


The ARE Method


The Ericksonian Elicitation
(Induction) Model



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The ARE Method


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The ARE Method


Absorb
Ratify
Elicit



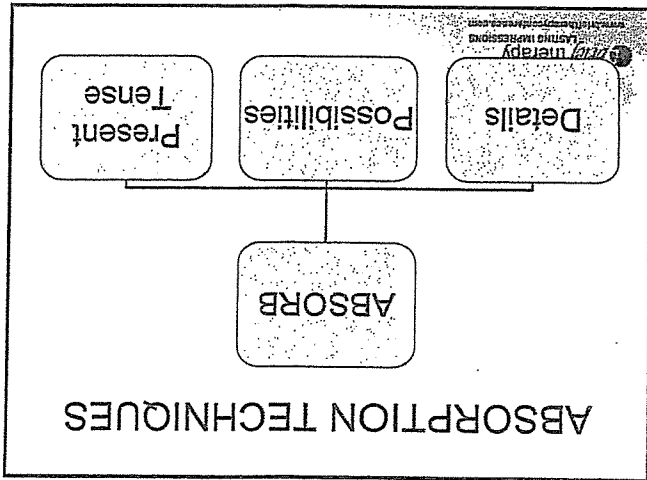
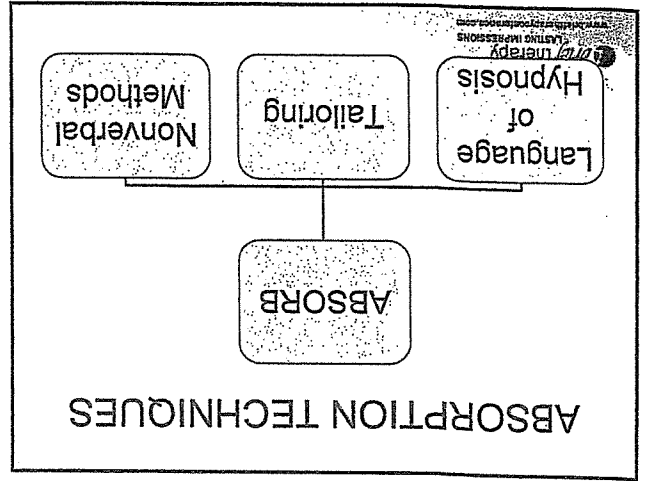
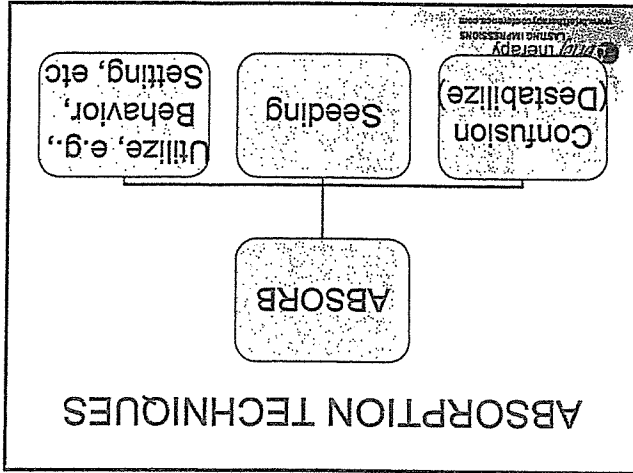
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Absorb
Ratify
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Absorb: The purpose of which is to elicit changes in attention and intensity.

Ratify

Elicit

The ARE Method

Absorb

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

Elicit

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The ARE Method

Absorb

Ratify— The purpose of which is to infer responsiveness.

Elicit

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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."

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Access the Hypnotic Constellation

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Behaviors: Spontaneous or Suggested (cont.)

- Decrease in orienting movements
- Perseveration
- Right/left asymmetry
- Changes in peripheral circulation
- Fasciculations
- Increased responsiveness and rapport
- Increase in ideomotor and ideosensory activity

Behaviors: Spontaneous or Suggested (cont.)

- Changes in eye behavior:
 - a) Pupillary changes
 - b) Eyelid flutter
 - c) Defocusing
 - d) "Trance stare"
 - e) Changes in the blink rate
 - f) Changes in saccadic movements
 - g) Tearing

Behaviors: Spontaneous or Suggested

- Economy of movement, response, and expression
- Literalism
- Time lag in response
- Change in the swallow reflex and startle reflex
- Decreased breathing rate, pulse rate, and blood pressure
- Muscle relaxation

Hypnotic Constellation

Behaviors: Spontaneous or Suggested (cont.)

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

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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

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The ARE Method

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Ratify

Elicit: R&R

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

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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

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TRADITIONAL ABSORPTION
DEVICES

ABSORB in a:

1. Sensation
2. Perception (Internal or External)
3. Hypnotic Phenomena

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TRADITIONAL ABSORPTION
DEVICES

ABSORB in a:

1. Sensation
2. Perception (Simple Internal or External Visual Experience)

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TRADITIONAL ABSORPTION
DEVICES

ABSORB in a:

1. Sensation

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TRADITIONAL ABSORPTION
DEVICES

ABSORB in a:

We can chose absorption devices strategically. It is best to make them relevant to the patient and the future goals of the therapy.

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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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