

Chapter 4 Q.1 Hypnotic state is a state of consciousness in which a person apparently loses the power of voluntary action and is highly responsive to suggestion or direction. It is like using a magnifying glass to focus the rays of the sun and make them more powerful. The process of hypnosis involves deep mind and body relaxation. Following the relaxation phase is an altered state of consciousness that leads to a heightened focus. This increased focus, in turn results in a higher susceptibility to suggestion. The four stages that are typically involved in attempting to induce a hypnotic state are noted below.

Stage one-**To Absorb Attention**. Absorbing attention is simply to capture the focus of your subjects. This involves intense concentration and the ability to draw your subject into you and keep them following your lead with suggestions and hypnotic language.

Stage two-is **To Bypass the Critical Factor**. This factor is known in hypnosis as the reasoning of the conscious mind that says, 'this is not possible'. When the critical factor stands between your subjects and their hypnotic state resistance to hypnotic trance is created. This must be bypassed in order for your subject to respond to you on an unconscious level. After all critical factors have been bypassed then we move to the next.

Stage three- is **To Activate an Unconscious Response**. When this is done, it is a sign that you have successfully led your subject into a hypnotic state. Unconscious response can vary but a good example of an unconscious response is an emotional response. The hypnotist must be able to access and retrieve a response from the unconscious before he can begin working toward any desired outcome. This brings us to the final stage.

Stage four- is to lead the unconscious to desired outcome. Once you have your subject in a hypnotic state and have accomplished the three previous stages you will lead your subject through their unconscious by way of suggestion to obtain your desired results.

When you successfully combined all four steps, you will be engaging with your subject in a conversational hypnotic interaction.