

**ADVANCED HYPNOTHERAPY
AND
TRAINING INSTITUTE
KAPPAS THEORY OF SUGGESTIBILITY**

Suggestability: The way an individual receives and interprets message units that come to him from within and outside of himself.

A person's adult suggestibility, Or the way they receive and interprets input is predicated on how they were communicated with from infancy to adulthood. Particularly important are the years from 0 to 8 years of age.

Children are basically physically suggestible from the age of 0 to 3 years of age. They gratify their mental and physical curiosity by touch. By the time the child has learned to verbally communicate (usually 2 or 3 yrs. old.) they start to develop a pattern of suggestibility learned from the primary caretaker, usually the mother.

PHYSICAL SUGGESTIBILITY- A suggestible behavior characterized by a high degree of responsiveness to suggestions affecting their physical body, and a restriction of emotional responses.

EMOTIONAL SUGGESTIBILITY- A suggestible behavior characterized by a high degree of responsiveness to inferred suggestions affecting the emotions and a restriction of physical body responses.

TRAITS OF A PHYSICAL SUGGESTABLE-

1. Responds to rapid, authoritarian, paternal patter
2. Hears and understands literally
3. Speaks inferentially –beats around bush
4. Acts first –thinks later
5. Respond to direct literal suggestions with regards to their body but not their emotions.
6. Extreme extrovert- life of the party bounces into the room.
7. Feels good when they feel good.
8. Needs physical touch- may become aggressive if deprived of physical contact.
9. Will attempt to control thru physical actions. (Use of force – not necessarily physical)
10. Comfortable in group situations- comfortable being the centre of attention.
11. Constantly seeks rewards
12. Avoids eye contact when talking (usually)