

LESSON TWO

Preliminary Suggestibility Tests

Many hypnotists make a very big mistake by not assessing concentration and imagination. They can use the same induction procedures on all clients. They deprive themselves of valuable information about their clients and also of an important opportunity to allay the fears and anxieties of clients.

This initial time frame offers an excellent chance to establish rapport with clients and to explore the most widely held misconceptions associated with hypnosis.

PURPOSES OF ASSESSING SUGGESTIBILITY

1. Classifies clients - allows hypnotist an opportunity to evaluate whether or not he/she is be a successful client.
2. Acts as a preconditioning tool - warms up client and prepares him/her for hypnosis by fears
3. Provides clues (from client's responses) as to the suitable hypnotic induction method to

TWO TYPES OF PRELIMINARY ASSESSMENTS

1. **Authoritative** - forceful, strong, domineering, direct.
2. **Permissive** - soft spoken, non-directive, yet persuasive.

Determining whether to be authoritative or permissive with clients is critical to the success of the hypnotic induction method used. Thus, the significance of using concentration/imagination assessments is

If your client responds well to a permissive test, use a permissive induction procedure. Should your client respond well to an authoritative test, choose an authoritative induction procedure.