian methods. We continuously strive to achieve this end.

### ***The Influence of Milton Erickson: An interview with Jeffrey Zeig***

This interview can be found in the book, *Family Therapy: Exploring the Field's past, present & possible futures* (p.151, 2001, Adelaide, South Australia, Dulwich Centre Publications) edited by David Denborough.

The book consists of 29 interviews with practitioners from around the globe. The interviews discuss the shaping of family therapy through the years and offers future projections. To order, contact Dulwich Centre Publications, Hutt St PO Box 7192, Adelaide, South Australia 5000; Tel, (61-8) 8223 3966; Fax, (61-8) 8232 4441; E-mail, [dcp@senet.com.au](mailto:dcp@senet.com.au) Web, [www.dulwichcentre.com.au](http://www.dulwichcentre.com.au)

*Society for the Study of Family Relationships, the Distinguished Scientist Award from the American Family Therapy Academy and the Presidential Citation Award from the American Psychological Association for Outstanding Lifetime Research Contributions.*

Currently, he directs the Gottman Institute, which he co-founded, and he continues his research at the University of Washington. Many of the studies Gottman has conducted caught the interest of the non-professional public. His readable writing style and dynamic presentations have amassed great popularity. His rigorous standards of analysis have insured that his work also meets professional scrutiny.

Gottman continues longitudinal studies of couples and families, and investigates the influence of social interactions. On-going research includes such varied elements as voice tones, children's play and physiological health.

Some of Gottman's recent books include *Raising An Emotionally Intelligent Child*, (1997) and *Why Marriages Succeed or Fail* (1994) both published by Simon & Schuster; *The Marriage Clinic* (1999, Norton); *The Seven Principles of Making Marriage Work* (1999); and *The Relationship Cure* (2001) both published by Crown.

**Dan Short (DS): What would you say is the reason for your popularity among clinicians?**

**John Gottman (JG):** I think the field of marital therapy is ready for a new approach. The approaches we have now are not working very well. If you take a hard look at clinical significance in outcome studies, it is really quite dismal. Only a small percentage of couples in marital therapy attain a level of non-distress. In a study by Price and Jacobson (1995) only 35% of couples receiving marital therapy, using the best known techniques, reported non-distress. Of those, the rate of relapse was 30-50% over one year. Unfortunately, most therapists do not know about the best techniques available. They have not yet had this training available to them. Many therapists are suffering because they are not effective with couples. They are searching for something that will work.

I think therapists are ready for new ideas in this area. Fortunately,

See INTERVIEW on page 18

## Portrait on Jeffrey K. Zeig, Ph.D.

The Portrait interview in the July/August 2001 German issue of *Lernende Organisation* (No.2, page 62) is with Milton H. Erickson Foundation Director, Jeffrey K. Zeig, Ph.D. The article discusses the professional events in his life that brought him to where he is today. Zeig describes his inspirations, the beginnings of the Milton H. Erickson Foundation, and his publishing company, Zeig, Tucker & Theisen.

In addition, the cover story, *Auf dem Weg zum Dream Team*, is about Gunther Schmidt, M.D., director of the Milton Erickson Institut of Heidelberg, Germany. It centers on the *Hypno-systemic Dream Team*, and work with management groups.

## Beck Festschrift

The Beck Institute for Cognitive Therapy and Research and the Academy of Cognitive Therapy present a FESTSCHRIFT in honor of Aaron Beck at the annual conference of the Association for Advancement of Behavior Therapy in Philadelphia, PA on Thursday, November 15, 2001 8:30 a.m. - 5:00 p.m. at the conference hotel, the Philadelphia Marriott, 1201 Market Street, in Grand Ballroom E, Level 5.

As you may know, a Festschrift is a special tribute to an outstanding scholar by colleagues—in this case, by colleagues who are leaders in their fields, and whose work has been substantially influenced by Aaron T. Beck, M.D.

This day-long affair will consist of 18 speakers, each of whom will present a 15 minute paper emphasizing the latest research and advances in theory and therapy for a wide variety of disorders: depression, anxiety, eating disorders, substance abuse, bipolar disorder, and schizophrenia, to name a few.

Attendance is complimentary but you must pre-register by emailing your name, phone number, fax, and address to [beckinst@gim.net](mailto:beckinst@gim.net), by faxing the same information to 610.664.4437, or by calling 610.664.3020. Please indicate that you would like to attend the Festschrift. You will not need confirmation of your registration.

We thank The Psychological Corporation for sponsoring this wonderful tribute.

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# INTRODUCING THE INSTITUTES

## The 'Instituto Milton H. Erickson de Santiago de Chile'

by Marilia Baker, M.S.W.

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The Instituto M.H. Erickson de Santiago was founded in 1990 under the name "Instituto Chileno de Hipnosis Aplicada" and affiliated with the Erickson Foundation in 1991. The current members of the Board of Directors are: Dorothy Bowie, M.A., Sebastian Castro, Lic. Psych., Mario Pacheco, Lic. Psych. and Maria Elena Viveros, M.S. During the past decade, the Instituto has actively disseminated the Ericksonian approaches in Chile and beyond. Its directors are involved in both in academia and in the professional community. Dorothy Bowie Valenzuela, Honorary Director, currently retired, was the original impetus behind the formation of the group. An American-born pastoral counselor and clinical hypnotherapist by training, Mrs. Bowie has a long list of achievements both in the U.S. and in Chile. For the past 50 years, her contributions to developing human potential and community resources in Chile, and her legacy in the advancement of Ericksonian approaches have been immeasurable. Her colleagues at the Santiago Institute proudly continue to count on her generosity, guidance, kindness and wisdom.



*M. Elena Viveros*



*M. Mario Pacheco*

Since its recent reorganization, the Institute has added the following Associate Members, all licensed psychologists: Gabriela Vilches, Jose' Miguel Cortes, Italo Garcia, Mauricio Cuevas, Juan Pablo Diaz, Marcos Fuentes and Patricio Elgueta.

Presently, the Institute has expanded its scope of research, training, and clinical work under the subtitle "Centro Para el Desarrollo de la Psicoterapia Estrategica Breve". Its mission can be summarized as follows:

- 1) To disseminate the many models of brief strategic psychotherapy which were influenced by the pioneering work of Milton H. Erickson.
- 2) To integrate models and promote a comprehensive strategic approach to respond to the multifaceted developmental and personal growth needs of individuals seeking therapy.
- 3) To disseminate Ericksonian approaches to health professionals through teaching and training in hypnosis and brief psychotherapy.
- 4) Furthering of clinical and experimental research.
- 5) Interdisciplinary integration and application of its models in the areas of mental health and psychology of health.
- 6) To promote the integration of Erickson Institutes in Latin America and other Ericksonian professionals through active exchange of ideas, publications, meetings and congresses, to further develop strategies congruent with the idiosyncrasies of the continent and its mental health needs.

The Institute currently provides clinical training to psychologists and psychiatrists through a two-year program, which has been recognized by the Chilean National Commission on Accreditation in Clinical Psychology. The Institute

directors have participated in national and international congresses, and have published extensively in professional journals. Some are involved as academic advisors for graduate theses focusing on Ericksonian approaches; to date 16 theses have been approved. They are also actively working toward the expansion and integration of M.H. Erickson Institutes in Latin America.

The Santiago Institute collaborated in the organization of the first Meeting of Southern Hemisphere Erickson Institutes, May 2000 in Mendoza, Argentina. It has sponsored the Second Meeting, recently held at Santiago de Chile (May 2001), now expanded to include all Latin American Institutes. The Third Meeting will take place in Rio de Janeiro, Brazil, May, 2002. The Board is working together with Brazil to organize this congress under the theme: *El Enfoque Ericksoniano en la Salud*.

In order to contribute to therapist development and to further Ericksonian approaches in Chile, the Milton H. Erickson Institute of Santiago has invited the following distinguished international presenters:

- October 1993 – Ernest Rossi, Ph.D. "The Psychobiology of Mind-Body Healing".
- November 1996 – Michael Yapko, Ph.D. "Hypnosis and Depression".
- May 1997 – Michael Yapko, Ph.D. "Application of Hypnosis and Directives in Solution-focused Therapy".
- October 1998 – Jeffrey Zeig, Ph.D. "Habit Control and Advanced Hypnotic Strategies".
- July 1999 – Jeffrey Zeig, Ph.D. "Hypnosis in Anxiety Disorders" and "Therapist Skills".
- November 1999 – Jeffrey Zeig, Ph.D. "Ericksonian Strategic Therapy" and "Therapist Development".
- May 2001 – Scott Miller, Ph.D. "From the Problem to the Solution" and "What Works in the Treatment of Alcohol and Drug Abuse".

Co-Director Mario Andres Pacheco is a prolific writer. He has authored, and co-authored with his colleagues at the Santiago Institute, many articles of interest to the Iberoamerican world. A new scientific online-journal has been created, the *Revista de Hipnoterapia Ericksoniana*, to further authorship and dialogue in South America. Pacheco has also been e-publishing *Hipnopolis*, playfully described as a 'non-official journal' of the recently created 'Asociacion de Institutos y Centros Milton H. Erickson de America Latina'.

The Institute sponsors a website providing further information about its members, their activities and publications, [www.Hipnoterapiaestrategica.cl](http://www.Hipnoterapiaestrategica.cl)



*Scott Miller and Sebastian Castro*

## A TRIBUTE TO JEFFREY ZEIG: A WORKSHOP IN CAPRI

An important conference was held May 30-June 1, in Capri, Italy, to honor Jeffrey Zeig's 20 year contribution to development of Ericksonian Hypnosis and Psychotherapy in Italy and to celebrate the 100th anniversary of Erickson's birth. Sponsored by Societa Italiana Milton Erickson and Societa Italiana de Ipnosi, the meeting attracted registrants from throughout Europe.

Keynote speakers were Jeffrey Zeig, Michael Yapko and Camillo Loreido. An international faculty included speakers from Italy, Germany and the United States including Bernhard Trenkle, Philip and Norma Barretta, Brent Geary, and Betty Alice Erickson.

Titled "The Use of the Therapist's Self in Ericksonian Therapy," this highly informative workshop was conducted in the library of an ancient monastery. The uniquely beautiful surroundings of Capri added another experiential dimension to this valuable meeting.

# THERAPEUTIC FRAMEWORKS

## **EYE MOVEMENT DESENSITIZATION and REPROCESSING**

### **Dr. Francine Shapiro's Therapeutic Approach**

Summarized by Murriel Schulte, Ph. D.,  
Dallas, TX

"From 0 to 10, with 10 being high, how would you rate your current level of distress?" With his rating, the client is asked to keep the most distressing picture of his presenting event or memory in mind; then, to identify where the feeling lodges in his body; and lastly, to identify his associated negative cognitions that go with the problem--such as "I'm helpless," or "It's my fault." Continuing with his images, feelings, and thoughts, he is kept grounded in the present through the clinician's interactions with him. The eye movement

stimulation (or possibly an alternate form, auditory or tactile, of left-right lateral stimulation) is then introduced. He is intermittently asked for his rating of his distress on a scale of 0-10--the Subjective Unit of Disturbance Scale (SUDS) while he is processing the trauma, until the point when his memories have lost their disturbing power. This recursive procedure is maintained until he has desensitized his difficult memories and until positive self-cognitions have replaced his negative self-cognitions. When his negative images are dissipated, he is asked to rate the believability of his alternative positive cognitions on a scale of 1(completely untrue) to 7(completely true)--the Validity of Cognition Scale (VOC). From having spoken of his negative cognitions initially, he now speaks of what he would rather believe about himself, his positive cognitions.

In the EMDR process, something creative happens; with an almost surprising acceleration, images, memories, associations, thoughts, and

emotions are often brought forth rapidly into a client's mind. In reliving events, the client may emote in rage, grief, or fright. After EMDR therapy, he is not simply desensitized or less anxious; his thinking has changed. In the course of one or more sessions, the former memory has lost its power. The EMDR process posits that trauma teaches maladaptive lessons that can be unlearned. The speed of change and the lasting resolution with EMDR are reported to be the most appealing aspects to clinicians of this psychotherapy.

The founder of EMDR, Francine Shapiro, Ph.D., is the executive director of the EMDR Institute, Inc., and a Senior Research Fellow at the Mental Research Institute, Palo Alto, California. She was awarded the 1993 Distinguished Scientific Achievement in Psychology Award presented by the California Psychological Association. She is the author of three books: *Eye Movement Desensitization and Reprocessing:*

*Basic Principles, Protocols, and Procedures* (1995), *EMDR: The Breakthrough Therapy for Overcoming Anxiety, Stress, and Trauma* (1997), and the forthcoming *EMDR and the Paradigm Prism* (American Psychological Press). Training in the EMDR techniques through the EMDR Institute is mandatory for clinicians. According to Dr. Shapiro, it is a specialized approach and method that requires supervised training for full therapeutic effectiveness and client safety. To date, 30,000 clinicians have been trained throughout the world. Level I EMDR training centers on how to desensitize traumatic memories, anxieties, and phobias, and to install positive belief structures. EMDR has applications to natural disasters, family therapy, Post-traumatic stress disorder (PTSD), children and adult survivors of abuse, adult children of alcoholics and for the personal use for the therapist to process vicarious imagery overflow from traumatized patients. Level II Training has applications for Dissociative identity disorder, Axis II diagnoses and other

*See EMDR on next page*

EMDR

## UPCOMING TRAINING

DATE	TITLE / LOCATION / LEADER	CONTACTS
10/15-19	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Fundamental</i> / Phoenix, Ariz. / Brent Geary, Ph.D.	1.
10/22-26	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Intermediate</i> / Phoenix, Ariz. / Geary	1.
11/3	Settling the Unsettled: Integrating Approaches to Anxiety Disorders / UCSC Extension / Jeffrey K. Zeig, Ph.D.	2.
12/5-9	8th International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy / Phoenix, Ariz. / Invited Faculty	1.
<b>2002</b>		
1/6-11	Comprehensive Training Program in Ericksonian Hypnotherapy / Penzberg, Germany / Zeig	3.
1/12-13	ISCT - Utilization / Vienna, Austria / Zeig	4.
2/21-22	Phobias and Anxiety / Toronto, Canada / Zeig	5.
3/7-10	25th Annual Psychotherapy Networker Symposium / Washington, D.C. / Invited Faculty	6.
3/11-15	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Fundamental</i> / Phoenix, Ariz. / Geary	1.
3/18-22	Intensive Training in Ericksonian Approaches to Brief Hypnotic Psychotherapy - <i>Intermediate</i> / Phoenix, Ariz. / Geary	1.
4/3-7	Hypnotherapy 2002: Ericksonian Approaches to Problem Solving (Five-day Intensive - Advanced Training) / Pensacola Beach, Fla. / Stephen Lankton, MSW, DAHB, & Carol Lankton, M.A.	7.
4/8-10	Hypnotherapy 2002: Ericksonian Approaches to Problem Solving (Three-day Additional - Advanced Training) / Pensacola Beach, Fla. / Lankton & Lankton	7.
4/19-21	Love and Intimacy: The Couples Conference / Los Angeles, Calif. / Invited Faculty	1.

### Contact Information:

1. The Milton H. Erickson Foundation, Inc., 3606 N. 24th Street, Phoenix, AZ 85016-6500; Toll-free tel, 1-877-212-6678; tel, 602/956-6196; fax, 602/956-0519; E-mail, [office@erickson-foundation.org](mailto:office@erickson-foundation.org); Web, [www.erickson-foundation.org](http://www.erickson-foundation.org)
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6. Fred Freedman, Psychotherapy Networker, 202/291-1257; Web, [www.psychotherapynetworker.com](http://www.psychotherapynetworker.com)
7. Steve Lankton, 850/932-6819

\* To submit a listing for Upcoming Trainings, please send dates, title of workshop, venue, city/state/country, list of presenters, and complete contact information ONLY. A \$10 fee, per listing, is required. Deadline for the 2002 Spring Issue (March/April) is January 30, 2002. All workshop submissions are subject to approval by the Erickson Foundation. For more information, please contact the Erickson Foundation at 602/956-6196; or E-mail Production Assistant, Karen Haviley, [mhreg@aol.com](mailto:mhreg@aol.com).

## EMDR continued from page 9

major disorders.

According to Bessel A. van der Kolk, M. D., "The speed at which change occurs during EMDR contradicts the traditional notion of time as essential for psychological healing. Shapiro has integrated elements from many different schools of psychotherapy into her protocols, making EMDR applicable to a variety of clinical populations and accessible to clinicians from different orientations."

Early inspiration for EMDR was in 1987, when, as a graduate student, Dr. Shapiro discovered the technique as she was walking in a park. She had been troubled by some old memories and disturbing thoughts. Her painful

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*...there have been more controlled treatment outcome studies on EMDR than on any other method used in the treatment of PTSD.*

---

memories seemed to dissolve as she moved her eyes rapidly back and forth. She was amazed by her own discovery, gathered volunteers to experiment with this process, and then, organized formal research to test this discovery.

In 1988, she approached Joseph Wolpe, the originator of systematic desensitization, to teach him her method and to ask him to publish her paper in the journal he edited, *The Journal of Behavior Therapy and Experimental Psychology*. He experimented with EMDR, and published her article and one of his own case studies using EMDR in the journal. He stated that with EMDR treatment for PTSD "there is often a marked decrease in anxiety after one session, and practically no tendency to relapse."

In 1989, she published her research, "Eye movement desensitization: A new treatment for post-traumatic stress disorder," which was then followed in adding 'reprocessing' in the 1991 article, "Eye movement desensitization and reprocessing procedure: From EMD to EMD/R: A new Treatment Model for Anxiety and Related Trauma." From these original studies, a great deal of other research has followed, until, to date, there have been more controlled treatment outcome studies on EMDR than on any other method used in the treatment of PTSD.

One controlled study by Wilson, Becker, and Tinker (1995), evidenced

the effects of three 90-minute EMDR treatment sessions on traumatic memories, working with 80 participants. These subjects revealed decreases in their presenting complaints, and in addition, reported increases in positive cognitions. The general functioning of these participants improved, with less depression, fewer somatic complaints, and improvement in self-esteem. These positive effects were maintained at a 90-day follow-up.

In 1998, a meta analysis of 61 studies compared the efficacy of several treatments of PTSD--drug therapies, behavior therapy, EMDR, relaxation training, hypnotherapy, and dynamic therapy--found that behavior therapy and EMDR were most effective. By self-report assess-

ment, EMDR was the most effective treatment. Treatment effects were maintained at a 15-week follow-up.

The meta analysis reviewed the theoretical bases for all treatments and summarized that EMDR maintains these treatment components: "imaginal exposure with concomitant lateralized movements, along with coping statements." The provisions for how EMDR works is unclear. It is unknown as to "what changes occur in what part of the brain, how oscillatory movements are involved in those changes, how that leads to 'reprocessing' of the trauma, and how such reprocessing results in decreased PTSD symptoms. . . . Clarification of the mechanism by which symptoms change and the active ingredients in EMDR is now critical, given its apparent efficacy. Without such clarification, the acceptability of EMDR within the professional community is likely to remain controversial."

Wilson, S. A., Becker, L. A., and Tinker, R. H. (1995). Eye movement desensitization and reprocessing (EMDR) treatment for psychologically traumatized individuals. *Journal of Consulting and Clinical Psychology*; 63, 928-937.

Van Etten, M. L., and Taylor, S. (1998). Comparative efficacy of treatments for Post-traumatic Stress Disorder: A meta-analysis. *Clinical Psychology and Psychotherapy*; 5, 126-144.

# **ERICKSONIAN HYPNOSIS AND THE TREATMENT OF ADDICTIONS**

by Laurence Laforêt

The Milton H. Erickson Institute Nice, Côte d'Azur, France, presented on November 4, 2000, a clinical meeting on "ERICKSONIAN HYPNOSIS AND THE TREATMENT OF ADDICTIONS."

Four papers were presented:

"EATING DISORDERS" by Christine Guilloux, psychologist, psychotherapist, consultant and trainer, Board Member of the Milton H. Erickson Institute of Paris, Vice - President of the French Society of Hypnosis. The paper presented results from the work of Christine Guilloux and her colleague, Jean-Pierre Joly, physician in Lille, treasurer of the French Society of Hypnosis, author of the book "Changer de Poids" ("Weight Management").

Many documented case examples were offered in an urbane and inter-

esting manner. They reminded us how unique each person is, how it is necessary to reframe beliefs and situations and to shape a personalized intervention. There is no standardized method of treating eating disorders and each situation needs to be taken on its own merits.

Christine Guilloux and Jean-Pierre Joly described a "therapeutic alliance." Eating disorders and behaviors need to be treated physically and psychologically. Therapeutic teamwork needs to be emphasized.

"ERICKSONIAN CHI QONG IN THE TREATMENT OF ADDICTIONS" by Jean-Yves Bourre, Therapist, Cannes. Jean-Yves Bourre outlined a new understanding of how physical problems can be treated through the basic principles of Chinese medicine and its symbols. This journey isn't that obvious for western minds.

He referred to some American expressions like "walk your talk", "dream time" and to the work of Milton H. Erickson before bridging with his own work and Chi Qong. This paper has really been a journey

in an unfamiliar set of ideas, principles and concepts. It questions our proximity to Asian culture which seems further away than Native American culture. Nevertheless, it opens our minds to new worlds and new accesses to our unconscious mind and our irrational states of mind. It is a journey to be followed.

"CRISES ET DEPENDANCES: Pacing and Leading Through Ericksonian Hypnosis" by Laurence Laforet, Clinical Psychologist, Nice. The focus of this paper is on the links that can be made from the notion of "crisis" in our clinical practice to its sense in the economic, social and clinical spectrum where "crisis" can be perceived as a mobilization of resources towards new and necessary ways of coping, as an opportunity for change, or a (temporary) failure of the system in which the subject interacts and where he/she has a temporary need for support and help.

Threatening addictions to the integrity of the subject, such as addictions to the partner, workaholism,

etc., have been explored from a systemic point of view. This frame opens up to a treatment that relies on personal resources directed towards a more comfortable autonomy beyond the voluntary and conscious limits the patient imparts on him/herself. Hypnosis is required for such treatment.

"HOW TO BE A BIG HIT (\*) AND STOP SMOKING HYPNOTICALLY" by Francine-Helene Samak, Psychologist, Nice, President, The Milton H. Erickson Institute Nice, Côte d'Azur. The introduction of this interesting paper presents these facts: One woman among three smokes, smoking starts at a more and more early age (11 years old), 80% of impotent men are smokers. Francine-Hélène Samak explained her work and her training in Ericksonian methods. Milton H. Erickson was a pioneer and a forerunner in helping a subject stop smoking. She outlined the steps of her methodology, the selection of subjects in order to know

*See ADDICTIONS on page 24*

# CONNECTIONS

## Connecting with Stories of Change

by George W. Burns, Lic. Clin. Psych.

Subiaco, Western Australia

I am fascinated by the power of stories to connect with people who may have chosen not to connect in other ways, to alter experiences that have otherwise remained unaltered, and to change patterns of behavior that experts in behavioral change have found unchangeable. Jessica provided me with one such example. Although she was just six-years old when her mother brought her to see me, she was to teach me something about the power of metaphors.

Jessica had been labeled from the outset: An elective mute was the diagnosis. She was a child who chose to speak only to whom she wished, and that meant no one outside of her immediate family. She was a child who was a problem to adults, especially her teachers. Their system demanded measurement and accountability. Jessica was not playing by the rules. She could not be assessed on verbal-based measures.

At home Jessica spoke freely. Her parents considered her vocabulary, sentence structure and fluency of speech to be comparable to her peers.

She had visited a school psychologist and a private clinical psychologist and out-smarted them both. They tried to coax and cajole. They asked her to talk through puppets and they set up a behavioral schedule for her classroom, but Jessica remained an elective mute. I wasn't sure I had any additional weapons in my arsenal.

While speaking with her mother, Jessica sat on the floor drawing, thus giving me the opportunity to address her indirectly while apparently conversing with her mother. My initial therapeutic intent was to normalize selectivity of

speech and then to set an expectation of change. I did not anticipate what would happen in the next few moments.

I spoke with Jessica's mother about how we all choose with whom we want to speak and with whom we do not. We communicate openly with people we like, while we may not want to talk to others at all. My aim was to confirm Jessica's power to be selective, and reassure her about the normality of her choices.

To set an expectancy of change, I told her mother a true story about a childhood classmate of mine, Billy. Nobody at school had ever heard him speak, but there was a rumor he spoke at home. Billy was teased by other kids, who poked fun at his silence. But nothing changed – until one day.

At this point of the story Jessica stopped her drawing and looked up at me. I continued to keep her mother's gaze and proceeded with the tale.

That day the door of the cupboard at the back of the classroom was ajar and a feather duster protruded through the gap. As we filed into class, Billy's eye fell on the protruding feathers and, without thinking, he exclaimed, "Sir, there's a hen in the cupboard!" Everyone laughed, and after that Billy spoke.

Jessica, who had stopped drawing to listen to the story, picked up a fresh sheet of paper. In a few moments she passed me a drawing of a bird. "What's this?" I ventured to ask. "Tweetie," came the reply. "Who's Tweetie?" I pressed gently. "My canary," she answered.

Her mother looked as incredulous as I did. I was the first adult Jessica had spoken to outside of the family in her whole six years. As Jessica taught me, metaphors can hold a unique ability to facilitate connections, whereas other language forms may not. The empowerment for her to change an established pattern of behavior had come not just through a story, but through one told so indirectly that it was apparently being communicated to someone else.

**Editor's Note:** A more detailed account of this case, other examples of change through metaphor and step-by-step guides for using therapeutic stories, are provided in George Burn's, *101 Healing Stories: Using metaphors in therapy*, John Wiley and Sons, NY, 2001.

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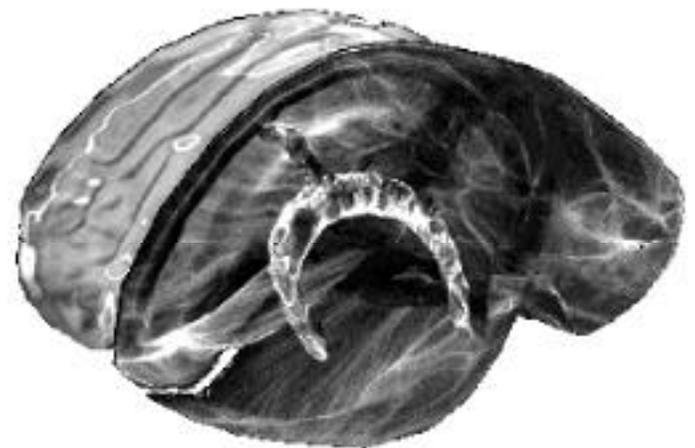
# HEALING WITH HYPNOSIS INTEGRATING BRAIN AND BEHAVIOR

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## *Philip and Norma Barretta*

by: Betty Alice Erickson, M.S.  
Dallas, TX

Partners in marriage since 1948, Philip and Norma Barretta created a new "career marriage" 25 years later. They are still partners in their active psychotherapeutic teaching and private practice activities, based in the Los Angeles area. Their professional alliance took off after 1970-71, an enriching year of living and working in Italy and traveling 18,000 miles throughout Europe together. At that point, they decided the time had come to leave behind their individual careers. The year of working together was not only more fun, it allowed them to create and develop an even more effective way of contributing and teaching than did their own separate pursuits. In this new partnership, they further developed their teaching and eventually began a joint therapy practice.

They both left behind their established careers to embark upon their partnership; Norma had received her Ph.D. in psychology from the University of Southern California, while Phil, a licensed Marriage, Family and Child Therapist, held a Master's in Counseling from California State University at Long Beach.

Their strong backgrounds in therapy and teaching as well in humanities and language, gave them a shared and intense on-going thirst for new knowledge and understandings of human behaviors. Early in 1977, after reading *The Hypnotic Patterns of Milton H. Erickson, M.D.*, (1975. Meta Publications, Cupertino, CA) they met John Grinder, Ph.D., who is one of the authors. Both Philip and Norma became fascinated with the linguistic aspects of Dr. Erickson's work. Both were stricken by a desire to meet Erickson in person, but there were long waiting lists for his teaching seminars. They continued to study with Grinder and several others known in the Neuro-Linguistic Programming (NLP) community, and as they did, their desire to work with Erickson became even more attractive and important.

In August, 1978, Grinder declared, "You two have to meet The Man." He then added, to their



delight, "Call this number exactly at noon on Monday." On Monday, exactly at noon, Norma placed the call. Hearing Erickson's voice as he answered the phone, she responded with a deep anticipatory trance. His words left a lasting impression, "This is Norma Barretta, is it not?"

This striking introduction marked the point at which the Barrettas' professional teamwork became central to their lives. Until then, their work in teaching and psychotherapy together had been part-time. Their first visit with Erickson gave them the impetus they needed to embark on the path that eventually would define their unique contributions. Norma left her full-time position and Phil worked "double-time" at his job as well as in their growing venture. With both dedicating themselves, they nurtured a partnership that richly spans personal life with professional competence. Their understanding, appreciation and love for one another fostered the enhancement of individual skills and talents, and resulted in a journey that exceeded the expectations of the individuals involved.

The two returned to Phoenix often, studying further with Erickson. They created seminars to teach some of the more subtle and exquisite aspects of Erickson's phenomenal use of language. They also focused on Erickson's incredible sensory awareness and the powerful effects of informal hypnosis on therapeutic progress. Voila! Their work quickly evolved into a remarkable montage of travel, teaching and bringing Erickson's work to students on three continents. Patients and students from six continents come to consult with them in the USA. They developed their own model, "Competency Based Brief Therapy" which integrates concepts of NLP with Ericksonian hypnosis

and brief therapy, and they continue to teach worldwide.

These teaching trips kept them away from home for periods of time. This is the reason, they say, they have yet to complete the two books they have had "in progress" for 27 years. Phil now owns a laptop, however, so there is no excuse. Students, worldwide, await the books.

Much of their practice is now with medically referred patients, both pre- and post-surgically. They have assisted with preparing patients in a large number of successful surgeries including kidney transplants. They also have worked with a multitude of cancer patients and with preparation for childbirth. They are delighted that they have dozens of "happy to be free of pain" patients.

Phil and Norma often do simultaneous hypnosis with these and with other patients. He talks, she talks, they talk together. They talk about the same things and about different things, together and separately. They continue to amaze each other and their patients with the powerful effect of double inductions.

Their life together is as interesting as their professional work. They were first married by a Jewish Judge of the Superior Court in Washington, DC, in 1948. Only three other people knew of this marriage. Two years later, they were married by a Catholic Monsignor in Camden, New Jersey. They joke that they need to be married a couple more times, perhaps by a Protestant minister and a Buddhist priest.

When they visited Erickson for the first time, he wove a long tale about a young couple besotted with each other, on the second day of the seminar. This couple, he said, had parents who disapproved of their relationship, but the couple decided to go their "own way." In this tale, Erickson literally recreated the Barrettas' early years together, incorporating "secrets" that only Phil and Norma shared. To this day, they stand in awe in his ability to have "read" them so well. This meeting, and Erickson's ability to connect so well and teach them so meaningfully, continue to inspire them on the professional journey they now share.

Phil has always loved to laugh and has used his sense of humor to enrich all aspects of life. His ability to "play with words" increased after several visits with Dr. Erickson, and continues to evolve. Each day at the Barretta's home begins with laughter and ends with chuckles.

Together and separately, the Barrettas continue to learn, to incorporate, to teach, to master, and to develop knowledge. They stand as exemplary models of the power of common visions, hopes and of the potentials that perhaps extend beyond the reach of just one person. Their harmony and partnership vividly demonstrate the increased power of sharing, supporting and the reciprocating exchanges that have so extended their reach. Separately, they are impressive. Together they are remarkable.

## *Special issue of Methods: A Journal for Human Science*

### *"Hermeneutic Research on Psychotherapy"*

This special issue of *Methods* contains a set of papers that, both individually and collectively, illustrate one approach to the study of the therapeutic process. The papers in this special issue, by four doctoral students at Duquesne University, apply an interpretive methodology to the video recording of Dr. Ronald Laing's demonstration at the 1985 *Evolution of Psychotherapy Conference* in Phoenix, Ariz. Laing met and talked with a woman who was diagnosed as paranoid schizophrenic, while cameras recorded the conversation and relayed it to the audience. This video recording offers a rare opportunity to view the existential psychotherapist in action. It also provides an opportunity to study, in detail, the process, the praxis of psychotherapy, and to demonstrate the power and utility of interpretive analysis. Each of the papers in this issue approach the interaction from a somewhat different perspective, and together they provide an account of Laing's work that shows the ontological features of this kind of psychotherapy.

For information contact *Methods*, 3518 Armstrong Boulevard, Dallas, TX 75205.

# SPEAKING OF RESEARCH

## "Your unconscious is a lot smarter than you are."

— Milton H. Erickson

by C. Alexander Simpkins Ph.D. & Annellen Simpkins Ph.D.

Milton Erickson believed the unconscious mind has intelligence and great potential. His claim often met skepticism from conservative colleagues. But during the past few decades, exploration in the area of unconscious perception has started to catch up with what Erickson stated so simply so many years ago.

Early evidence for unconscious intelligence came from research by Broadbent (1962) using dichotic listening tasks. Subjects wore special headphones that simultaneously presented different words to each ear. When told to repeat the words heard in one ear only, a procedure known as shadowing, subjects were not conscious of what was given to the other ear. But Venturino (1983) did an interesting experiment that showed unconscious responsiveness. First, he conditioned subjects by pairing certain words (three different bird names) with electric shock. When subjects were performing the second part of the experiment, a dichotic listening task, he presented the conditioned bird names randomly to the unattended ear. Subjects responded with a statistically higher skin-conductance-response (SCR) when the bird names and other bird names were presented over SCR to control words. They did not consciously hear the name, but evidently they reacted to it. This finding not only showed there was ability to process stimuli unconsciously, but also showed that the unconscious can distinguish and respond to meaning.

A later study by Groeger (1984) demonstrated even more compellingly that the unconscious distinguishes and responds to meaning. The experimenter presented a targeted word tachistoscopically. One group saw the word slowly enough to process it consciously and the second group had the word flashed so quickly that they could have no conscious awareness of it. Next, subjects were told to choose from twenty-four words, none of which contained the targeted word but did contain semantically and phonetically similar words. For example, if the target word was "town," subjects in the conscious awareness condition chose "time," a word with structural or surface similarity, while the subjects who perceived unconsciously chose the semantically related word "city." Groeger (1988) performed similar tests using auditory perception and had similar results.

Research with brain-damaged patients, paradoxically, also provides researchers a great deal of evidence for unconscious intelligence. Damage to the primary visual cortex results in a blind spot in the visual field. Anything presented to this area will not be consciously seen by the patient. In fact, patients with this kind of damage avidly deny that they could possibly see anything in their blind spot. Yet, experiments have shown (Weiskrantz, 1980, 1986, 1990) that patients can "guess" with amazing accuracy the size, shape, color, movement, orientation, and even some simple forms of stimuli that were presented to the blind quadrant! This ability is known as *blindsight*.

Patients with Prosopagnosia cannot recognize familiar faces. But in an interesting experiment, Young (1994) asked subjects to try to guess the person's name from a list. He found that, despite their absence of function, these patients could, by what they considered a random guess, choose the correct names. They were able to perform unconsciously, although they were no longer conscious of doing so.

Indirect studies to find out if there is memory of events during amnesia show that people do remember even though they don't know that they can (Merikle & Daneman, 1998). The researchers showed amnesia patients a list of words. A short time later they were asked to recall the words (an explicit memory test). They could not consciously recall any words. But on an implicit test (word stem completion test) they tested similar to the way in which normal subjects under anesthesia responded. They did recall some of the words even though they had no awareness of doing so.

These studies show that people know and can do more than they think, just as Erickson taught. Therapy on the unconscious level will help patients extend their capacities beyond what they think is possible. Trust your unconscious, and use unconscious perception faithfully. You will expand your abilities in ways we are just beginning to understand. The wisdom of the unconscious continues to be a fascinating realm of untapped potential!

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Pearls of Wisdom

# INTERNATIONAL COMMUNITY

## *Asociacion de Institutos y Centros Milton H. Erickson de America Latina*

by Mario Andres Pacheco, Lic. Psych.  
Santiago, CHILE

The Second Meeting of Milton H. Erickson Institutes of the Southern Hemisphere was held in Santiago de Chile, May 24-27, 2001. Founding directors and board members of seven Erickson institutes in Latin America were present, in addition to a large number of participants from Latin countries. At that time, by an enthusiastic mutual agreement and in the spirit of Pan-American collaboration, the "Asociacion de Institutos y Centros Milton H. Erickson de America Latina" was created.

Since 1992, the Argentinean, Omar Chagriz, M.D., (MHEI, San Luis) and the Chilean, Mario

Pacheco, Lic. Psych., (MHEI, Santiago) dreamt of a systematic means of exchanging information and experiences between institutes. They met informally over the years, always planning to include more Ericksonian colleagues. Such a moment arrived when Chagriz, Pacheco and Sandra Ostropolsky, Lic. Psych., (San Luis, Argentina), planned the first official meeting for May 2000. Carmen Milan, M.D., (Centro MHE, Buenos Aires) also joined in the organization. A long-held dream was about to take place.

Invitations were sent to all the institutes and their associates in the Continent. Michael Yapko, Ph.D., was invited to present two workshops. This historic encounter was held in San Luis, Argentina. Directors from Mexico (Teresa Robles, Ph.D.), Buenos Aires (Carmen Milan, M.D.), Chile (Sebastian Castro, Lic. Psych., Maria Elena Viveros, M.S., Mario Pacheco,

Lic. Psych.), and Argentina (Omar Chogriz, M.D., Sandra Ostropolsky, Lic. Psych.) were present. The meeting was a success. Eighty professionals participated and a second encounter was set for May 2001, in Santiago de Chile.

Another part of the dream was becoming concrete: namely, to make a strong, cooperative body of Institutes under the umbrella of an inter-American Association, so as to have a permanent, flowing exchange of ideas, systematization of autochthonous methodologies, practices and techniques, congruent with the idiosyncrasies and needs of the Latin American people. The Second Meeting was held in Santiago, Chile, May 2001, hosted by the Santiago MHE Institute. Scott D. Miller Ph.D. (Institute for the Study of Therapeutic Change – ISTC) presented two workshops, as part of the international segment of the encounter. This second meeting also was successful, with a

large number of participants, 115 total, from all invited countries. The theme was, "The Spirit of Milton H. Erickson and Gregory Bateson." Institute directors present included: Marcia Alencar, Lic. Psych.; Sofia Bauer, M.D.; Sebastian Castro, Lic. Psych.; Mario Pacheco, Lic. Psych.; Maria Elena Viveros, M.S.; Omar Abdon Chogriz, M.D.; Carmen Milan, M.D.; Sandra Ostropolsky, Lic. Psych.; Teresa Robles, Ph.D.; Isabel Leon de Zegarra, Lic. Psych.

Representatives from Institutes presented a variety of workshops, short courses, panels, and conversation hours. A total of 22 important contributions to the discussion and dialogue in the Continent were offered, including the multimedia opening session on "The History of Brief Therapy: The Seminal Work of Milton H. Erickson and Gregory Bateson" and its subsequent evolution.

The 'Asociacion de Institutos y Centros Milton H. Erickson de America Latina' was then officially

*See LATIN AMERICA on next page*

*"Helping your patient to develop their unconscious potential is the primary task" Milton Erickson (1976)*



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**Please look for Dr. Alman's article in The Kaiser Permanente Journal, Fall 2001**  
***Medical Hypnosis: An Underutilized Treatment Approach***

## INTERNATIONAL COMMUNITY

## Bay Area Institute Studies Trance in Bali

by Tom Kennedy M.A.

The Milton H. Erickson Institute of the Bay Area recently held a two-week workshop in Bali. Led by Eric Greenleaf and Betty Alice Erickson (with a team of Balinese and expatriate guides), *Bali Trance: 2001* gave a privileged glimpse into the secular, sacred and therapeutic forms of Balinese trance.

A 'common, everyday trance' is quite a different animal on this tropical Hindu island, primarily due to their use of dissociative states to 'associate' with spiritual realms. For the Balinese, the world is filled with the spirits of gods and departed souls that must be honored several times each day in order to keep all aspects of life in balance. The principle means of honoring the gods is making offerings at temples or religious statues throughout the island. Our guide explained that he chose his wife by the quality of her intense concentration while making these offerings. He also made a useful distinction between a god and a demon, saying that a demon is simply a god who has not yet been appeased.

The spirits also can manifest themselves through the living in Bali. They are believed to enter the body, take it over completely and speak or dance through the person. When this happens, it's referred to as trance possession. The spirits are most often positive and welcomed. In very few cases possession is a negative experience. Trance possession is available to all and plays a large role in religious and secular life. It serves as a means of contacting and communing with the spirit world, obtaining revelations, and restoring inner balance.

In a trance possession state, seemingly unexplainable things happen. People can walk across burning coals or put them in their mouths without sustaining injury. When possessed by the monkey god, men climb trees at lightening speed and do astounding acrobatic feats. There is also a tradition of self-stabbing with knives

when possessed by the warrior spirit. Men with long steel swords press them directly into their chests with such force that the blade bends but does not puncture the skin.

Trance possession is most often ritualized in temple ceremonies. We were fortunate enough to witness many of these elaborate rituals because our stay was timed to coincide with an annual ten-day religious festival where the spirits of the gods are invited to come down to the island to play and celebrate. At most of these events we were the only Westerners present.

In one ritual, two young girls became possessed by the spirits of twin angels and did a highly stylized dance, while they stood unaided on the shoulders of men. They later ran barefoot through a large fire. Following this ritual, Betty Alice Erickson commented, "I've witnessed people in trance undergoing gall bladder surgery without anesthesia but I've never seen a trance of this depth before. I never knew it existed." Our guide translated a question and answer session with the girls to get a detailed description about the experience of possession including what they remembered or had amnesia for and how they felt about performing this ritual.

We visited a variety of native healers who utilized dissociative states to heal their clients. One healer was a *balian*, a traditional healer who serves a therapeutic function akin to a western psychotherapist or shaman. *Balians* use trance possession as their primary tool to diagnose and treat patients. Most symptoms are seen as spiritually based, caused by mistakes in ritual or by black magic. We had the privilege of watching her work with both a family and an individual client. With the family, she started her work by listening to her clients' problem, entering a trance possession state and then offering suggestions and ritual prescriptions to provide a solution. There was a question and answer session to further clarify the healer's approach and the clients' experience of the healing.

There were many presentations scheduled. Eric Greenleaf and Betty

Alice Erickson held an advanced hypnosis workshop and a supervision session. Bali's leading psychiatrist, Dr. Suryani, invited us to her home for dinner and a talk about her use of clinical hypnosis. She later conducted a full-day trance and meditation workshop. We visited the homes of our guide, a mask carver, and several people who wear sacred masks in a possession state during temple rituals.

The Milton H. Erickson Institute of the Bay Area's next trip to Bali is scheduled for November, 2002. More detailed information (including photos) about *Bali Trance: 2001* or upcoming trips can be found at their website: [www.miltonherickson.com](http://www.miltonherickson.com).

## LATIN AMERICA

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created, its mission and objectives formally enunciated and signed by Institutes representatives. To summarize: 1) The 'Association' is established with the objective of creating a common space for growth and integration of all Institutes and Centers on the Continent in the spirit of mutual collaboration and support in order to develop an Ericksonian model congruent with the needs and idiosyncrasies of the local cultures; 2) The creation of support and incentives to allow scientific research to flourish in local Institutes, 3) Creation of subsequent means to disseminate information and exchange amongst Ericksonians, through a periodic, online newsletter for all to contribute; 4) The annual organization of meetings, alternating host countries, to foster active and personal exchange of scientific ideas, methodologies, practices; and 5) To call on all Institutes in Latin America to actively and enthusiastically participate in this effort.

The Third Meeting will take place in Rio de Janeiro, Brazil, May 24-26 2002. The theme will be "The Ericksonian Approach in Health and Mental Health." A Fourth Meeting is already being planned for 2003, in Mexico. For further information contact Mario Pacheco, Lic. Psych. at [ps\\_mpacheco@entelchile.net](mailto:ps_mpacheco@entelchile.net) or Marcia Mathias, Lic. Psych. at [mathiaspsi@alternex.com.br](mailto:mathiaspsi@alternex.com.br)

## BOOK REVIEW

### *Disarming the Past*

by Jerry M Lewis, M.D. & John T Gossett, Ph.D.

2000, Phoenix, Arizona: Zeig, Tucker & Theisen Publishers

[www.zeigtucker.com](http://www.zeigtucker.com)

Two persons, advanced in age, are on a bench talking, "What was God doing after he created the world in six days?" The answer, "He was busy taking care of marriages." This little vignette reminds us about the mystery of marriage: How two individuals, with two different backgrounds, can mix, blend and become a new entity. This does not happen without a lot of error, pain and suffering. The current rate of divorce, approximately 50 %, is a reminder of the difficulties. These data and the everyday experience of anyone involved in the field of couples therapy, tell us how little information we have about the institution of marriage. Maybe marriage wasn't studied because for centuries it seemed so obvious and natural. We know now that the relation between two persons is not so natural or so obvious. However, when it works, it could be one of the most wonderful experiences one could envision. For those who are happily married, marriage is a blessing for both members and all who surround them. In fact, it is considered by some to be the foundation of life in society; and by others, a miracle drug.

In their book, *Disarming the Past*, Jerry Lewis, M.D., and John Gossett, Ph.D., give us a new and refreshing perspective on marriage as a healing place - a place where the wounds of the past, through love and understanding, can be overcome and healed. Current research provides new insight on the qualities and rules needed for a marriage to be a success. Lewis is an experienced practitioner and researcher who never ceases to learn, and try to understand what makes this alchemy.

Based on 30 years of experience and data from the Timberlawn Research Foundation in Dallas Texas, the book is a tool for all couples and couples' therapists. The authors provide information about the ingredients necessary to make a good and lasting marriage. They describe the

*continued on next page*

## **DISARMING**

*continued from page 16*

necessity of having both separateness and closeness between the partners, and emphasize the crucial tool of being able to repair, when needed, what could have been broken at a certain point during the relationship. Personality continues to develop throughout life; individual maturation occurs across the life span. It is the nature of important relationships to grow and mature through interaction with an influential other: parents, relatives, and friends. If the development of autonomy is necessary, the other dimension for development of oneself is "the ability of connecting with others, in ways that lead to a shared sense of closeness."

*Disarming the Past* is a no-pop psychology approach for professionals. It is nevertheless written in a simple manner, easy to understand, avoiding buzzwords or explaining them in a luminous way.

Numerous questions are left unanswered: Is healing always reciprocal? Why do some people find healthy

relationships and others not? Can we study the process of healing? Is there only one kind of healing? Can someone deliberately look for a healing marriage? How long does it take for a marriage to heal? Is it enough to have a healing relationship with a spouse to grow and mature? With honesty and humility, Lewis answers these questions with what is known at this moment, and what still lurks in the shadow and deserves more study. Two suggestions for a new edition: I would like to know the data and the materials used by Lewis and which are mentioned in the book as "new research" without any specific references. Also I would like to know more about the tools used in his everyday practice to help couples.

There is still much more to learn about marriage. This book is one step in that direction and will be worth reading for everybody, the public as well as professionals.

**Reviewed by:**

Gerard Fitoussi, M.D.  
Las Vegas, NV

## B O O K R E V I E W

### *The Intimacy Jungle*

by Terry Parsons, Ph.D., D.Min.

2000, Brown Books, Dallas

This book is a gem for marriage therapists. Terry has written a book based on his doctoral dissertation and he reviews, on the basis of his research, what seems to work in marriage. He interviewed over one hundred couples of all ages to determine what kinds of choices they made and what makes their long-term relationship work.

This is the kind of book that is useful for premarital counseling as well as marriage counseling. He reviews the issue of attractions, romance, commitment and what it takes to make a relationship thrive. This book is not only based on Terry's research but also on his extensive experience as a marriage counselor. This is a book to give to clients who can be invited to read it in the process of counseling. It is written in a "user-friendly" style and quickly engages the reader in exercises, which will enable them to explore their thoughts and feelings and realize some self-discovery in the process.

**Reviewed by:**

John Gladfelter, Ph.D.  
Dallas, TX

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## INTERVIEW

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there are a lot of creative people working in this field. Researchers who are developing exciting new ideas include Andy Christensen, Ph.D., Neil Jacobson, Ph.D. (now deceased), Susan Johnson, Ed.D., Les Greenberg, Ph.D., Doug Snyder, Ph.D., and Dan Wile, Ph.D. All of these people are converging on the same idea--most marital problems never get solved. Therefore, people have to learn how to adapt to the differences between them and their partner. They have to find a way to dialogue about these perpetual problems.

The approach that I am taking is to develop a psychology of marriage that is based on the way that normal people go about the business of being married. From this type of longitudinal study, you get techniques that are fascinating and sometimes surprising. These techniques are not overly complicated because they are based in the behavior of normal people. While seeking to understand marital problems, I talk about existential conflict, the meaning of the issue rather than the specifics of the issue. A lot of the old techniques, such as reciprocal contracting, completely miss the mark (e.g., "I'll take out the garbage every Friday in exchange for sexual intercourse on Monday."). These techniques are not really getting at the heart of the problem, and may even be creating new problems. These techniques develop a compromised position when actually there are major philosophical differences that need to be addressed. The new techniques, the ones that take into account personal values, where the person lives, and the stories they live by, are capable of revolutionizing the field of marital therapy.

Another powerful approach is the idea of working on a couples' friendship, rather than focusing exclusively on their conflict. How do you build intimacy between a husband and wife? In the past, the only model of intimacy we had was Sydney Jourard's idea of self-disclosure (i.e., I will tell a secret about me, you tell a secret about yourself and then we will feel intimate.). But this is not what people do in marriage. That is not how you build intimacy. What we have discovered in research is that people make bids for attention and then the partner either turns toward or away. The response to the bid for

attention is really critical. Research has a lot to say about these very basic processes of building intimacy. Translating this information into therapeutic technique is a creative enterprise.

There has to be collaboration between researchers and clinicians. It is the researcher's role to provide hard evidence. To say, "Here is what we know," and, "Here is what we do not know." This type of honesty is valued by clinicians, and there is a need to be honest about treatment data. I have heard some clinicians claiming 96% effectiveness for their approach. I think that anybody who says they have 96% effectiveness is fooling themselves or using the wrong outcome measure. It is not even possible to get 96% of the people to brush their teeth much less changing problematic or pathological behavior in some fundamental way. Valid measures of effective treatment strategies are more likely to range from 35% to 50%. I think therapists are ready to listen to people who are using rigorous measurements of treatment outcome and not just some survey of customer satisfaction. Jacobson and Addis (1993) did a study in which two years after therapy they followed up with all of the people who either maintained change or relapsed. In this study, 100% of those who relapsed had initially said the therapy was helpful and effective.

**DS: Could you explain in more detail this type of collaboration?**

**JG:** Four years ago, we opened a marriage clinic in Seattle. The clinic operates with 17 therapists whom we have trained and worked with. It is a two-way communication. They are telling us what they need and what they think and this helps us design useful studies. As researchers we ask, "What types of techniques are you trying? What types of problems are you working with? What do you think is going to work?" We then test these ideas using hard data. This has enabled us to develop some creative techniques and a library of interventions that we know are effective with certain people, in certain situations. We are developing intake protocols, treatment protocols, and methods for follow-up. We will follow a couple for two years after termination so that we can better determine what is working.

**DS: You seem to have found a way to overcome the separation between researchers and clinicians.**

## VIDEO REVIEW

### *Interview by Michael Hoyt, Ph.D.*

Published by the Milton H. Erickson Foundation, Inc., Phoenix, AZ

See page 20 for ordering information

The demonstration Interview with Michael Hoyt, Ph.D., was taped at the August 1998 Brief Psychotherapy Conference held in New York City. It is an excellent example of how one interview by a skilled clinician can achieve many of the goals of a brief psychotherapy program.

The client clearly wants an opportunity to talk about a current life crisis and is responsive to a thoughtful invitation to discuss his distress. A lot of good psychotherapy can be done in one session by a wise interviewer who has both the experience and orientation that allows the client to move at his own pace. This client is experiencing a lot of scare and a lot of sadness and the therapist gently invites him to go as far as he wants to go. Hoyt's warmth, caring and contact with the man makes this interview easy to watch. The dialog has the character of a discussion between two friends rather than a therapist and client, and yet is clearly an intelligent strategy for enabling the client to explore his choices, contemplate the status of his life and review the nature of his feelings.

Hoyt's background with Carl Whitaker is present in the session and one also can readily recognize the narrative and constructivist leanings in his work. His experience is evidenced in his careful openness and wisdom with both audience and client. He clearly values the short time with the client and uses it with great care and awareness. Although one might see a trancelike quality in this session, the therapist willingly provides good rationale for the way he works and the value of his style. This is a masterful interview of the sort that beginning and moderately experienced therapists would find quite valuable. "An Interview by Michael Hoyt, Ph.D." is the kind of tape a teacher and supervisor would prize for instructing in the subtle, warm and gentle art of psychotherapy. The quality of the video and sound on the tape is the fine quality that has become a standard for excellence in videotaping at Erickson conferences.

**Reviewed by:**

John H. Gladfelter, Ph.D.  
Dallas, TX

**JG:** Part of the solution is for a researcher to marry a clinician, which is exactly what I did. I married Julie Schwartz Gottman, Ph.D., who is our Clinical Director. She and I work together and she teaches me about clinical practice. She is a much better clinician than I will ever be. I also do clinical work. As I apply our findings from research it helps me have a better understanding of intervention and prevention.

**DS: What led you to research the topic of marriage and families?**

**JG:** I have been doing research on marriage for 28 years. I started this line of research because it was the area of clinical training that was most fun to me. You had the whole system there in front of you. You saw the interactions. Individual therapy, in contrast, forces you to rely on someone else's account of what has happened. I'd been drawn to observational research for some time. When I was on my internship and saw a couple fighting, I would say to my supervisor, "I wonder what they would do on a consensus decision

making task like those used by social psychologists?" My supervisor would say, "No, you can not do that. They have come here for therapy. That is all you have to do." So when I became a professor, I would offer the couple the opportunity to do such a task, they would say, "fine" and I would find that a couple who is incapable of making a decision in their relationship, worked fabulously as a team on this other task. They would listen to each other, cooperate, they already had all the social skills but they were not applying them to their relationship. That became really puzzling and really interesting. When I started conducting research, videotape recorders had just become available so I was able to set up a laboratory and make recordings. None of us knew what to observe. Sociologists had been studying marriage since the late thirties but they just used questionnaires or interviews. Discovering how to actually observe couples interacting and figur-

*See INTERVIEW on page 23*

## *Six Therapists and One Client, 2nd Edition*

Frank Dumont and  
Raymond Corsini, Editors

Springer Publishing Company, Inc.  
April 2000

New York

*Six Therapists and One Client* compares psychotherapy treatments from six therapeutic approaches. Six renowned therapists, spanning current approaches to psychotherapy, provide a course of "treatment" to the same client. Stephen Lankton demonstrates Ericksonian Hypnotherapy, Albert Ellis presents Rational Emotive Behavior Therapy, Arnold Lazarus writes on Multimodal Therapy, Raymond Corsini does Adlerian Psychotherapy, Fred Zimring shows Person-Centered Therapy, and Barbara McCrady uses Cognitive Behavior Therapy. The outstanding proficiency of each therapist provides a great deal of clarity so the reader can readily distinguish the essential features of each approach.

Since it would not be possible for a real client to visit each therapist in a serial fashion, the six therapists were instead provided a summary of the "client," including a brief history as well as current symptoms. Each therapist was then free to "construct" the treatment dialogue, as well as to describe strategies for change, session frequency, progress and impasse, to represent respective approaches to understanding and addressing the client's problems.

The book's structure helps maintain consistency across the chapters and permits ready comparisons. Each therapist summarizes the framework of therapy along with some details of their training and background. Individual reasons for the attraction to this particular approach are also given, which are often heartfelt and highly informative. Session dialogues follow, demonstrating the style and types of interventions for each therapy. One of the most engaging aspects of the book is the commentary that each therapist provides in between the dialogue exchanges with the client. These permit the reader to know of the therapist's thoughts, hypotheses, and strategies as specific responses are formulated.

Included at the end of each chapter is a short critical commentary by another therapist from the same therapeutic orientation. The purpose of this was to critique the treatment and interventions utilized by the primary therapist. Some of the commentary provided more in-depth information and gave alternative strategies as well as raising questions regarding some of the interventions by the primary therapist. These "second opinions" were of great value.

Each of these six therapists are quite distinctive, and each chapter serves as a useful foil in relation to the others. Lankton demonstrates brief therapy superbly, effectively using Ericksonian Hypnosis and brief therapy. He employs layered metaphors and an open framework, which enriches the client's abilities to grow positively. Ellis gives an excellent summary of his method, though his prognosis of the client is more guarded, and his treatment is proportionally longer and detailed. Lazarus provides a well-balanced approach that is both humorous and respectfully incisive with this client. Corsini is remarkable for his excellent therapeutic use of self-disclosure. Zimring delights in the subtleties of relationship and connection. And McCrady systematically constructs a series of useful empirically driven procedures for this client.

Despite the differences in underlying frameworks and techniques, one of the fascinating differences between these six was the way that each balanced support and challenge in dialogue with this difficult client. While the theory and methods of each approach are quite well-known, it is the interpersonal style of each practitioner--measured by their choice of words and focus of therapeutic attention-- that lends a palpable atmosphere to the each of the dialogues. This interpersonal "frame" is different in each approach, and is surely as influential as the overarching theory or the application of technique.

There are two minor annoyances about the book. It contains more type-style errors than suit a text in its second edition. It also falls short of providing true critical commentaries for every one of the therapists. While a like-minded ally can understand the application of theory to the problems of this client, several of the critiques

seemed to merely support rather than extend the creative possibilities of each treatment approach.

Dumont and Corsini note that these six approaches were chosen because each seems likely to dominate the development of psychotherapy in the future. The uniqueness and similarities across these diverse approaches certainly makes for some enlightening comparisons. The strength of the book is the discrete "purity" with which these six approaches are represented. Could this serve to merely reinforce personal biases rather than enrich our reper-

toires? This seems unlikely, since a good therapist will surely also possess the searching and largely incurable interest which the poet ee cummings once summarized as "never to rest and never to have: only to grow."

"Six Therapists and One Client" sparks interest in learning and provides fresh perspectives, which can only improve any one therapist's repertoire.

### Reviewed by:

Richard Long, Psy.D.  
Dallas, TX

## *International Journal of Clinical and Experimental Hypnosis*

*The International Journal of Clinical and Experimental Hypnosis*, edited by Michael Nash, is available through Sage Publications. Visit the IJCEH web site: <http://sunsite.utk.edu/IJCEH> The IJCEH web site accepts manuscripts online, announces upcoming conferences and registration, gives access to abstracts of forthcoming and previously published articles (in multiple languages), links to other hypnosis web sites, and also accepts subscriptions to IJCEH online.

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## *He Said ... She Said "Conscious Communication"*

by Harville Hendrix with Jon Carlson and Pat Love from  
*The Living Love Series*

[www.zeitgucker.com](http://www.zeitgucker.com)

"He said ... she said..." We have all probably been involved in trying to resolve conflicts, either personally or professionally, only to become frustrated because there were clearly two distinctly different "versions" of the same conversations. Which one was correct? Sure you know the answer -- both and neither! And no communication really took place either.

Real communication in a relationship is hard work from two people, and it also must operate on a conscious level. In this video, Hendrix defines conscious communication as "know what you're talking about, think about it ahead of time, and say what you mean to say rather than finding yourself saying something and you didn't mean it." Sound familiar? He points out that conscious communication serves as a connection for the couple to get both of their needs met without intense arguing (known as "ruptured communications"). Disruption in the connection serves to amplify their problems and each partner becomes more interested in "scoring" or "defending his/her position" than in communicating or understanding the other's point.

In all communication, there must be a sender and a receiver. However, Hendrix points out, in many conversations, the receiver is formulating an answer as the message is being delivered rather than hearing the message sent. Therefore, much of the message is missed. Since a faulty message was received, a faulty response will be returned. A second key factor Hendrix discusses is that

See COMMUNICATION on next page

## COMMUNICATION

*continued from page 19*

messages mean different things to different people. It is not enough that the sender is clear; the receiver also must understand the message sent from the sender's perspective. This is new understanding for many of our clients.

In this video, receivers are instructed how to take a stance of curiosity and work to understand the senders rather than focus on their own reaction. Hendrix clearly demonstrates how this is done through a series of dialogues that are mirrored and validated from the partner's viewpoint. He is quick to point out that the receiver is not asked to agree, but simply to understand the partner's perspective. This creates a connection and a win-win situation because it allows creative risk for both of the people in the relationship.

The viewer is then instructed how to link this new insight to specific behavioral changes in the form of three wishes expressed by the sender. These requests must be specific, positive, descriptive, and measurable. Hendrix prompts each partner to choose one that can be performed as a gift of healing to meet a need – both emotional and physical need and then carefully steps through the process of presenting it to his/her partner.

Throughout the video, a variety of volunteer couples work with Hendrix to provide clear explanations and complete demonstrations for each series of steps toward better communication. A variety of issues are addressed to provide mul-

Haley Videotapes

PAID ADVERTISEMENT

tiple examples, and the environment is a relaxed, friendly one that makes it an enjoyable experience. This two-hour video can be used to teach new skills to both clients and clinicians at all levels of professional development.

**Reviewed by:**

Susan A. Adams, Ph.D.  
Cleveland, MS.

Audio/Video order

## *This Thing Called Love*

by Helen Fisher, Ph.D.

Brief Therapy Conference, August 1998

See page 20 for ordering information

"This Thing Called Love" is an audio recording of the Keynote address from the August 1998 Brief Therapy Conference. The speaker is Helen Fisher, Ph.D., who is a professor at the Department of Anthropology at Rutgers University and author of, *The Anatomy of Love*. Her talk is a systematic and informative tour of the nature of human affection, a subject of perennial and endless fascination for our species. This is no mere moth-to-flame allegory. Instead, Fisher describes an evolved system with biological, neurochemical, and cultural dimensions that interact to shape some of the essential structures of human experience. Indeed, our experience and struggles with love define us rather centrally throughout our lives, as Fisher's observations and examples make abundantly clear. As therapists for the optimally human, this information is among the least we need to know.

One of the strengths of Fisher's presentation is her description of our three distinct emotional systems: lust, attraction, and attachment. Each of these comprise different aspects of human affection, which is part of why our experiences of love are so varied, and their confusion so painful. Lust is the craving for sexual gratification, whereas attraction is the craving for emotional union, characterized by heightened energy and euphoria. By contrast, attachment, "humankind's most elegant, most complex and sophisticated emotion," carries the calm and comfort of union. As Fisher notes, "Lust is a simple craving, romantic love is a euphoric madness, but attachment is an ornate commitment to another living soul." These three systems are independent of one another, have their own discrete neural circuitry and transmitters, and have evolved over time to direct different aspects of human reproduction.

An important consequence of these systems being independent of

one another is that humans are quite capable of loving more than one person at a time, a source of considerable consternation for our species as well as their therapists. Similarly, there is considerable tension between the human drive to pair and the restlessness that tends to accompany long-term relationships. Fisher does not shrink from these issues, but admirably takes them on and explores their history and their real-world functions and implications. She believes that the formation of the two-person pair bond is nearly as important as the evolution of language in humans, because of its central role in human social and cultural life. However, its inherent tensions interact with cultural and personality variables to effect a broad range of social phenomena, including the length of relationships, divorce and remarriage patterns, and the frequency of adultery. According to Fisher, in spite of the great human drive to pair, in many ways we are not well-suited for long-term pair bonding. These tensions and balances are themselves part of the "intimate tapestry" of attachment.

Fisher draws upon the fields of biology, neurochemistry, anthropology, ethology, psychology, and sociology in her wide-ranging presentation. Her perspective is that of a scientist, though she punctuates her talk with fitting observations from literature and poetry. Several of her ideas are quite thought-provoking, such as her assertion that romantic love is coming of age around the world, as well as her prediction that there will soon be a redefinition of female sexuality. It might have been helpful for her presentation to include a fuller discussion of the relationships between biological variables and those that are cultural or personality-based; this, however, could easily be the content for another talk. Many of the ideas and information contained in Fisher's stimulating talk are the substance of what adolescents need to learn and know about love--and perhaps also the adolescent in each of us.

**Reviewed by:**

Richard Long, Psy.D.  
Dallas, TX

# AUDIOTAPE REVIEW

## *What is Therapy Supervision?*

by Jay Haley, M.A.

International Congress on Ericksonian Approaches to Hypnosis and Psychotherapy

See page 20 for ordering information

In the face of continuous change in the training for, and practice of, therapy, how does one provide effective supervision? Jay Haley, M.A.

counselors have converged. All do essentially the same thing, so it has become easier for supervisors to teach how to do therapy.

Haley doesn't shy away from addressing controversial topics. When discussing the relevance of the client's past in therapy, he states, "Exploring childhood can mean neglecting adulthood." He discusses false memories and disputes the idea that personal therapy makes a better

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*"As therapy changes, supervision must change."*

---

addresses this topic head-on in his presentation at the 1994 Erickson Congress. He covers a lot of ground in this talk, including the roles and responsibilities of supervisors, and choosing trainees. He believes that many supervisors work from their own experience, which usually includes education and training in psychodynamic therapy, and they often attempt to salvage those ideas even while trying to teach trainees who are working in a different context. Haley wisely states, "As therapy changes, supervision must change."

Haley introduces thought-provoking, informative assertions that have great contemporary significance. He begins with the premise that, "The supervisor's job is to teach therapists how to change people." Moving from there, he discusses how clients have changed. Client loads now often include those who are court-ordered, those struggling with addictions, and abusive clients. Additionally, many therapists treat people such as immigrants, and those whose parents were immigrants, and who have completely different social perspectives and cultural understandings. Haley emphasizes, "A degree doesn't give a clue to what a trainee knows about changing people."

Haley maintains that the roles of social workers, psychiatrists, psychologists, psychotherapists, addiction counselors and pastoral

therapist. He also describes the importance of teaching interviewing skills to trainees, a skill that is often ignored.

I was given several tapes from which to choose when asked to write this review and I listened to each of them. Some of the other titles were initially more interesting, others were difficult to follow; some tapes had poor audio quality; some speakers spoke monotonously; some contained appealing content. When Haley began, I sat up straight and stayed with him for the entire tape. I agreed with his statement, "It's easier if one has a method (of therapy) that everybody can fit into," yet this is not the most effective stance for my practice. The fact that I did not agree with him isn't the point. What I, and other listeners are treated to in this tape is a comprehensive overview of the evolution of therapy and supervision. His discussion brought to mind an image of therapy sailing along in a Jetson's -like space capsule, with supervision trailing behind in a Flintstone's car with little feet scurrying underneath. Haley presents a masterful combination of expertise, humor and storytelling. Whether or not you agree with every statement he makes doesn't matter. In "What is Therapy Supervision?" Haley provides a feast of food for thought.

Jean Ann Powers, M.S., L.P.C.  
Dallas, TX

## FOREIGN CD / AUDIO REVIEW

### *Program of Treatment for the Body*

Produced by the  
Centro Ericksoniano de Mexico

<http://www.hypnosis.com.mx>

A series of audio tapes and CDs are being produced and distributed by the Centro Ericksoniano de Mexico. The recordings, done in Spanish, provide the listener with an opportunity to experience trance while hearing suggestions of well-being.

The series include the titles, "Autohipnosis para recuperar tu fuerza de vida," "Yo so sanando," "Escuchando mi cuerpo, mis emo-

ciones y mi espiritu," "Apoyo para tratamientos esteticos," and "Salud y enfermedad." Listening to each of these elicits internal resources that bring harmony to the mind and body and brings forth healing energy from within one's self.

The recordings are done in a way that blends art with intellect. They each have accompanying music that complements and enhances the message of the words. The script is simple yet enchanting and effective. The two therapists who recorded the text, Teresa Robles and Iris Corzo, are both gifted with melodious voices and clear, precise enunciation. These features add greatly to the quality and value of the recordings as tools to experience a deepening trance.

Each tape includes general relaxation segments as well as specific exercises designed to sharpen the listener's skills in self-hypnosis. For those already skilled in auto-hypnosis, the artistic nature of the recordings provide a pleasurable and beneficial experience. In addition to being helpful to therapists of varying skills, they can be given to clients to help them become more adept at developing their own internal harmonies.

Additionally, these tapes can be an invaluable tool for any individual interested in building communication skills in the Spanish language. The breadth and repetitive nature of the suggestions of health and overall well-being in themselves offer an

exercise that is of exceptional value to the practitioners interested in working with the Spanish-speaking population.

Deceptively simplistic, the entire series contains valuable and sound tools presented in a lovely style as pleasing to listen to as it is useful. They provide a rare tool for those who speak Spanish. Tapes in a client's first language are difficult for most therapists in the United States to obtain. Even if a Spanish-speaking client is fluent in English, the use of hypnotic suggestions in the language of childhood is an extraordinarily powerful asset.

Robles and Corzo have created in their series a master presentation with easily understood content for enhancement of the whole person.

#### **Reviewed by:**

Roxanna Erickson Klein, Ph.D., R.N.  
Dallas, TX

## FORUM REVIEW

### *Guided Imagery And Other Approaches to Healing*

by Rubin Battino, M.S.

Crown House Publishing Limited,

Bancy Felin, Carmarthen, UK

There are a number of books on imagery that provide a good picture of the hows and whats of imagery. This book goes way beyond that and gives not only a thorough hands-on description of imagery but develops a solid conceptual foundation for each and every step in the intervention process. Battino makes no bones about his theoretical foundation and develops a thinking and working relationship for guiding the images of clients. His Ericksonian orientation is not intrusive but is in the fabric of his thinking and his work with clients. This is a solid introduction to imagery for beginning therapists and also a well-developed guide to how, when, where and why it's used. Experienced clinicians will much value the author's well thought out explanations of what he does. While citing relevant research from a broad range of therapists, he provides the thinking related to applications with a broad range of clients.

It is clear that Battino wants the

reader to use this broad intervention in many settings including both psychotherapy and health-related work. He is quite willing to account for imagery's effectiveness in alternative approaches and provides a lengthy list of interventions such as massage, prayer, acupuncture, pain management, and hypnosis. He discusses their applications in a host of human problems including life-challenging diseases. His section on the work of Native American healers is quite welcome and he enables the reader to discover the myriad applications of an age-old way of working with people. This book should be a welcome addition to the bookshelf of therapists and healers no matter what their background or orientation. A special treat in the book is the inclusion of "Some Healing Words" as a chapter that includes citations from Bernie Siegel and Viktor E. Frankl among several others.

Words make all the difference in what we do as therapists. Battino's special attention to them is in the heart and spirit of Milton Erickson's approach. This is a thorough book and Rubin thoughtfully includes appendices of a Patient's Bill of Rights, a Christian Living Will, and several other documents in the spirit of dealing with the realities of life. He also includes a list of relevant web sites and phone numbers. This is a

book that you may well consult on a regular basis for special words, ideas, interventions and inspiration written by a man who is truly inspired in his work.

### *Coping: A Practical Guide for People with Life Challenging Diseases and Their Caregivers*

by Rubin Battino, M.S.

Crown House Publishing, Ltd. UK 2001

This book was written by Rubin Battino with the collaboration of H. Ira Fritz, Ph.D. and Mario Uribe expressly for the purpose of giving individuals and families of individual patients a reading resource from which they can find answers to some of their questions, or reference to other resources. This book is an absolute gem. The task of a healer is to provide not only the means to make whatever changes are possible but also to give information on the healing process and the human resources in family and community to implement the treatment process. Both client and family may have the scientific information available to them but that does not answer the deeper and more fundamental questions they will ask. This book is written by people who know what to do and who can help answer the myriad of questions that arise in life challenging disease.

As the authors indicate, this is a practical guide which answers the most basic question, "What can I do to help?" Clients and families experience overwhelming helplessness and too often believe that there is little they can do. This book challenges that belief and provides a plethora of supportive actions and thinking about what they can do. This book is written both for the laity and for the professional who is willing to take all the help he can get.

Much of this book parallels Battino's earlier book, "Guided Imagery and Other Approaches to Healing" and is written in a language that is open, positive, thoughtful and compassionate. Uribe's illustrations throughout the book provide the reader a warm and friendly atmosphere along with a touch of humor to lighten up what could be a morbid discourse. The authors discuss relaxation methods, support groups, coping with a variety of issues, and nutrition. They provide an appendix of information about wills, rights of patients, relevant web sites and powerful questions for people with terminal prognoses. There is no preaching in this book. Rather, there is a recommendation of openness about serious health problems and ways of coping. What a fortunate book for a healer to have as a resource for patients and their families!

#### **Reviewed by:**

John Gladfelter, Ph.D.  
Dallas, TX

ing out how to code that behavior was very interesting. This form of measurement allowed us to actually test some of the theories that general systems theorists had developed.

While a graduate student, I was impressed by the position of Goldfried and D'Zurilla (1969) that we should study clinical problems by observing the way competent people handle the same types of problems that seem insurmountable for others. This is in contrast to simply making up interventions in your head. I started doing this not only with couples but also with children. I was interested in how to teach children to make friends. I investigated a program that had been developed for socially isolated children. After asking the creator of the program where he got his ideas, he said, "I tried to remember what it was like to be four years old." He had four year-olds trained to go into a group of other four year-olds and say, "Hi, my name is Harold. I would really like to play with you. What are you playing, tell me about this game?" When we did the type of research described by Goldfried and D'Zurilla, to find out how four-year-olds become part of a group, we found that what was being taught in this program was exactly what was required to get rejected. They were teaching all the wrong skills. They had a theory that they thought would be useful, but they were totally wrong. I think this is also true of marriage. The things that people suggest, and seem to make a lot of sense, turn out to be totally wrong. For instance, the active listening approach, "I hear you saying that you are angry at me, etc..." People in successful marriages do not use this type of behavior. Furthermore, when you train couples to use these statements, they stop doing it as soon as the therapy is over. It does not help. There are several studies that have documented the failure of this technique. Another example is the reciprocal contracting technique, the *quid pro quo* method. Muirstein found that this type of behavior was characteristic of people in alienated relationships. They maintain a bookkeeping type of mentality (e.g., I just did something nice for my wife but she did not do anything nice for me!). Over and over there have been ideas suggested by intelligent and well-meaning people, who are completely wrong. Once you can actually dis-

cover things that are new, outcomes that have a great amount of predictability and can be replicated; it becomes very exciting to be a researcher.

**DS: What do you think is the key to successful marriage?**

**JG:** I think it is very simple. The answer is not complicated at all. What I call "the masters of marriage" are individuals who are being kind to one another. They may raise difficult issues but they also soften them in a very considerate way. They frequently express appreciation. They communicate respect and love every day in numerous small ways. There are so many more positive exchanges in these relationships than those that are heading for divorce. These individuals show more affection for each other and they communicate greater interest in one another and use more humor. They scan their environment, looking for opportunities to say "thank you" rather than searching for mistakes the other person has made. They look at their partner through a different filter. It is a much more positive one. That turns out to have very powerful implications.

The other thing they are doing, is they are very mindful of people trying to reach out and connect with them (i.e., what I call "making bids"). The couples in our laboratory that turn out to have long happy marriages are responding to 96% of their partners' bids for attention by turning toward them with attention. That is a huge amount. In contrast, couples headed for divorce are responding only 30% of the time. Robinson and Price found the same thing when they studied positive interaction in couples. Unhappily married couples were not noticing 50% of the positive things their partner was doing. The observers could see the positive behavior but the spouses were not seeing it. What this means is that for a lot of unhappy couples you do not have to change their behavior at all, you just have to get them to see what is actually going on.

To make marriages work is really quite simple. In my book, *The Seven Principles for Making Marriage Work* (co-author Nan Silver, Crown Publishers, 1999) I propose principles that develop the couple's friendship, how they deal with conflict, and how they create meaning together. The seven principles that I have discovered, by studying both the masters and disasters of marriage, are simple, easy to teach and can make a really big difference. Behind these princi-

ples is a lot of research with hard data on what really works.

**DS: It has been said that social research is a soft science, without much hope of stability and predictability.**

**JG:** I think this was true in the area of personality research. Walter Michell, Ph.D., called attention to this in 1968, in his book, *Personality and Assessment*. Saying the best we can do is a correlation of .3. The best predictor of future behavior is past behavior. This is true when attempting to predict the behavior of individuals. Once you start looking at interacting systems, as done by Gerald Patterson, Ph.D., you get a better understanding. When you look at the family of aggressive kids, the correlation with aggression across time is .8. If you look in the family context, in the school context, in peer relations (aggressive kids interacting with deviant peers) there is very strong stability. The marital system has enormous stability over time. In studies of interacting systems we are able to account of 60-70% of the variance, as opposed to 5-10% of the variance, which is generally the case with questionnaires. These systems are very stable, which is bad news for therapy because it makes them hard to change.

**DS: Are you saying that group behavior is more stable than individual behavior?**

**JG:** If you look at an individual in an empty room, with no other people around, and you create these tasks for measurement, you will not be able to predict behavior very well. Put that same person in a room with his/her family and observe the whole interacting system, and watch that person in the interacting systems that are meaningful to that person and you will have great stability. Eleanor Maccoby, Ph.D., has found the same thing while studying sex differences, if you want to see differences between males and females, take the little boy in a room and give him all kinds of different situations, and then run a girl through the same situations—they look almost identical. In contrast, videotape two little boys playing and two little girls playing and you see that they interact completely differently. The little girls are playing house, with domestic themes, when one of them gets upset the other takes a maternal role. Two little boys playing together, they are doing adventure themes, they are killing

sharks and eating them. During interaction, within the context of social relationships, you can really see the differences between people and there is great stability. But when you study personality, by using questionnaires in an empty room, with only one person's perception of behavior, you are not going to achieve much consistency or stability. People are social creatures. If you want to study people's behavior, study it within the social context and then you will find tremendous order. It is during the interaction between people that personality emerges.

Gerald Patterson has suggested that if you want to study aggression you have to think about it as something that happens between people. With the trait of being aggressive, a child recasts other members of the family into certain roles that facilitate the expression of aggression, or a coercive process. Social psychologists and personality theorists have abdicated these more difficult ways of studying personality for cheaper more easy ways (such as using questionnaires) to grind out more studies and obtain tenure. But using these methods we do not learn much.

**DS: Having listened to you lecture, I have noticed that your ideas are explained using the simple terms of everyday language.**

**JG:** I think we, as researchers, have to be able to communicate not only with therapists but also with the public. Most jargon in psychology does not add very much. Jargon is just a way of making things seem more complicated, as if you have greater understanding. You can tell a person, "Your heart is not getting enough blood," or you can say "You have coronary ischemia." Technical jargon makes you seem smart and makes the other person seem dumb but it does not promote understanding. You are better off using language that people can understand. As narrative therapists have been saying, you should use the language of the people with whom you work. If you are studying normal marriages, your words come from the people you are studying so you are able to use everyday language to communicate your ideas.

**DS: In general, what is it that you do?**

**JG:** I think of myself as somebody who can reveal the magic in really good relationships. That magic

## INTERVIEW

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exists in other people. I am a creative plagiarist. I steal ideas from everyday people, who have been placed in a research context so that they can show me what they are able to do. My role simply is to find out what people do.

**DS: Thank you for this opportunity to bring these interesting and important ideas to our readers.**

**JG:** My pleasure, thank you.

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## ADDICTIONS

continued from page

about their readiness to stop smoking, screening of patients for possible concomitant disorders or depression. These were illustrated through case examples. This paper showed how hypnosis is a tool that can be used with other techniques (tests, deprogramming, imagery) and can lead to excellent results.

This interesting and stimulating meeting was organized in Cannes, following the previous ones of 1993 "Ericksonian Hypnosis Dealing with Symptoms"; 1994 "Hypnosis, Creativity and Change"; 1995 "Hypnosis and Psychoanalysis; 1997 "Ego States Therapy."

The quality of the papers was well appreciated and we expect that in the coming years and in the South of France, more colleagues and participants will share their innovative and creative practices.

(\*) NT : in French, the expression for "to be a big hit" is "faire un tabac". The wink that lies in the sentence and that refers to tobacco can't be translated.

The Milton H. Erickson Foundation, Inc., would like to thank the following colleagues for their generous donations since the last issue of The Milton H. Erickson Foundation Newsletter: Barbara McNeill, MSW, Elizabeth R. Prete, MSW, Evi Shaw, Ruth & Martin Zeig. Thank you for your continued support of the Foundation and its activities.

The Foundation is engaged in a massive project of making new masters of audio and videotapes in the Erickson Archives to preserve them into the new millennia. For those interested in participating in The Archives Fundraiser, the Erickson Foundation has bricks from the former Erickson home on East Cypress Street still available. With a donation of \$25 U.S., you will receive a commemorative brick; with a donation of \$100 U.S., you will receive a limited edition commemorative brick (numbered and signed by Mrs. Elizabeth Erickson); and with a donation of \$250 U.S., you will be sent a limited edition commemorative brick and a pencil sketch of Dr. Erickson's, "Home of Hynosis," 32 W. Cypress Street in Phoenix. In the United States, please add \$7 U.S. for postage and handling charges. All foreign requests, please add \$20 U.S. postage and handling charges. Please contact the Milton H. Erickson Foundation at 602/956-6196, ext.210, for more information. We thank you for your help in preserving audio and videotapes of the late Milton H. Erickson, M.D.

For information on donating to the Archives Fund, contact The Milton H. Erickson Foundation, 3606 N. 24th Street, Phoenix AZ 85016-6500; tel, 602/956-6196; fax, 602/956-0519. The Milton H. Erickson Foundation, Inc., is a nonprofit corporation, and donations may be tax deductible within IRS guidelines.

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