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key terms people

Hypnosis:

→ **hypnosis**: a social interaction in which one person (the hypnotist) suggests to another (the subject) that certain perceptions, feelings, thoughts, or behaviors will spontaneously occur

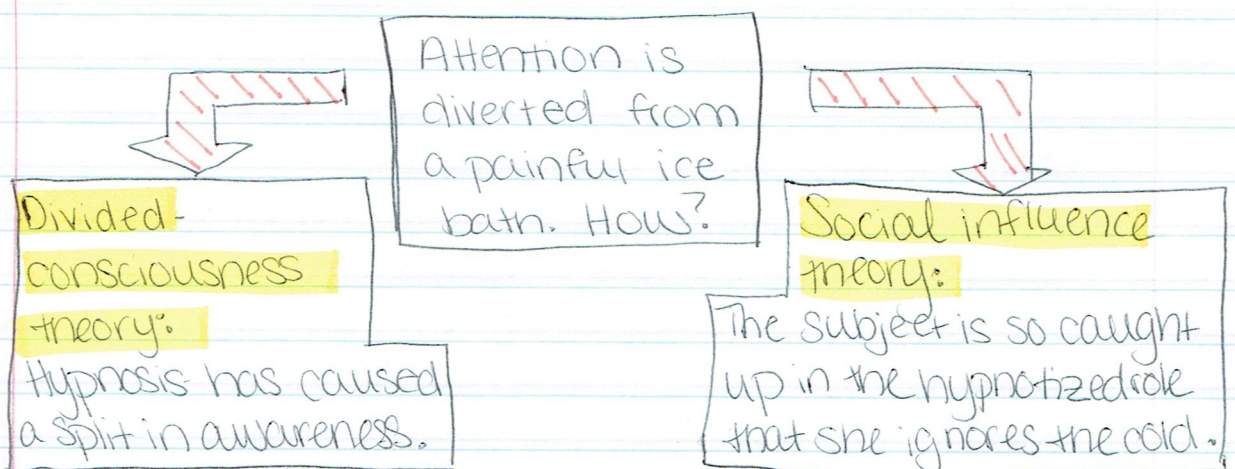
* the power of hypnosis resides not in the hypnotist but in the subject's openness to suggestion

→ **posthypnotic suggestion**: a suggestion, made during a hypnosis session, to be carried out after the subject is no longer hypnotized. Used by some clinicians to help control undesired symptoms and behaviors

* In one statistical digest of 18 studies, the average patient whose therapy was supplemented with hypnosis showed greater improvement than 70% of other therapy patients

→ **Ernest Hilgard**: believed that hypnosis involves not only social influence but also a special state of dissociation

→ **dissociation**: a split in consciousness, which allows some thoughts and behaviors to occur simultaneously with others



Biological influences:

- distinctive brain activity
- unconscious info. processing

Psychological influences:

- focused attention
- expectations
- heightened suggestibility
- dissociation between normal sensations + conscious awareness

Hypnosis

Social-cultural influences:

- presence of authoritative person in legitimate context + role-playing "good subject"

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