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Power of suggestion psychology

Psychological process by which a person guides the thoughts, feelings or behavior of another person
For music Suggestions, see System of a Down (album).
Hypnosis Applications
Hypnotherapy Stage Hypnosis Self-Hypnosis Hypnosurgery
Origins Animal Magnetism/Mesmerism
History of Hypnosis James Braid Franz Mesmer Charles Poyen Key Figures Theodore Xenophon Barber Deirdre Barrett Hippolyte Bern Gil Boyne John Milne Bramwell William Joseph Bryan Jean-Martin Charcot Émile Coué Dave Elman Milton Erickson James Esdaile John Elliotson Sigmund Freud Erika Fromm Ernest Hilgard Josephine R. Hilgard Clark L. Hull Pierre Janet Irving Kirsch Ambroise-Auguste Liébeault Martin Theodore Orne Morton Prince Marquis de Puységur Andrew Salter Theodore R. Sarbin Nicholas Spanos André Muller Weitzenhoffer
Topics topics Hypnotic susceptibility Suggestion Age regression in therapy Neurolinguistic programming Hypnotherapy
Hypnotherapy in the UK vte Suggestion is the psychological process by which a person guides the thoughts, feelings or behavior of another person. Nineteenth-century writers on psychology like William James used the words suggest and suggestion in the context of a particular idea that was said to suggest another when it brought that other idea to mind. Initial scientific studies of hypnosis by Clark Leonard Hull and others extended the meaning of these words in a special and technical sense (Hull, 1933). The original neuropsychological theory of hypnotic suggestion was based on the ideomotor reflex response that William B. Carpenter declared in 1852,[1] was the principle by which James Braid’s hypnotic phenomena were produced. Émile Coué Émile Coué (1857-1926) was an important pioneer in the development of an understanding of the application of therapeutic suggestion; [2] and, according to Cheek and LeCron, most of our current knowledge of the suggestion comes from Coué (1968, p.60). With the intention of saturating the cognitive microenvironment of the mind, the approach of Coué’s therapeutic method was based on four non-controversial principles: (1) suggestion can produce somatic phenomena; (2) specific suggestions generate specific somatic outcomes; (3) suggestions are as effective in treating physical or organic conditions as for functional or emotional conditions; and (4) a successful intervention based on suggestions for a physical condition does not indicate that the original complaint was in any way imaginary. [3] Trance hypnosis and suggestion
Modern scientific study of hypnosis, which follows the pattern of Hull’s work, separates two essential factors: trance and suggestion. [4] The trance-induced mental state is said to occur through the process of a hypnotic induction—essentially instructing and suggesting to the subject that they will enter a hypnotic state, a subject enters hypnosis, the hypnotist gives suggestions that can produce sought-after effects. Commonly used suggestions about measures of susceptibility or susceptibility (or for those with a different theoretical orientation, hypnotic talent) include suggestions that the arm is getting lighter and floating in the air, or that a fly is buzzing around the head. The classic response to an accepted suggestion that the arm is beginning to float in the air is that the subject perceives the intended effect as happening unintentionally. [5] Scientific hypnosis
Consistent with the opinions of Pierre Janet — who noted (1920, pp.284-285) that the critical feature is not the creation of a suggestion, but rather is the suggestion taken— Weitzenhoffer (2000, passim), argued that scientific hypnotism focuses on delivering suggestions to hypnotized subjects; and, according to Yeates (2016b, p.35), these suggestions are delivered with the intention of provoking: (1) the additional stimulation of partially active mental states and/or physiological processes; (2) the awakening of dormant mental states and/or physiological processes; (3) activation of latent mental states and/or physiological processes; (4) changes in existing perceptions, thoughts, feelings and/or behaviors; and/or (5) totally new perceptions, thoughts, feelings and/or behaviors. Time dimensions
In addition, according to Yeates (2016b, pp.35-36), the ‘suggestions’ have four time dimensions: (1) prehypnotic suggestions, delivered before formal induction; (2) suggestions for hypnotic internal influence, to obtain specific results within the session; (3) suggestions of post-hypnotic influence, to obtain specific post-session results: (i) immediate influence (and, when leaving here today, you will…); (ii) short-term influence (and, each time it is…); (iii) long-term influence (and, over time, you will go more and more…); or (iv) specific moment influence (suggestions from Bernheim à longue échéance, suggestions to be made after a long interval), which are (i) intended to produce a particular effect at a later designated time, (ii) have no influence before the scheduled time, (iii) or after expiration (Barrows, 1896, pp.22-23), or (4) posthypnotic suggestions, delivered to deshipnotized subjects, but not yet completely redirected. [6] Suggestions for wakefulness
suggestions, however, may also have an effect in the absence of hypnosis. These so-called wakefulness suggestions are given in precisely the same way as hypnotic suggestions (i.e., suggestions given within hypnosis) and can produce strong changes in perceptual experience. Experiments with suggestion, in the absence of hypnosis, were conducted by early researchers such as Hull (1933). [7] More recently, researchers such as Nicholas Spanos and Kirsch carried out investigating such non-hypnotic-suggestibility and found a strong correlation between people’s responses to suggestion inside and outside hypnosis. [8] Other forms
In addition to the types of suggestion typically delivered by researchers interested in hypnosis, there are other forms of suggestibility, although not all are considered interrelated. These include: primary and secondary suggestibility (older terms for non-hypnotic and hypnotic suggestibility, respectively), hypnotic suggestibility (i.e., response to suggestion measured within hypnosis) and interrogative suggestibility (yielding to interrogative questions, and exchanging answers when interrogative pressure is applied: see scalability scale dedj guonsson. Metaphors and images can also be used to give suggestions. See also Look for suggestion on Wiktionary, the free dictionary.
Affirmations Attitude Autosuggestion Autogenetic training Crowd manipulation Hipnosis Hypnotic susceptibility Nancy School Neurolingling Post hypnotic amnesia The Salpêtrière School of Subconscious Hypnosis Suggestible Footnote ^ Carpenter, W.B., On the Influence of Suggestion on the Modification and Direction of Muscle Movement, regardless of Volition, Royal Institution of Great Britain, (Proceedings), 1852, (March 12, 1852), pp. 147-153. ^ See Yeates, 2016a, 2016b and 2016c. ^ Yeates (2016b), p.48. ^ Heap, M. (1996). The nature of hypnosis. The psychologist, 9 (11): 498–501. ^ Weitzenhoffer, A.M. (1980). Hypnotic susceptibility revisited. American Journal of Clinical Hypnosis. (3):130-46. PMID 7386402 ^ Yeates notes (p.36) that there is a strong tradition that these suggestions are the most effective. ^ Hull, C. L. (1933/2002). Hypnosis and suggestibility: an experimental approach. Crown House Publishing House. ^ Kirsch, I., Braffman, W. (2001). 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The Power of Suggestion on YouTube. Chautauqua Institution The Power of Suggestion: What We Hope Influences Our Behavior, for better or worse Exploring the Science Behind After reading a book, listening to the news, or talking about a tragic event, you’re more likely to be afraid of it happening to you. For example, if you think of a person whose house was broken into and robbed, you’ll probably think that the likelihood of this happening to you is higher than you previously thought. If you watch a horror movie where the protagonist is followed by a red car driven by a killer, how do you think you will react when you see a red car behind you on the road? This is not imagination, pessimism or exaggeration, it is something called suggestion. We will discuss this topic further in this article. What is suggestion? Adhering to the dictionary definition, we will say that suggestion is a psychological process in which people are manipulated by a scene, an image, a word, or a situation. Let’s take a look at this a little deeper. The first time the term was used was in the 19th century, when researchers like William James used the word’s suggestion in a very narrow sense to refer to saying an idea to suggest another. And many great speakers took advantage of this! A few years later, thanks to hypnosis teachers like Clark Leonard Hull, knowledge of the suggestion expanded. The theory states that people follow patterns or instructions according to what they hear or see. So when you hear tragic news, you’ll probably think about it for a while and overestimate the likelihood of it happening to you. What power do you have on us? This technique not only serves to make you afraid or feel that you are in danger, but can also be used to make you or say something in particular. The mind mind extraordinary, in a positive and negative way, and in many cases, prevents us from acting the way we want. The power of suggestion contradicts the idea of free will. We will explain why in the following examples: 1. This makes us think that we are smarter than we really are at the University of Washington, researchers gave a pill to a group of people and told them that this would improve their level of intelligence. In reality, it was a placebo, and it did not increase any cognitive ability. However, the alertness and attention of the participants increased, and they obtained better results in the tasks that the researchers gave them. 2. This makes us sick If you put someone in a room, release smoke from a new fog machine, and tell them it’s a toxic gas, they’ll probably gas for air, think they’re going to die, and experience the symptoms of someone who’s been poisoned. To use a less extreme example, after hearing about the Zika virus on the news, you will feel scared when you see a mosquito, and if it bites you, you may even develop a fever and joint pain as if the mosquito really is infected. 3. Makes us work better The Hawthorne effect is one of the most well-known effects related to the power of suggestion. It’s based on the idea that when we’re being watched, we act differently. As such, employees work more and more effectively when they think their boss is watching. Experiments with security cameras that weren’t actually working (but the people being watched didn’t know it) concluded that if you think someone is watching, you’ll do everything better! 4. Changes our routine The power of suggestion is so strong that if you’ve never seen a group of thieves assaulting someone who came home after 10 p.m., you can press yourself to get home at 9:30. 5. Condemns innocent people If, before seeing a police line, you hear someone say I’m sure the thief had a beard, you’re more likely to point a power with a beard, even if you’ve never seen them before, or even if you were sure the thief was beardless just a few minutes ago. Suggestion changes your memory in such a way that you forget what you’ve actually experienced. We don’t mean that we’re all strangers to making decisions, or that there’s a force greater that changes our opinions. But it is important to understand the role that this suggestion plays in our daily lives and how we can deal with it. Much of what you believe may just be a product of your imagination! How color influences us

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