

39 Affective States Exert particularly powerful influence over Gastrointestinal Tract.

85 Dress up - Display Diplomas

"A prestige and faith relationship has to be established before the trance is induced - Necessary or Rapport

86 - Def - Hypnotism - prestige faith rel.

- influences autonomic nervous system.

89 - Nobody gets 100% success

92 Atmosphere very important - Don't practice in your home, have cold, impressive, stern office environment.

93 must have

- 1) Prestige or faith
- 2) Good health - Have a physical
- 3) letter - written consent to be hypnotized.

94 Countless Techniques.

96 - Must do Pre-Hypnotic Suggestion.

99 Drugs used to facilitate Hypnotic Trance

105 - Really just need 5 minutes in trance state.

106 - Subjects Do Not Really Wake Instantly - acceptable

107 Don't chat chat Don't get too familiar.

108 Post Hypnotic Suggestion - Use amnesia if subject is asked to do something unusual or absurd.

109 "Men tend to explain away anything that does Not suit their purposes or evades their comprehension"

110 Posthypnotic Suggestion can render the subject completely anesthetic anaesthetic to certain experiences in the waking state. "objectionable habits"

110 Posthypnotic Suggestion excellent for habits
with strong urge - suggestion lasts Not forever, 3 weeks maybe?

116 "You don't do things you otherwise would NOT do."

117 Person cannot be hypnotized without agreement.
- Could put pin through arm but NOT rearrange clothes