

The hypnotic influencing process: abilities and strategies for suggestion (pp. 37-57)

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In this article reveals the important heuristic value of hypnosis in psychology. Hypnosis is conceptualized like a particular and conventional learning context, Its common and distinctive features are stated regarding alternative strategies in clinical work. We highlight the importance of hypnosis for every therapist, regardless their theoretical orientation, and encourage the development of an understanding of and training in hypnotic strategies and abilities. For this purpose, we present an analysis and justification of up to twenty kinds of specific elements and abilities that shape a map of the significant variables in the operative use of hypnotic techniques. So, this work can provide a useful guide for learning and training programs in hypnosis for professionals, as well as a guide of “hypnotic abilities” for therapists, even if they do not wish to make a formal use of hypnosis.