

Index

- abstractions 211
- accelerated inductions 51
 - post-hypnotic cues 52
 - recall method 52
 - visual targets 54
- acceptance 91
- accidents 111
- acrophobia 124
- acupuncture 114
- adaptation level 65
- adept 1
- advertising 174
- affirmations 13, 185
- age-regression 47
- agoraphobic 13
- alphabet 55
- alternate reality dreams
 - See dream, alternate reality
- alternative deepening techniques 40
 - alphabet 41
 - digital screen 40
 - mapping 41
- amateurs 5
- ambiguities 107
- amnesia 47
- anesthesia 47
- anorexia 91, 112
- anticipatory role behavior 194, 195, 263, 265, 269
- antidepressant 172
- antisocial 103
- anxiety 206
- apnea 192
- Aristotle 74
- artistic functioning 79
- attention, concentrated 190
- attitude 203
 - attitudes 203
- audience 236
- autism 132
- automatic writing 151
 - mirror writing 152
 - slings 152
- autonomic nervous system 109, 114
- autosuggestion 184
- autotyping 153
- awareness 19
 - altered 19
 - lapse in 19
- Bannister, Roger 95, 129
- battle fatigue 5
- beginner's luck 21
- behavior of interest 158
- behavioral objectives 8, 199, 210, 212
 - elaboration 209
 - examples 209
- behaviorism 82
- belief 203
- beliefs 203
- be-nothing syndrome 94
- biology 74
- biorhythms 246
- bladder 76
- blood flow 73
- blood pressure 23, 68, 109, 172, 238, 239, 241
- blood vessels 73
- boasting 189
- body language 122
- Braid, James 23
- brain 5, 15, 16, 17, 60, 61, 62, 65, 74, 75, 77, 78, 83, 93, 103, 107, 108, 115, 121, 131, 171, 206, 226, 240, 242
 - right hemisphere 107
 - speech center 107
- breast enhancement 187
- bulimia 91, 112
- by-God principle 97
- calendar memory 130
- calorie maintenance level 202
- camouflage 154
- cancer 14, 172, 173, 179, 241, 261, 276
- career advancement 100
- career success 232
- catharsis 135
- causation 87
- central nervous system 77, 121
- change (as threat) 99
- Charles Atlas syndrome 92
- Chevreur pendulum 138, 192
 - and children 143
 - directions of swing 139
 - procedure 140
 - spelling-out 143
 - to make 138
 - useful answers 140
- Chevreur, Anton 138
- Children's Hospital 14
- circulation 28
- clairvoyance 117
- cliché 213
- clock reckoning 130
- cloud 31
- cogito 75
- cognitive constructs 86
- cold (virus) 177, 178
- common sense 89, 99

- communication 196
 compartmentalization, mental 85
 compliant (gullible) 26
 concentration 29
 concentration, mental 26
 concrete words 211
 conflict, mental 97
 conflicting imprints 126
 conscious 6
 conscious control 99
 consciousness 74, 77
 conventional wisdom 89
 conventional wisdom (about mind) 75
 correlation 87
 CosmoVogues 91
 Coué, Emile 210
 creative functioning 79
 cryptesthesia 117
 cryptomnesia 117

 daydreaming 18
 dead-end questions 154
 deduction 133
 deductive logic 104
 deep breathing 66
 deep reflexes 23
 degrees of freedom 15
 Dement, William 261
 depression 178
 Descartes, Rene 75, 83
 desire 96
 disease 14, 74, 87, 114, 177, 178, 224, 236, 241, 261
 diversions 62
 dizziness 22
 dominance 77, 80
 doubt 120, 204
 dream 1, 22, 47, 61, 100, 163, 185, 216, 234, 235, 260, 261, 262
 alternate reality 260, 261
 emphysema 261
 humorous 216
 train 234
 duality 75

 dysfunction 123, 124, 127, 128, 155, 159, 160, 161, 162, 182, 183, 184, 190, 193, 222, 223
 change 182
 source of 160

 eating disorder 112
 ectomorph 123
 Eddie Sue 2, 25
 Effexor 171
 Egyptian 19
 electrochemical impulses 83
 electrodes 115
 electromagnetic wave-lengths 84
 elevator 30
 emotion 204, 205, 206, 236
 anxiety 206
 brain chemistry 206
 depression 206
 fear 206
 genetic factors 206
 mood control 207
 physical symptoms 205
 response to suggestion 207
 emotional control 238
 emotional objectives 204
 endomorph 123
 energy 27
 envy 196
 ephedra 27
 Estabrooks, G. H. 2
 ethics 103
 evolutionary development 123
 exercise, motivation to 91
 extra-sensory perception 268
 eye closure 48

 fabrications 116
 facial expressions 121
 failure
 as need for punishment 129
 faith healing 114
 fantasies 22
 fat (in diet) 201
 fear 205
 filing cabinets (memory) 115
 financial success 100
 fitness 236
 floating, sense of 20, 30
 fluttering eyelids 4
 focus 94
 food and nutrition
 knowledge about 201
 fortune telling 165
 four-minute mile 129
 four-minute mind 132
 Freud, Sigmund 81
 functional division 77

 gauge 50
 genes 110, 123
 genetic predispositions 123
 genetics 15
 ghost in the machine 83
 goal
 behavior 8
 behavioral objectives 8
 scope of 233
 goal seeking 127
 goal-oriented images 233
 goals
 emotional 200
 mental 200
 physical 200
 grades (school) 88, 100
 group membership 127, 128
 guided imagery 245
 guilt 111, 129
 guilt imprints 127
 gullibility 26, 176

 hallucinations 47, 231
 auditory 47

- aural 230
- negative 231
- visual 47, 230
- headache 22
- headaches 22, 73, 217, 241, 242
- healing 200, 236, 240, 241
- health 13, 122, 236
- heart rate 23
- heaviness 20
- heterosuggestion 176, 184
- hippocampus 17, 62
- hocus-pocus 2
- homo sapiens 1, 168
- hypnagogia 22, 61
- hypnopompic 24
- hypnos 23
- hypnosis
 - after eating 27
 - and music 29
 - and sleep 23
 - countdown 30
 - deepening techniques 30
 - definition 10, 19
 - depth 12, 21
 - depth measures 45
 - discomfort 19
 - is it safe? 18
 - position 28
 - power of 12
 - practice 27
 - preparation 28
 - results 28
 - signs of 20
 - skill 27
 - what's it like? 19
- hypnotic
 - induction 29
 - operator 3
 - subject 3
 - trance 18
- hypnotism 5
- hypnotist 3, 12
- identification 127, 128
- identification imprints 127
- identity 111, 113, 169, 196
- ideomotion 137
- ideomotor questioning
 - bracketing 149
 - codes and jumbles 147
 - finger response 149
 - numbers 149
 - practice 149, 150, 151, 154, 166
 - spelling charts 146
 - time 147
- ideomotor spelling 143
- image (defined) 231
- image goal 250
- image rehearsal 234, 242, 243, 244, 245, 246, 248, 249, 265
- imagery 51, 185, 186, 192, 211, 230, 231, 232, 233, 234, 238, 239, 240, 241, 242, 245, 247
- images 231, 232, 234
- imagination 31, 32, 41, 48, 72, 119, 120, 121, 180, 186, 226, 227, 229, 230, 239, 244, 249
- implicit suggestions 177
- imprint 148
- imprinting 124
- imprints 124
- induction script 35
- inductive logic 102, 104, 235
- information 168
 - behaviorize 202
 - subconscious interper-
tation 180
- Information imprints 127
- inhibitions 156
- Inner directed 26
- inoculation 224, 225, 226, 227
- insight 134, 148
- insomnia 190
- intelligence 15, 26
- internalized 111
- interruptions 28
- intonation 35
- IQ 130, 195
- Jacobson, Edmund 64
- Key, Wilson Bryan 174
- Krebiozen 172
- language 79, 107, 108, 122, 130, 131, 132, 145, 146, 151, 185, 186, 211, 213, 214, 217, 229, 272
- latitude of acceptance 208
- learning 85
- limbic system 61
- limen 102
- liminal band 81
- liminal shifting 77
- limits of change 100
- literal minded 31, 186
- localized muscle tension 65
- logical contradiction 102
- losing weight 81
- luck 188, 189
- magic 2
- mammilo-thalamic tract 62
- Masotempi 19
- master chart 145
- meaning 235
 - emotional 236
 - intellectual 235
 - somatic 236
- memory 82, 85, 114, 209
- mental barriers 129
- mental depression 170
- mental discipline 90
- mental gatekeeper 59
- mental telepathy 117
- mesmerism 5
- mesomorph 123
- message 232
- metabolism 23, 91

- metaphor 91, 237, 238, 239, 241, 250, 257
- methohexitone 63
- mind 74, 77
 attacks 224, 226
 model of 79
 preconscious 81
 reading 165
- mind's eye 10, 186, 229, 230, 238
- mnemonics 116
- mood 195
- movie screen 55
- Mühl, A. M. 152
- muscle group, relaxation 66
- muscle groups, fourteen 70
- muscle groups, six 71
- muscle tension 65
- muscle tone 23
- muscles, involuntary 121
- nail chewing 209
- negative thinking 203
- negative thoughts 204
- nervous 205
- neuronal gates 17
- neurotransmitters 61
- noise, masking 36
- nonverbal 15
- nonverbal communication 103, 271, 272, 273, 277
- normal 24
- objectives 198, 200, 211, 231, 233
- Ockham's razor 86
- operator 3
- opinions of others 233
- organ language 217
- Ouija board 150
 and the occult 150
 answers 151
- outer-directed suggestions
- See suggestion,
 outer-directed
- overeating 134, 160
 as punishment 129
 as reward 129
- overweight 9, 81, 91, 92, 102, 104, 134, 158, 159, 160, 180, 181, 182, 183, 196, 252, 261
 good health 179
 sign of good times 179
- oxygen 73, 109
- pain 90
- panic attacks 206
- parental roles 111
- passive direction 97
- past-life recall 117
- Pavlov, Ivan 174
- Paxil 171
- Peek, Kim 130, 131
- pendulum 65, 138
- Penfield, Wilder 115
- perception 102, 103, 228, 229, 230, 231, 272, 274
- Personal Magnetism Factor 247
- persuasion 7, 175
- phenomenological 6
- pheromones 273
- philosopher's stone 5
- phrasing 35
- placebo 170, 171, 172, 174
- pleasure 90
- Pleistocene 123
- polygraph 137
- positive feelings 236
- positive thinking 203
- possibilities 14, 15
- post-hypnotic 47, 48, 52, 53, 54, 56, 184, 227
- powerful people 128
- practice, imaginary 244
- practice, virtual 243
- preservation 109, 110, 111, 118, 122, 127, 128, 169
- prioritize 94
- problem
 subconscious root 134
- procreation 110, 111, 118, 122, 127, 128, 169
- procreative drive 110
- progressive relaxation 64
- prophecy, self-fulfilling 188
- protection 109, 128, 169
- protoplasm 75
- Prozac 171
- psychoanalytic 81
- psychotherapist 165
- psychotherapy 26, 124
- public speaking 119, 236
- pulse rate 109
- pupil (of eye) 76
- quitting smoking 2, 3, 7, 8, 81, 89, 96, 99, 118, 155, 176, 193, 198, 209, 225, 252, 261, 263, 264, 265
- recall method (hypnosis) 52
- recall method (relaxation) 72
- recreation 62
- Red Rocks Scale 46
- reiterated self-hypnosis 54
- relational insight 135
- relationships with others 233
- relative words 212
- relaxation 11, 29, 59
 fourteen-muscle 29
 mental 11
 physical 11
- relaxation, when to practice 69
- REM sleep 60, 192
- repository (universal) 117
- response
 non-voluntary 169
- rhetoric 176
- rhetoric 6

- rhythms 80
 Riesman, David 26
 rock-licking 183
 role 194
 role identification 128
 roles 128
 roto-rotor 244, 245
 Ryle, Gilbert 83
- sales 126, 174, 195, 236,
 244, 246, 247, 248, 254, 255,
 266, 267, 268, 269, 271, 281,
 282
 salesperson 234
 salivate 174
 savant 130
 savantism 130
 scene visualization 29, 31,
 32, 33, 40, 41, 43, 54, 55, 61,
 258
 beach scene 34
 cloud scene 34
 mountain scene 34
 school teachers 195
 Schwarzenegger, Arnold
 93
 science 2
 Scott, Steve 95
 sculpting 79
 second-session syn-
 drome 21
 security 111, 169
 and overweight 223
 self-analysis 154
 self-confrontation 157
 self-fulfilling prophecy
 20
 self-inflicted punishment
 111
 self-inquiry 154
 self-punishment 129
 sense, dominant 32
 shadow (of problem) 87
 shell shock 5
 simile 237
 skin temperature 76
 sleep 19, 56, 85
 sleep deprivation 56
 sleep learning 60, 108
 slenderness
 equated with ill health
 183
 smoking 99
 social expectation 195
 social relationships 100
 society 197
 sociologists 15
 stage hypnotist 25
 stamina 27
 stimulant 27
 stimulation 111, 169
 strategies, survival 60
 stress management 238
 subconscious 99
 approval 160
 conflict 6
 contradictions 101
 direct experience 101
 exaggeration 215
 functions 122
 honesty 107
 interrogation 8
 irony 215
 literality 107
 metaphor 215
 motivation 109
 motivations 89
 needs 111
 resistance 6, 155, 157,
 191, 223
 self-interest 100
 surprise 215
 subconscious mind
 ageless quality 106
 and aging 106
 and humor 215
 dominance 111
 ingenuity 158
 interrogate 134
 preservation 109
 primary functions 109
 procreation 109
 protection 109
 respect 157
 timeless 106
 truth 107
 subconscious perception
 102
 subconscious resistance
 19, 57, 137, 155, 156, 164,
 166, 191, 208, 222, 224, 251
 sub-goals 198, 232, 233
 subject 3
 subliminal 102, 227
 body chemistry 228
 breath odor 227
 communication 227
 eye-blink rate 227
 eyes 227
 research, facial embeds
 275
 subliminal communica-
 tion 103, 104, 106, 165, 196,
 197, 228, 271, 273, 274
 subliminal perception
 102, 103, 174, 196, 269, 270,
 271, 273, 274, 275, 277
 subliminal transmission
 103, 271
 subliminals
 See *subliminal*
 perception
 success 126
 sugar pill, *see* placebo 170
 suggestibility 10, 19, 26,
 45, 174, 176, 177, 251
 suggestion
 acceptance, rule of 255
 and competition 254
 and dilution 254
 and dreams 260
 and ear worms 219
 and emotion 186
 and external cues 259
 and opposition 254
 and passivity 190
 and possibility 187
 and symptom substitu-
 tion 193
 animated 234
 application 251, 259

- application period 249
 as placebo 170
 assertions 185
 autosuggestion 186
 bedtime 259
 brevity 215
 centrality of 168
 definition of 168
 dilution 254
 elaborated 218, 219
 explicit 181
 formal 257
 formulation of 237
 heterosuggestion 186
 hetero-suggestion 193
 humor in 216
 hypnotic 184
 image 10, 192, 235, 236, 237, 238, 239, 242, 245, 249, 257, 258, 265
 image rehearsal 247
 image shaping 281
 implied 170
 load 253
 loaded 218
 metaphoric 237
 opposition 254
 other-directed 223
 outcome 234
 outer-directed 267, 268, 269, 271, 277, 281
 post-hypnotic 3, 5, 184, 221
 pre-induction application 257
 pronouns in 219
 records 249
 rejected 137
 rejection 183
 repetition, rule of 256
 self-fulfilling prophecy 188
 simplicity 215
 somatic 237
 suggestion 249
 test for acceptability 222
 timing 220
 verbal 10, 185, 198, 229, 237, 257, 258
 verification 137
 waking 259
 suicide 122
 supraliminal 102
 survival 59, 123
 survival strategies 60
 Svengali 3
 telekinesis 14
 temper control 221
 temporal lobe 62
 tension 59, 73
 tension and anxiety, put aside 59
 tension aware 65
 tension headache 73
 termination 35
 therapeutic conflicts 165
 therapy 5
 threat 59, 168
 time 32
 tingling 21
 trance 4
 trance depth 44
 tranquilizers 63
 Trilby 3
 turf 114
 U.S. Olympic Ski Team 244
 unconscious 6
 unity 77
 universal mind 117
 urinary secretion 23
 values 203
 behaviorize 204
 virus 178
 visualization 40, 186, 239, 241, 242, 258
 waking dreams 47
 waking up 25
 Walker, John 95
 water, fear of 135
 weak-minded 25
 wealth 13
 weight control 6, 8, 44, 91, 96, 118, 134, 155, 158, 159, 188, 194, 195, 196, 200, 201, 202, 209, 252
 mental barrier 188
 subconsciously resisted 180
 weight loss 196
 weightlessness 20
 white noise 36
 willpower 17, 90, 96, 118
 Wiltshire, Stephen 131
 Wolpe, Joseph 64
 worrying 120
 yardstick 50
 Zolof 171