The ARE Method

The Ericksonian Elicitation (Induction) Model

Absorb
Ratify
Elicit

Absorb
Ratify
Elicit
ABSORPTION TECHNIQUES

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ABSORPTION TECHNIQUES

The AR Method

Ellicit Reality

in attention and intensity.

which is to elicit changes

Absorb: The purpose of
The ARE Method

Absorb

Ratify—Reflect back changes during the absorption period using simple, declarative sentences

Elicit

RATIFICATION EXAMPLE

"WHILE I HAVE BEEN TALKING TO YOU CERTAIN CHANGES HAVE OCCURRED:"  
- Your breathing rate has changed  
- Your pulse rate has changed  
- Your motor movements have altered, etc

In the context of induction these statements imply responsiveness. They mean: "you are responding," "you are hypnotized," "you are doing what is expected."

RATIFICATION EXAMPLE

"WHILE I HAVE BEEN TALKING TO YOU CERTAIN CHANGES HAVE OCCURRED:"  
- Your breathing rate has changed  
- Your pulse rate has changed  
- Your motor movements have altered, etc

Access the Hypnotic Constellation
Behaviors: Spontaneous or Suggested (cont.)

- Increased in heartbeat and respiratory activity
- Increased responsiveness and rapport
- Fascinations
- Changes in peripheral circulation
- Right/Left asymmetry
- Perseveration
- Decrease in motor movements

Suggested (cont.)

- Changes in eye behavior
- Changes in sexual movements
- Changes in the blink rate
- "Three staccato"
- Decreasing
- Eyelid flutter
- Pulmonary changes

Hypnotic Constellation

- Muscle relaxation
- Pressure
- Decreased breathing rate, pulse rate, and blood flow
- Change in the swallow reflex and strabismus
- Time lag in response
- Liraeism
- Expression economy of movement, response, and coordination.
Behaviors: Spontaneous or Suggested (cont.)

- Facial mask
- Trance logic
- Change in body orientation
- Catalepsy
- Cog wheeling
- Idiosyncratic changes

Use of Hypnotic Constellation

- The hypnotic constellation is used in three primary ways:
  - An induction goal is to elicit the individual's constellation
  - Patients signal the end of induction and willingness to begin utilization when they demonstrate their hypnotic constellation
  - Aspects of the hypnotic constellation are used to ratify trance

The ARE Method

Absorb
Ratify
Elicit: R&R

1. Responses (Including Dissociation)
2. Resources (Phenomenological Elicitation and Reorganization of Forgotten Experiences)

The ARE Method

Absorb
Ratify
Elicit: R&R

Elicitation is a method of demonstrating "plasticity" of perception and experience, which are at the basis of hypnotic phenomena and are based in
3. Hypnotic Phenomena
2. Perception (Internal or External)
1. Sensation

AEROSOL IN E: DEVICES

TRADITIONAL ABSORPTION

Visual Experience
2. Perception (Internal or External)
1. Sensation
AEROSOL IN E: DEVICES

TRADITIONAL ABSORPTION

We can choose absorption devices

goals of therapy:
relate to the patient and the future
strategically. It is best to make them

AEROSOL IN E: DEVICES

TRADITIONAL ABSORPTION
TRADITIONAL ABSORPTION DEVICES

**ABSORB in a:**
1. Sensation
2. Perception (Internal or External)
3. Hypnotic Phenomena
4. Fantasy

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ERICKSONIAN ABSORPTION DEVICES

**ABSORB in a:**
1. Sensation
2. Perception (Internal or External)
3. Hypnotic Phenomena
4. Fantasy
5. Memory (Naturally Occurring & Universal)

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ERICKSONIAN ABSORPTION DEVICES

**ABSORB in a:**
1. Sensation
2. Perception (Internal or External)
3. Hypnotic Phenomena
4. Fantasy
5. Memory
6. Sequence inductions
7. Naturally occurring sequence
8. On-going experience
9. Metaphor of the solution

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The Ericksonian Elicitation Model

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