



COURSE MATERIAL FOR THE CERTIFIED HYPNOTHERAPIST PROGRAM

121 - Characteristics of Physical and Emotional Suggestibility

- There was a time when 60% -70% of the population were not considered hypnotizable because they fell into the hypnoidal stage or lighter.
- Since 1967, Dr. John Kappas recognized the existence of two distinct types of suggestibility – Physical and Emotional.
- If the **Physical Suggestible** is 75% Physical, he will be 25% Emotional. This individual will respond to any direct or literal suggestion affecting his body, but will not respond to suggestions affecting his emotional behavior.
- The **Emotional Suggestible** Subject will respond to all suggestions affecting his emotional behavior, but will not respond to suggestions affecting his physical body. This type of subject does not respond well to direct, literal suggestions, but is very responsive to inferred suggestions and misdirection.
- It will help if you remember that Hypnotherapist use Emotional here as the opposite of the way we think of it. The Emotional is not someone walking around with their emotions on their sleeve, but they hide their emotions so you may only see a glimpse of how they really feel.

Intellectual Suggestibility

- There is a sub-category of Emotional Suggestibility called **Intellectual Suggestibility**. This is relatively a small percentage of the population. This person must have a reason for everything.
- You can usually reach him only through **inferred suggestions**.
- The **auto-dual** method of hypnosis is the most successful with an Intellectual Suggestible.

Somnambulist

- The somnambulist is **50% Physical Suggestible and 50% Emotional Suggestible**.



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- The **Somnambulist** is the best subject for stage hypnosis.
- Not all subjects fall into the extreme Emotional or Physical categories. There are many combinations of Physical and Emotional suggestibility and Somnambulism and they all respond differently to suggestions.

Suggestibility is a person's hypnotic personality, determined by all of the conditioning and all of the experiences he has had throughout his life, particularly the experiences of the first six to eight years of life. A person becomes suggestible to one extreme or the other because of a defense against either the emotional or the physical. He develops this defense to protect himself from rejection of either his physical or his emotional side, whichever is more vulnerable.

Emotional Suggestibility

- We base the suggestible pattern of an Emotional on their defense to protect their physical body.
- He will put his emotions out first before he will accept physical touch. So, if he is faced with uncomfortable physical contact, attention, or pain, or if he senses he is about to be put in such a position, he responds with emotions of embarrassment, fear, anger, apprehension, emotional irritation, or frustration, as a line of defense to protect his physical body from discomfort.
- Only if the threat turns out to be unfounded or nonexistent and he finds that he can accept positive feelings, will the defense mechanism lessen and his capacity for physical acceptance increase.

The Physical Suggestible

- The Physical, unlike the Emotional, uses his physical body as a defense to protect his emotions.
- He will respond to physical touch with pleasure and has a great need for it as it represents acceptance to him.



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- He speaks inferentially and understands literally.
- He is not overly concerned with how others see him.
- When he becomes involved with explaining something, he tends to animate his movements and gestures, and to move close to the person with whom he is talking. He will usually dominate a conversation, barely listening to what the other person has to say.
- He may cut someone off in the middle of a sentence in order to get a point across.
- Whether he recognizes it or not, he has difficulty understanding the emotions of others because he can relate only to what he feels and not to what others say and feel.
- Because he relates to physical communication, he attempts to reach others through physical closeness and body language and suppresses his ability to relate verbally on more than a surface conversational level. Only when he has achieved enough physical acceptances to ease his urgency and make him feel comfortable can he open up to positive emotional communication.

The Difference Between Physical Suggestible Behavior and Emotional Suggestible Behavior

- The Physical speaks inferentially and understands literally.
- The Emotional speaks literally and understands inferentially.
- Even though the Emotional wants to sit back and listen and prefers not to put himself in an embarrassing situation or fight for a chance to speak, and even though the Physical prefers to carry the conversation, a communication barrier will arise between the two opposites.
- The Emotional will begin to feel uncomfortable and frustrated because his suggestibility will not allow him to speak with ease until he is comfortable emotionally, and the Physical's contact needs prevent the emotional from being at ease.
- The Emotional will also feel that the Physical does not truly understand him. In such a situation, the Emotional will tend to close off and withdraw into himself.



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- When deprived of closeness and contact, the Physical will become even more aggressive in order to obtain the Physical acceptance he needs to protect himself against emotional rejection.
- This breakdown of communication due to differences in suggestibility is the basis of many friendship, family and relationship problems.
- A clear-cut distinction between Physical and Emotional suggestibility will be difficult to achieve if you confuse the way a Physical or Emotional respond with the way they would like to respond.
- Both feel the loss of not being able to experience the opposite of their suggestibility, and they do search for that missing opposite. It is not what a person wants that indicates his suggestibility, but what he consider threatening, pleasurable, or painful due to his conditioning.
- An understanding of suggestibility is imperative for every hypnotherapist because it allows him to select appropriate inductions for each individual.

How Suggestibility is Learned

- All children are physically suggestible until they are two or three years of age.
- As the child matures, he will have the same type of suggestibility that his mother or main caretaker does, although it may vary in degree.

Physical Suggestibility

- If the child's mother uses words of affection (verbal content), treats him affectionately (nonverbal content), and does not suppress his free verbal expression, the child learns something valuable: what mother says is what mother means. This produces physical suggestibility.

Emotional Suggestibility



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- Many things can cause a child to become emotionally suggestible, but usually it is a combination of factors.
- If his mother makes statements that she contradicts by her actions (as in breaking a promise) or if the verbal and nonverbal parts of her speech do not express the same thing (as in saying, sure I love you, with clenched teeth) the child will begin to search for the real message under the verbal layer.
- Inference, then, predates his suggestibility, and what he thinks his mother really meant by statements or words will affect him.
- If we accept the premise, that most problems are learned and that our suggestibility is the how and why we learn, then it follows that suggestibility causes most of our problems.
- In hypnotherapy, we deal with how to unlearn an undesirable behavior and replace it with a learned desirable one.
- Hypnosis is our tool we use to affect the suggestibility of our clients through regression, desensitization, assertive or aversive therapy, and many other techniques.
- It is for this reason we appropriately call the modern hypnotherapist a Suggestibility Behaviorist.

Again, Suggestibility is a person's hypnotic personality that all the conditioning and all the experiences he has had throughout his life determines, particularly from the ages of zero to eight.

Suggestibility is created by the mother usually or the main caretaker. It is the way we learn and process ideas.

A person becomes suggestible to one extreme or the other because of a defense against either the emotional or the physical. He develops this defense to protect himself either from rejection of either his physical or emotional side, whichever is vulnerable.

To get the best results one needs to be hypnotized according to the way that they learn.