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*Common Terms and Phrases used In New Vistas International's PAUSE Model Of Hypnotherapy™, Trauma Resolution, NLP, EFT, And A Course In Miracles*

**Abreaction:** The expression and emotional discharge of unconscious material - usually during therapy. Often associated with catharsis.

**Accessing Cues:** Subtle behaviors that will both help to trigger and indicate which representational system a person is using to think with. Typical types of accessing cues include eye movements, voice tone, tempo, body posture, gestures, and breathing patterns.

**ACIM: A Course in Miracles:** The Course is a teaching device focused on helping us change our minds about who we think we are. From an NLP or therapeutic point of view, the Course teaches us that the world we see merely reflects our own internal frame of reference - the dominant ideas, wishes and emotions in our minds. "Projection makes perception." (Text, p. 445). We look inside first, decide the kind of world we want to see and then project that world outside, making it the truth as we see it. We make it "true" by our interpretations of what it is we are seeing. By changing our mind about the world, by changing its meaning, we change the world we live in. For more information: <http://ACIM.org>

**Addiction:** The meaning of the word addiction in the English lexicon varies according to context. A positive addiction is a beneficial habit--where the benefits outweigh the costs. A negative addiction is a detrimental habit--where the benefits are not worth the costs. A neutral addiction is a habit in which it is not clear if the organism (or species) benefits from the activity.

Examples of "negative addictions" are: drug addiction (e.g. alcoholism, nicotine addiction, etc.), problem gambling, egomania, compulsive overeating, shopping addiction, computer addiction, pornography addiction, television addiction, etc.

Examples of "positive addictions" are: exercise, eating healthy, volunteering, cleaning and organizing, and taking your medication properly.

An example of a "neutral addiction" is mowing the lawn.

**Affect:** Refers to the nuances of feeling tones associated with an experience. Affects can be linked to one another on an unconscious level such that a particular feeling or "affect" will be linked to earlier-similar affects.

**Affirmations:** The act of repetitively affirming something to program or reprogram beliefs within the Unconscious.

**Age Progression:** Advancing someone in age during a therapy session. Often used to role-play future events with successful outcomes; i.e. sitting through a test without anxiety and passing with high marks. See also Future Pacing.

**Age Regression:** A hypnotic technique used to guide a subject back in time (often to childhood) to relive an experience. Once in state, the therapist will search for opportunities to introduce resources, identify limiting beliefs and behaviors, and create a new understanding of the experience. As a result, powerful insights and generalizations can occur, creating profound positive case-gain.

**Alignment:** To mirror someone's movements or behavior (generally physically) in order to move into the same line of sight and thought for the purpose of establishing rapport.

**Alpha:** The brainwave band associated with a light hypnotic state (8-14HZ) or beginning meditative state. Alpha is experienced when you doze off to sleep and as you awaken: also during daydreaming. This state of relaxed detached awareness is conducive for lucid and vivid visualization. But it's most important function as a brainwave state is that it provides a link between the conscious and Unconscious mind. Generating alpha brainwaves is required for remembering dreams upon waking.

**Altered States:** States of consciousness prevalent during hypnosis, meditation, or other trance inducing practices.

**Ambivalent Flow:** Wanting two opposing outcomes. "Do I eat that donut, feed my sugar craving and blow my diet, or do I eat some organic oatmeal for breakfast and drink water and exercise?"

**Analgesia:** A deadening or absence of the sense of pain without loss of consciousness. It could be localized or generalized. The client still has sensation or awareness of that part of the body, but does not feel pain.

**Anesthesia:** General: Total or partial loss of sensation, especially tactile sensibility, induced by deep trance, disease, injury, acupuncture, or an anesthetic, such as chloroform or nitrous oxide.

Local Anesthesia: Insensibility to pain with or without the loss of consciousness, usually induced by an anesthetic or hypnotic suggestion.

**Anchor:** A programmed stimulus which could be Visual, Auditory, Kinesthetic, Olfactory, Gustatory, (VAKOG) or a State, or an Idea (or combination) that automatically triggers responses from the Unconscious. The goal of “firing” (using) an anchor is to create an emotional state-change in the client. For example, a post-hypnotic (programmed) suggestion that an OK sign automatically makes you feel strong, confident, and happy. Ideally, the anchor should be reinforced at least three times in a session. (See also *Visual Anchor, Kinesthetic Anchor, Auditory Anchor, Olfactory Anchor, and Gustatory Anchor.*)

**Anchoring:** Placing an association with a programmed stimulus in the Unconscious to establish a trigger that elicits the desired response when the anchor is activated. For instance: “Think a ‘Happy Thought’ and make an OK sign with your thumb and first finger. (Elicit a strong emotional response and increase it.) Now whenever you make an OK sign you will remember that feeling associated with your ‘Happy Thought’ . Good now let’s do that two more times with other ‘Happy Thoughts’”

**Animal Magnetism:** Anton Mesmer's doctrine of attracting others or creating suggestibility in them in a physical or sensual way: Mesmerism.

**Associated:** Seeing the world from your own perspective. When we "associate" with an idea, thought, or belief it becomes the primary filter that we experience internal or external events.

**Auditory:** Pertaining to hearing. The “A” in VAKOG.

**Auditory Anchor:** Anchor to an aural (sound) experience to associate a state-change. For example “Whenever you hear this sound (make sound - bell, mantra, clicking fingers, etc.) you will remember just how good it feels to be strong and confident. It could be with me in person, on a recording, or on the radio – just whenever you hear this sound (make sound). You will experience this feeling of strength and confidence for no particular reason other than you hear this sound (make sound).”

**Authentic Self:** Our true identity. The aspect of us that is in full alignment with divinity or oneness. While we say "aspect" of ourselves, the Authentic Self is beyond all concepts or differentiations. In the PAUSE material, the term Authentic Self is used to reflect the reconnection with our highest and best nature, that which is aligned with God, Perfect Love, or Universal Good.

**Auto-Hypnosis:** The same as self-hypnosis.

**Auto-Suggestion:** Giving yourself suggestions to program or reprogram your Unconscious.

**Aversion Therapy:** A therapeutic technique which utilizes suggestions that emphasize the negative aspects of continuing a habituated behavior in order to change the client’s behavior.

**Aware Witness:** The "A" in PAUSE represents the state of being in the Aware Witness. The experience of resting in the Aware Witness provides a viewpoint which is unchanging, timeless, and free of judgment or opinion. It is unaffected by sensation, emotion, thought, perception and action. The Aware Witness provides a connection to our Infinite Oneness and is the Comforter. The Aware Witness enables us to step beyond our dualistic identity and observe our characteristic patterns of thought and feeling from a place of compassion and neutrality.

**Behavior:** The specific physical actions and reactions through which we interact with the people and environment around us. Voluntary postural shifts and intentional movements that occur during therapy

**Behavioral Flexibility:** The ability to vary one's own behavior in order to elicit or secure a response from another person.

**Behavioral Manifestation of an Internal Representation (BMIR)** Behaviors on the outside which give us a clue about what might be happening on the inside. Every time a person's thoughts change, they will

show the impact of new thought through their movements, body language, breathing, and tonality, and more. Learning to elicit, capture, and interpret these cues is a critical component of NLP.

**Behavior Modification:** The altering of a behavioral pattern or habit, often Unconscious in nature.

**Beliefs:** Belief is the psychological state in which an individual holds a proposition or premise to be true. A false belief is not considered to be knowledge, even if it is sincere. A sincere believer in the flat earth theory does not actually know that the Earth is flat. Similarly, a truth that nobody believes is not knowledge, because in order to be knowledge, there must be some person who actually knows it.

**Beta:** Normal, waking state brainwave band (15-40HZ). This is the state we are in as we normally function in the world. Awake.

**Birth Trauma:** Ideally, the birthing process for all participants in a birth is a gentle and loving experience, with a minimum of pain, suffering, and challenge. However, that is not always the case. Trauma can be physical, mental, or emotional, to both the baby and the mother, and can potentially later challenge or limit a person's decisions about themselves and others. A good example of what not to do is shown [here](#), followed by an example of a much more preferable outcome.

**Body Centered Psychotherapy** - Inspired by the work of [Freud](#), Psychiatrists [Wilhelm Reich](#), John Pierrakos and [Alexander Lowen](#). Body centered psychotherapy offers us the opportunity to heal and transform the body/mind through an understanding of the science of Character Analysis. Freud described personality fixations at the turn of the 21st century. While working at the Psychoanalytic Institute in Vienna, Reich recognized that these personality fixations were etched in his client's bodies. In 1933 he published the seminal text describing the five principle Character Structures we all share.

**Brain Wave (or brainwave):** Rhythmic fluctuating electric impulses measured in hertz (HZ), which is per second cycles. The bands consist of Beta (15-40HZ); Alpha (8-14Z); Theta (4-7HZ); and Delta (0.5-3HZ). These brainwaves essentially tell us how fast our brain is going.

**Calibration:** The process of learning to read another person's unconscious, nonverbal responses in an ongoing interaction by pairing observable behavioral cues with a specific internal response. Once you have calibrated them, you can determine what someone is thinking and feeling from the person's cues.

**Calibrated Loop:** An unconscious pattern of communication of behavioral cues where one person triggers specific responses from another person in an ongoing interaction.

**Cataleptic Trance:** A medium hypnotic trance state. The hypnotic state in which the subject is no longer aware of external stimuli and can - through suggestion - experience arm-lock, leg-lock or similar conditions of physical rigidity which can be useful convincers of hypnosis.

**Catharsis:** This term has been adopted by modern psychotherapy, particularly Freudian psychoanalysis, to describe the act of expressing, or more accurately, experiencing the deep emotions often associated with events in the individual's past which had originally been repressed or ignored, and had never been adequately addressed or experienced. Modern psychological opinion is clear on the usefulness of cathartic aggression in anger management. "Blowing off steam" may reduce physiological stress in the short term, but this reduction may act as a reward mechanism, reinforcing the behavior and promoting future outbursts. (Bushman, BJ; RF Baumeister, and AD Stack (1999-03). "Catharsis, aggression, and persuasive influence: self-fulfilling or self-defeating prophecies?". *Journal of Personality and Social Psychology* 76 (3): 367-376. [doi:10.1037/0022-3514.76.3.367](#). [PMID 10101875](#).)

**Chakras:** The chakras are the energy-awareness centers in the body. The word chakra is a Sanskrit word, meaning "wheel" or "turning". They focus and distribute life energy throughout the body and are key gateways in regulating one's physical, emotional, mental, and spiritual well-being.

**Chunking:** Organizing or breaking down some experience into bigger or smaller pieces. Chunking-up involves moving to a larger, more abstract level of information. Chunking-down involves moving to a more specific and concrete level of information. Chunking laterally involves finding other examples at the same level of information. Ask chunking questions to get to higher or lower levels of abstraction.

**Collapse Anchors:** An anchoring technique that uses a powerful resource state to delete negative associations. Associations like "Whenever my husband stays late at work, I worry he's cheating on me", or "Whenever I think of asking my boss about a raise, I get scared".

**Conditioning:** A series of suggestions designed to "condition" the Unconscious mind to be more receptive to specific ideas.

**Congruence:** When your thoughts (consciously and Unconsciously), feelings, words, and behaviors are in alignment with your goals.

**Convincer:** A test or experience that the client has that convinces them or proves to them that they were in a hypnotic state.

**Conscious Mind:** The 12% of our mind that controls the voluntary functions; provides critical thinking; reasoning capabilities; thinks in concepts; and attempts to manage emotions.

**Context:** The framework surrounding a particular event. This framework will often determine how a particular experience or event is interpreted.

**Core Belief:** A central limiting belief, which generates and supports other related beliefs. When a Core limiting belief is transformed related beliefs are also often transformed. See also **Initial Sensitizing**

**Event**

**Creative Level of Mind:** An optimal state of mind in which the creative process has the potential for peak efficiency. Also, the energetic force behind all movement and creation within the universe.

**Criteria:** The values or standards a person uses to make decisions and judgments.

Critical Mind: (See Gatekeeper)

**Cross-Over Mirroring:** Matching a person's body language with a different type of movement to build rapport, e.g. tapping your foot in time to their speech rhythm, lifting your finger with their breathing, etc.

**Deepening Techniques:** Techniques used to deepen a hypnotic trance; such as: the "rigid arm" technique; the "hands clasped together" (and you can't pull them apart); 5 to Zero process; and other similar approaches which combine an event or trigger in the body or external world with an increasing level of trance.

**Defense Mechanism:** Unconscious reaction or response whose purpose is to protect the individual from anxiety-producing stimuli. In [Freudian psychoanalytic theory](#), defense mechanisms are unconscious strategies brought into play to cope with reality and to maintain one's [self-image](#). Healthy individuals normally use different defenses throughout their life. An egoic defense mechanism becomes pathological only when its persistent use leads to negative behavior such that the physical and/or mental health of the individual or others is adversely affected.

**Defensive:** The act of protecting the ego by denying faults.

**Delta:** Is the brainwave band indicating deep sleep or coma state (0.5-3.0HZ).

**Deletion:** Is one of the primary means by which we filter incoming information. It keeps us sane. The human brain (or nervous system) receives huge quantities of message units, around 2 million bits per second. However, it is estimated that only 7 bits of information is consciously 'assimilated' in the period of a second. The information is processed and what is not deleted may go through other filters, and subsequently affect thoughts, physiology, and ultimately the person's behavior.

**Denial:** An often unconscious defense mechanism used to reduce anxiety by denying thoughts, feelings, or facts that are consciously intolerable. A disbelief in the existence or reality of a thing.

**Deprogramming:** Removing previous programming or associations from the unconscious mind through a voluntary process of the exploration of limiting beliefs, their causes, and subsequent effects.

**Direct Suggestion:** Suggestion given to a subject as a command.

**Dissociation:** Viewing the world or an event from outside oneself; to become separate from one's conscious awareness, identity, or physical feelings. It is a deletion mechanism that allows the mind to separate or compartmentalize certain memories or thoughts from normal consciousness.

**Distortion:** Is one of the primary means by which we filter incoming information. A distortion occurs when we interpret information into something it's not. A distortion is often a linguistic cue to a speaker's impoverished, limited, or incorrect experience of the world. For instance, a distortion might be hearing someone else's snoring and interpreting it as a loud animal about to pounce.

**Dopamine:** Dopamine has many functions in the brain, including important roles in behavior and cognition, voluntary movement, motivation, punishment and reward, inhibition of prolactin production (involved in lactation and sexual gratification), sleep, mood, attention, working memory, and learning.

**Double Bind:** In NLP, a double bind is used to create a pre-supposed outcome. It is a message that is constructed with multiple messages, whereby the recipient of the message is given the impression of choice - although both options have the same outcome at a higher level of intention. In therapy, the practitioner may seek to challenge destructive double binds that limit the client in some way and may also construct double binds in which both options have therapeutic consequences. For example "I don't know if you will be feeling stronger or more confident as soon as you emerge from trance or as you get into your car. I don't know if that feeling will continue to grow or immediately come to full power. But I know that strength and confidence will be showing up in ways that will surprise you."

**Downtime Trance:** A downtime trance is typically experienced as an eyes-closed, deeply focused state of deep relaxation, focused attention, and heightened suggestibility. See also **Hypnosis**.

**EFT - Emotional Freedom Technique:** EFT is an emotional, needle free version of acupuncture that is based on the connection between your body's subtle energies, your emotions, and your health. EFT has been reported successful in thousands of cases covering a huge range of emotional, health and performance issues. Also known as Tapping, since one taps key points on the body while addressing a specific issue. (For more information: <http://www.emofree.com> )

**EMDR:** Eye Movement Desensitization and Reprocessing (EMDR) is a comprehensive, integrative psychotherapy approach. One of the procedural elements is "dual stimulation" using either bilateral eye movements, tones or taps. During the reprocessing phases the client attends momentarily to past memories, present triggers, or anticipated future experiences while simultaneously focusing on a set of external stimulus. (For more information: <http://emdr.com>)

**Emerging:** The very important closing portion of the hypnotic process that reinforces the key points made within the session usually with direct suggestion and brings the subject back to a wakeful state.

**Enneagram:** The Enneagram combines traditional wisdom and modern psychology into a powerful tool for understanding ourselves and the people in our lives. The Enneagram describes nine personality fixations and their underlying motivations, strengths, potentials and challenges. They apply equally to male and female. All personality types are equal, and the highs and lows of human development can be found in every type. A little of each type can be found in everyone. Each has unique assets and liabilities. For more information, [www.enneagraminstitute.com](http://www.enneagraminstitute.com) / [www.theenneagraminbusiness.com](http://www.theenneagraminbusiness.com)

**Endorphin:** A substance in the brain that attaches to the same cell receptors that morphine does. Endorphins are released when severe injury occurs, often abolishing all sensation of pain. They are produced by the [pituitary gland](#) and the [hypothalamus](#) in [vertebrates](#) during exercise,<sup>[2]</sup> [excitement](#), [pain](#), [consumption of spicy food](#), [love](#) and [orgasm](#),<sup>[3][4]</sup> and they resemble the [opiates](#) in their abilities to produce [analgesia](#) and a feeling of well-being.

**Ericksonian Hypnosis:** A branch of hypnosis named after Milton Erickson. A very permissive and artfully vague technique of hypnotic induction and suggestion.

**Esdale State:** Also know as hypnotic coma. A hypnotic state first used by Dr. Esdale to induce anesthesia in his patients before the use of chemical anesthesia. Other than automatic anesthesia and catatonia, this state of consciousness serves no other purpose, except that it is a very relaxed and comfortable state to be in. However, the name is a misnomer, because this is not a true state of hypnosis, because the essential feature of any level of hypnosis is that it would be a heightened state of suggestibility. Once one is in this state they are no longer responsive, nor are they suggestible, hence this is not a true state of (workable) hypnosis, although it is widely regarded to be so. (Cal Banyan)

**Evoke:** E-Evoke is the fifth state of the PAUSE Model. 1)To manifest or create: "Her beautiful home was evoked through her dreams and hard work." 2)To call up or produce (memories, feelings, etc.): "The poetry evoked a long forgotten memory." 3)To elicit or draw forth: "His comment evoked protests from the shocked listeners." 4)To produce or suggest through artistry, creativity, or imagination: "It was a short

passage that yet managed to evoke the smells, colors, sounds, and shapes of that metropolis. 5) To bring forth connection with Essence "Her meditation evoked a sense of oneness with Essence."

**The Seven Steps of Evoke:**

1. Create a Well Formed Outcome
2. Create and Execute a Process for Success
3. Understand Your Paradigm and Identify your Resources
4. Create Space for Yourself and Your Creations
5. Release Outcome
6. Celebrate
7. Chop Wood and Carry Water

**Expectancy:** The state of expecting or anticipating an outcome.

**Eye-Fixation Technique:** An induction technique in which the subject stares at a fixed point or object.

**Felt Sense:** Much of what a person knows has never been consciously thought or verbalized. Felt sense is the name [Eugene Gendlin](#) gave to the unclear, pre-verbal sense of 'something', *as that something is experienced in the body*. It is not the same as an emotion. This bodily felt 'something' may be an awareness of a situation or an old hurt, or of something that is 'coming' — perhaps an idea, or the next line of a poem, or the right line to draw next in completing a drawing. Crucial to the concept, as defined by Gendlin, is that it is *unclear* and *vague*; and it is always *more* than any attempt to express it verbally.

**First Position:** Associated; seeing the world from your own perspective.

**Fixation:** A strong attachment to a person, thing, place, or psychological event, especially such an attachment formed in childhood and manifested in immature thoughts and feelings and behaviors that persists throughout life. It can be thought of as an expression of a Limiting Belief.

**Fixation Point:** The point at which one's concentration is focused as directed by a hypnotist as part of the hypnosis process.

**Forensic Hypnosis:** The purpose of using Forensic Hypnosis is to refresh memory without introducing any leading or misleading information. In a typical application, hypnosis is carefully utilized in a systematic process to recover the memory of the subject, and the session is typically conducted with witnesses and preferably recorded by both audio and visual means. This differs from hypnotherapy where the session(s) are usually conducted in private, and are focused on resolving the client's issues, not necessarily reliving every small detail of an experience.

**Forgiveness:** Webster's College Dictionary defines forgiveness as, "To forgive is to pardon or to cease to feel resentment" (p. 515). Out of touch with one's inner darkness and lost in the tendency to project both good and evil onto others, relationships are prone to misunderstanding and dissonance. Arguments and conflicts arise, acceptance becomes rejection, love turns to hate and resentment festers. True forgiveness is the only way out.

*A Course in Miracles* (1976) reminds us, "All that must be forgiven are the illusions you have held against your brothers" (T-16.VII.9.2). These illusions "validate" judgment and separation. They are simply ideas and images that we have made up about others or even ourselves. All that is needed to begin this very essential element is a little willingness to see the situation and yourself differently. Eckhart Tolle (1999) comments on Forgiveness.

You cannot truly forgive yourself or others as long as you derive your sense of self from the past. Only through accessing the power of the Now, which is your own power, can there be true forgiveness. This renders the past powerless, and you realize deeply that nothing you ever did or that was ever done to you could touch even in the slightest the radiant essence of who you are. The whole concept of forgiveness then becomes unnecessary. (p. 229)

**Four Tuple (or 4-tuple):** A method used to notate the structure of any particular experience. The concept of the four tuple maintains that any experience must be composed of some combination of the four primary representational classes – V, A, K, O/G - where V=Visual, A=Auditory, K=Kinesthetic, and O/G = Olfactory/Gustatory.

**Fractional Induction:** An induction technique which relaxes the whole body one area at a time in order to focus the mind and induce a deeply relaxed state of being.

**Future Pacing:** The process of mentally rehearsing oneself through some future situation in order to help ensure that the desired behavior will occur naturally and automatically.

**Future Self:** The Future Self process establishes a resource state at sometime in the future where the individual has already accomplished certain goals, and is living the rewards associated with that success. This unconsciously presupposes positive outcome, effectively bypassing the negativity of the Gatekeeper and the underlying limiting beliefs that create resistance to forward progress.

**Gatekeeper:** Also called the Critical Factor, or Critical Mind, it is a shared portion of the Conscious and Unconscious Mind that guards against unwanted or unauthorized Message Units from the external world coming into the Unconscious. Its job is to ensure that everything that drops down into the Unconscious mind is in harmony with our beliefs, past experiences, programming, ancestral teachings, etc.

**Generalization:** Is one of the primary filters for incoming information, and a critical aspect of learning and projection. It can make the world a simpler place. For instance, you have formed generalizations about how cars work. That means that when you approach a car you know fundamentally how it will work without having to study every model or type. That's a useful generalization. However, some generalizations are not useful and create broad categories of separation, like racism, sexism, ageism, etc. Another generalization to watch out for is the client using phrases like "Nobody likes me", or "I never really get what I want", or "I'm never going to amount to anything". This deep level of filtering would even filter-out success.

**Gestalt Therapy:** A therapy developed by [Frederick Perls](#) in which the sum or whole of the individual is greater than his/her constituent parts. The person is encouraged to release their emotions and to heal and integrate those parts of themselves that they may see as unaccepted/unwanted. Gestalt therapy focuses more on process (what is happening) than content (what is being discussed). The emphasis is on what is being done, thought, and felt at the moment rather than on what was, might be, could be, or should be.

**Gratitude:** To fail to fully participate and be thankful for the gift of life is a great loss. Dr. Pierrakos, a passionate Greek, told our *Core Energetics Professional Training Class* (1995), "The greatest sin of all is to say no to life." The movie, *Zorba the Greek* (1964) tells the story of another passionate Greek named Zorba, played by Anthony Quinn, who seems to exude gratitude for every moment of life. Zorba teaches his fearful, analytical, tightly bound employer to live fully with the words, "Boss, life is trouble. Only death is not. To be alive is to undo your belt and look for trouble" (Screenplay by Michael Cacoyannis, based on the book of the same title by Nikos Kazantzakis).

The fear-driven ego resists life, loses contact with the moment, and is held captive in the past. Projecting failure, it becomes resistant to what might happen in the future. This keeps us from embracing the very lessons that we unknowingly want to learn. S-Surrender invites us to change our perception of everyone and everything in our life, and see each experience as an opportunity for growth and remembrance.

As we connect to P-Present, we release resistance to whatever is happening in our life. By being present, we recognize the truth and value in **every** experience, no matter what it is. Gratitude is the natural result.

As we step into the A-Aware Witness, we see lessons are being offered in every moment by everyone in our life. When we look deeper, we realize that the person we once thought was our opponent is now our teacher. As we understand the carefully taught lesson we asked them to teach us, we learn, and become grateful. We look at the past through new eyes and an open mind, recasting the roles that everyone has ever played. Once Resistance is gone and Projection released, the clarity of the Lesson shines through, and Forgiveness freely flows. Gratitude for our life, our teachers, and our guidance, is the inevitable outcome.

**Guided Imagery:** A technique used to focus an individual's power of imagination on an imagined scene or journey.

**Gustatory:** Pertaining to the sense of taste. The "G" in VAKOG.

**Gustatory Anchor:** Anchor to a taste to associate a state-change. For example “Whenever you taste an orange (demonstrate taste – with an orange or orange candy or drink, etc.) you will remember just how good it feels to be strong and confident. It could be here in this office, at home, at work, or anywhere – just whenever you taste this taste (demonstrate taste). You will experience this feeling of strength and confidence for no particular reason other than you taste this taste (demonstrate taste).”

**Habits:** Habits are routines of behavior that are repeated regularly and tend to occur Unconsciously, without directly thinking consciously about them. Habitual behavior sometimes goes unnoticed in persons exhibiting them, because it is often unnecessary to engage in self-analysis when undertaking in routine tasks. Habituation is an extremely simple form of learning, in which an organism, after a period of exposure to a stimulus, stops responding to that stimulus in varied manners. Habits are sometimes compulsory.

**Higher Self, Lower Self, and Mask:**

**Higher Self:** The child comes into the world as a reflection of pure light, the **Authentic** or **Higher Self**.

**Lower Self:** The child brings their needs into the world, as well. When these needs are not met, there is a physical reaction of fear in some form, often terror, or rage. This is the development of the **Lower Self**.

Susan Thesanga in “The Undefined Self” describes the Lower Self, “This layer of the self is egocentric and separate, prideful and willful, fearful and distrusting.”

**Mask:** The child learns quickly from interacting from their Lower Self that this reaction is unacceptable, and must negate this part of them in order to survive and keep parental love. A third layer, the **Mask**, develops to hide both the Lower Self and their needs. The Mask consists of the defenses the child uses to protect himself, and is the idealized self. The Mask blocks the flow of the child’s true essence, from both Lower Self and Higher Self. The Mask becomes a part of their unconscious personality, leaving the individual cut off from their true essence and becomes the basis for their self-identity. They become their Mask, a fictitious character created to deny human flaws, impress others, and get needs met. The Mask and Lower Self are both forms of ego.

**Hypermnesia:** The ability to remember past events in vivid detail, often enhanced when under hypnosis.

**Hyper Suggestibility:** State of exaggerated suggestibility.

**Hypnosis:** 1) A state of deep relaxation, focused attention, and heightened suggestibility. A state of consciousness characterized by deep mental, physical, and emotional relaxation; focused concentration; and a slowing of brainwave activity into an alpha and, occasionally, a theta brainwave state. In this state, the highly suggestible Unconscious mind comes to the forefront while the Conscious mind and the Critical Factor or Gatekeeper takes a back seat.

2) Hypnosis is a state of heightened awareness and increased suggestibility in which the client is receptive to releasing limiting thoughts and emotional blockages, and accepting beneficial suggestions.

3) “A heightened state of suggestibility, such that the suggestions given are accepted as being true and effect the beliefs, habits, perceptions and behaviors of an individual in varying degrees according to the depth of hypnosis established. “Deeper levels” of hypnosis enable the hypnotized individual to experience greater hypnotic phenomenon such as light states being able to create catalepsy by suggestion, and deeper states allowing the individual to experience amnesia, anesthesia, and hallucinations.

Generally there are several types of hypnosis: 1) naturally occurring hypnosis; 2) hetero hypnosis; 3) self-hypnosis; and 4) waking suggestion which is similar to placebo.” – *Definition #3 by Cal Banyan*

**Hypnotherapist:** In 1973, Dr. John Kappas, Founder of the Hypnosis Motivation Institute, wrote and defined the profession of a Hypnotherapist in the Federal Dictionary of Occupational Titles:

“Induces hypnotic state in client to increase motivation or alter behavior patterns: Consults with client to determine nature of problem. Prepares client to enter hypnotic state by explaining how hypnosis works and what client will experience. Tests subject to determine degree of physical and emotional suggestibility. Induces hypnotic state in client, using individualized methods and techniques of hypnosis

based on interpretation of test results and analysis of client's problem. May train client in self-hypnosis conditioning."

**Hypnotherapy:** The use of hypnosis as a therapeutic tool.

**Hypnotism:** The theory or practice of hypnosis.

**Hypnotist:** Someone who guides another into a hypnotic state using direct or indirect suggestion.

**Ideomotor Response/Signaling:** Ideo = Idea; Motor = Movement. Body movement originating from ideas created or recalled from the Unconscious mind and manifested through finger signals or other physical means. For instance "Please raise your Yes finger if you

**Identity:** The beliefs, images and opinions we hold of ourselves and others.

**Image:** Visual imprints of the event as well as visual responses to resourcing and integration.

**Imagery:** Utilizing the power of the individual's imagination to bypass the Gatekeeper.

**Indirect Suggestion:** These are suggestions that utilize metaphors or analogies to get a suggestion across that may be too difficult for a person to deal with directly.

**Induction:** The part of the hypnotic process in which the subject is guided into a deeply relaxed hypnotic state. There are a variety of induction techniques.

**Initial Sensitizing Event (ISE)** The event in the client's life that started or caused the core limiting belief, being usually a perception that leads to an emotional response of some kind. The ISE often happens when the client is under age 7, and may be very difficult to consciously recall. This can also be thought of as a **Belief Creating Event**.

**Installation:** The process of facilitating the acquisition of a new strategy or behavior. A new strategy may be installed through any of the NLP™ skills or techniques and/or combination thereof.

**Intellectualization:** A defense strategy used to defend against emotions or instinctual impulses by focusing only on the activity of the mind. In a challenging situation, intellectualization focuses only on the thinking or cognitive components, while avoiding experiencing its emotional components. An underlying fear may be that the denied emotions are overwhelming, uncontrollable, or undesirable.

**Invalidation:** A judgmental, degrading view of one's self or another. To make wrong. To negate. To nullify.

**Judgment:** 1) A formal utterance of an authoritative opinion. 2) A formal decision given by a court 3) When capitalized : The final judging of humankind by God b : a divine sentence or decision; specifically: a calamity held to be sent by God. 4) To appraise or evaluate (Definitions 1-3 Merriam Webster)

**Kinesiology:** The science or study of muscles. Also, the testing of muscles to get answers or guidance for mental, emotional, or spiritual needs.

**Kinesthetic:** Pertaining to body sensations. "K" of VAKOG. In NLP the term kinesthetic is used to encompass all kinds of feelings including tactile, visceral, and emotional.

**Kinesthetic Anchor:** Anchor to a body/feeling to associate a state-change. For example "Whenever you press your thumb and index finger to create an OK sign you will remember just how good it feels to be strong and confident. All the positive memories and feelings will immediately flood in and you will feel better. You will experience this feeling of strength and confidence for no particular reason other than you are making the OK sign, because you are much more than OK."

**Leading:** Gently steering the client's point of view, behavior, or understanding to a new one. It is often done in small steps after adequate pacing to allow for maximum behavioral change.

**Lessons:** Life invites us to evolve and experience the best that is within us. Life's challenges can be wrestled with from the fragmented perspective of the ego, or peacefully explored from the unitized perspective of the A-Aware Witness. The *PAUSE Model* offers the clients the tools necessary to examine the circumstances of life, resolve suffering, conflict, and confusion, and become the compassionate observer on their journey to wholeness. When the underlying lesson each experience offers is truly owned, peace and insight are evoked.

The heart of every lesson in the *PAUSE Model* is to increase the awareness of the resources of the Essential Self, and to fully and authentically integrate them. The *PAUSE Path to Wholeness* teaches the client to release and transform the unconscious limiting beliefs that create fear, guilt, and separation from the awareness of love's eternal presence. Eckhart Tolle (1999) tells us, "The compulsive thinker, which means almost everyone, lives in a state of apparent separateness, in an insanely complex world of continuous problems and conflict; a world that reflects the ever-increasing fragmentation of the mind" (p. 15). This fragmentation of the mind and separation of the heart ends when the lesson is truly learned.

**Limiting Belief:** A core belief held in the Unconscious Mind that limits the way a particular person's needs can be met. While there can be a Conscious version of this belief, the Subconscious reflexive reaction to the triggering event is often an indicator of a deeper help belief. Also known as a Core Limiting Belief. Much of our therapeutic efforts are focused on undoing these beliefs.

**Mastering the Therapeutic Process:** A comprehensive 300 hour training program based on a synthesis of Clinical Hypnotherapy, Neuro Linguistic Psychology (NLP), Integrative Body Movement, Character Structure, The Enneagram, Trauma Resolution, Emotional Freedom Technique, A Course in Miracles, and more. It is derived from the synthesis of powerful insights and techniques that have proven useful in dissolving the blocks we have created within ourselves. These blocks are formed by the creation of often unconscious beliefs resulting from various experiences in our lives.

Most medical and psychological approaches to the illness and disease that are manifested by these blocks merely treat the outward symptoms, and at best create a healthier alternative. They do not address the core unconscious beliefs and the energetic holding patterns that are the root cause of the symptoms. Recognizing the outward manifestation of these unconscious limiting beliefs is a core element taught in the program, "Mastering the Therapeutic Process."

Once the outward demonstration has been defined, we then follow the trail inward to the root cause. Here is where all true therapy lies – in the psychological realm of the mind. We utilize hypnotherapy due to its ability to get an individual out of their outward "story" or mask and directly address the core limiting beliefs that are held in the unconscious. Our students, our clients, and all our instructors have reported powerful, positive, life-affirming changes after using the PAUSE model of hypnotherapy. It changes lives.

**Matching:** A technique for creating rapport where you match someone's physiology. This means if someone crosses their arms, you cross your arms. If they raise their right arm, you raise your right arm. This communicates to them unconsciously, "I'm like you, you can like me", therefore creating rapport.

**Maternal Hypnotist:** A hypnotist who uses a soft, nurturing approach.

**Meaning:** Cognitive interpretation of an experience. The end, purpose, or significance of something: What is the meaning of life? What meaning do you give this experience? Nothing in and of itself has any meaning *other* than the meaning we give it.

**Meditation:** A [holistic discipline](#) by which the practitioner attempts to get beyond the reflexive, "thinking" mind into a deeper state of relaxation or awareness. Meditation is a component of many religions, and has been practiced since antiquity. It is also practiced outside religious traditions. Different meditative disciplines encompass a wide range of spiritual and non-spiritual goals; achieving a higher state of consciousness or [enlightenment](#), developing and increasing compassion and [loving-kindness](#), ([Mettā](#)), receiving spiritual inspiration or guidance from [God](#), achieving greater focus, creativity or self-awareness, or simply cultivating a more relaxed and peaceful frame of mind. Meditation offers a steady foundation from which we can rest in the peace and wisdom of our true nature. Various meditative practices are cultivated in the PAUSE model.

**Mesmerism:** The philosophy of [Franz Anton Mesmer](#), which served as the forerunner for hypnosis in terms of studying suggestibility. It is thought that Mesmer practiced a form of Stage-Hypnosis, where his performance and charisma (form) was as important, if not more important, than the healing process he postulated (content). He was very dramatic, overly confident, and called his work [Animal Magnetism](#).

**Mirroring:** Aligning and or moving oneself in the same position or posture of a person in order to establish rapport. It is the behavior in which one person copies another person usually while in social

interaction with them. It may include miming gestures, movements, body language, muscle tensions, expressions, tones, eye movements, breathing, tempo, accent, attitude, choice of words/metaphors and other aspects of communication. It is often observed naturally among couples or close friends.

**Modeling:** Studying and imitating the behavior of others who excel: the basis for Neuro-Linguistic Programming (NLP).

**Meta Model™:** A model developed by John Grinder and Richard Bandler that identifies categories of language patterns that can be problematic or ambiguous.

**Meta Program:** A process by which one sorts through multiple generalizations simultaneously as such Meta Programs control how and when. A person will engage in any set of strategies in a given context.

**Metaphor:** Stories, parables and analogies.

**Namaste:** A greeting or salutation with roots in the Indian subcontinent which has many interpretations. In modern usage, it is often used as "The spirit in me greets the spirit in you," or "The divinity in me recognizes the divinity in you". It is a validation of the recognition of the Authentic Self, which is beyond all concepts and differentiations.

**Negative Intent:** The decision to remain negative.

**Negative Pleasure:** The pleasure derived by the ego from obstructing, sabotaging or defying the good or the positive.

**Neuropeptide:** A peptide released by the nervous system that acts as a neurotransmitter

**Neurotransmitter:** A chemical that carries messages between different nerve cells or between nerve cells and muscles, e.g. to trigger or prevent an impulse in the receiving cell.

**NLP™ (Neuro-Linguistic Programming/Psychology):** The science of modeling people (studying and imitating) to produce similar results in others. Defined in the Oxford English Dictionary as "a model of interpersonal communication chiefly concerned with the relationship between successful patterns of behavior and the subjective experiences (esp. patterns of thought) underlying them" and "a system of alternative therapy based on this which seeks to educate people in self-awareness and effective communication, and to change their patterns of mental and emotional behavior".

The co-founders, [Richard Bandler](#) and linguist [John Grinder](#), claimed it would be instrumental in "finding ways to help people have better, fuller and richer lives". They coined the title to denote a theoretical connection between neurological processes ('Neuro'), language ('Linguistic') and behavioral patterns that have been learned or observed through experience ('Programming/Psychology') and that can be organized to achieve specific goals in life. They integrated the work of the greatest psychotherapists of the 21st century, [Fritz Perls](#), [Milton Erickson](#), [Gregory Bateson](#) and [Virginia Satir](#). This ever-evolving work offers a cohesive system for transforming perceptions and empowering the individual to achieve their highest potential.

**Neutral Identity:** The Authentic Self – Acceptance of Self and Others

**Obsession:** An unhealthy and compulsive preoccupation with something or someone, possibly associated with a sensitizing event or trauma. It can be thought of as an expression of a Limiting Belief. See also Fixation.

**Olfactory:** Pertaining to the sense of smell. The "O" in VAKOG.

**Olfactory Anchor:** Anchor to a smell to associate a state-change. For example "Whenever you smell the scent of roses (demonstrate smell – essential oil or other fragrance) you will remember just how good it feels to be strong and confident. It could be here in this office, at home, at work, or anywhere – just whenever you smell this smell (demonstrate smell). You will experience this feeling of strength and confidence for no particular reason other than you smell this smell (demonstrate smell)."

**Outcomes:** Goals or desired states that a person or organization aspires to achieve.

**Pacing:** Mirroring or noting another's posture, behavior, and/or languaging to help build rapport.

**Parts:** A metaphorical way of talking about independent programs and strategies of behavior.

**Paternal Hypnotist:** A hypnotist who uses an authoritative approach to conducting hypnosis or hypnotherapy, often using Direct Suggestion.

**Past Life Therapy:** A therapeutic technique by which a therapist guides a subject into a past life, real or imagined, to help understand, reframe, and heal a present time issue.

**PAUSE:** Our core model is based on the principles summarized in PAUSE, which is an acronym for the transformative states we utilize to evoke permanent change and manifest our heart's desire.

**P** reminds us to be fully **Present** and embodied

**A** reminds us to rest in the **Aware Witness**

**U** reminds us to **Unwind the Past**

**S** reminds us to **Surrender** to our Authentic Self

**E** reminds us how to **Evoke** happiness, joy, and fulfillment.

**Pendulation:** Pendulation refers to the movement between a resource state and an activated state. The client is helped to move to a state where he or she is believed to be somewhat activated by a traumatic event (i.e. is aroused or frozen) and then helped to return to a resource state, often with a previously established positive anchor. This process is done iteratively, with progressively more levels of activation resolved by the client in successive pendulations.

**Peripheral Vision:** Peripheral Vision enables you to see the big picture. In times of stress we reduce our awareness to tunnel vision, which limits our perspective. Bring your awareness to the light in the center of your head while keeping your eyes open. From the center of your head, become aware of everything around you, 360 degrees, and beyond the walls and beyond anything near you. Expand your mind.

**Permissive Suggestion:** A suggestion framed in such a way as to imply you are getting the client's permission to cooperate: "Your mind can relax. You may find it easier and easier to relax..."

**Post-Hypnotic Cue:** A person, place, thing, image, event, or thought that is established during trance and is used to trigger post-hypnotic suggestions after the hypnosis session has ended.

**Post-Hypnotic Suggestion:** A suggestion given during a hypnosis session that is acted upon sometime after the hypnosis session. It is often anchored to a person, place, thing, image, event, or thought.

**Predicates:** Process words (like verbs, adverbs, and adjectives) that a person selects to describe a subject. Predicates are used in NLP to identify which representational system a person is using to process information.

**Present:** P-Present is the first state of the PAUSE model. Being, existing, or occurring at this time or in the present moment. Resting in the now.

**Programming:** Thoughts, reactions, emotions, or triggers that have been deeply imbedded and therefore agreed to by the Unconscious mind. They often cause automatic behavioral actions or thoughts to happen as a result of a trigger.

**Projected Identity:** Perceiving a quality of oneself in another.

**Projection:** "A projection is anything a person reads into another and sees it as if it were there when it is not." (*Weinberg, George, and Rowe, Diane, The Projection Principle, 1988, pg 2.*)

One aspect of projection occurs when the egoic unconscious takes something that is within itself and sees it in another. While this can be true regarding a "good" aspect (kindness, compassion, charity, etc.) more often a projection involves seeing a negative trait in another (rudeness, dishonesty, revenge, etc.)

Forgetting that what is seen without is actually within.

Projection is a form of denial where one attributes to *others* traits, qualities, and motivations that actually belong to oneself; but which they cannot accept as part of themselves. Projection plays an enormous role in relationships of all types and happens unconsciously as one of the most powerful of our defensive strategies. By projecting the unwanted aspect or part onto another person, group, race, or nation, it provides justification for separation, attack, or demonization. In severe forms, it is a causative part of disorders such as Borderline Personality Disorder, Antisocial Personality Disorder, and Narcissistic Personality Disorder.

**Progressive Relaxation:** Progressively relaxing different areas of the body to help induce a deeply relaxed hypnotic state. Same as a fractional induction.

**Psychology:** (lit. "study of the soul" or "study of the mind") is an academic and applied discipline which involves the scientific study of human or animal mental functions and behaviors. In the field of psychology, a professional researcher or practitioner is called a psychologist, and is a type of social scientist.

**Rapport:** A state of trust, harmony, and cooperation established in a relationship.

**Refractionation:** A hypnotic deepening technique that is conducted within the same session by taking a subject into and out of and back into a hypnotic state. Each fractional trance allows the subject to go deeper into trance and can reinforce a post hypnotic suggestion to go deeper into trance.

**Reframing:** A therapeutic tool used to see a situation in another frame. A frame can refer to a limiting belief, that which limits our view of the world. If we let this limiting belief go, new understandings, insights, and possibilities can develop. The therapist will often guide the client through various scenes from different points of view (frames) so that they feel relief, derive transformative insights, or are able to deal with the situation better. Reframing works because all meaning is context dependent. Change the context, and you change the meaning.

**Regression:** Guiding someone back in time during trance to relive a past event.

**Repetition:** The act or process of repeating a phrase or suggestion to increase acceptance. For instance "I know that you know this feeling of strength and confidence you are feeling now will grow and is going to be reflected in many different areas of your life."

**Representational Systems:** The five senses: seeing, hearing, touching (feeling), smelling, and tasting.

**Representational System Primacy or Lead Rep System:** The systematic use of one sense over the others to process and organize input in a given context. For instance, we would refer to a person as a "Visual" who *first* uses sight to decode the world they perceive. Eye movements define the Lead or Primal Representational System.

**Rescripting:** Imagery used to replace disruptive physical, mental, and emotional patterns with vivid, positive resources. Much study has been done on positive effectiveness of this tool. "A control session in which patients simply explored their trauma memory led to no change in the meaning of the memory (encapsulated belief) and had no effect on either spontaneously occurring imagery or self-reported measures of social anxiety. In contrast, one session of memory rescripting produced significant within-session change in the meaning of the traumatic memory, the distress associated with the memory, and the amount of anxiety experienced when patients imagined participating in their two most feared social situations." (Wild, Hackmann, and Clark, *Rescripting Early Memories Linked to Negative Images in Social Phobia: A Pilot Study*, PubMed Central, Oct 2008)

**Resistance:** Resistance is an experience of being against a person, object, experience, or idea. It is a generalized conscious or unconscious negative response to a person, situation, concept, or thing. Resistance is a way of saying "No" to whatever is presenting itself to maintain the internal frame of thinking about the issue. It is very useful to recognize resistance in ourselves or others to determine what "buttons" or suppressed issues underlie the resistance. Often it is an automatic process, and is always fear based. Resistance can be seen as a defensive strategy that demands a change in what is being experienced.

**Resource State:** A psychological state that presupposes adequate information, choices, flexibility in behavior, and one's ability to correctly self-reference in directing one's thoughts, words, and actions in the world. It is a state of empowerment where one feels safe, capable, loved, whole, etc. Correctly done early and often in the therapeutic relationship by anchoring the client's Resource State with a quick physiological trigger for ease of recall, such as an OK sign or holding a thumb. Never do any therapeutic work without first establishing a Resource State.

**Resource Tapping:** Bilateral stimulation used to deepen resources and accelerate processing. It can help restore the disrupted healing capacities of the mind and body. It is an easy to learn process of regulating the nervous system through simple right/left tapping. You can use your fingers, hands, or even feet. Laurel Parnell, PhD created Resource Tapping as, "...a method to strengthen and integrate internal resources so that we can call on them when we need them." (Parnell, Laurel PhD, Tapping In, 2008 p. 2)

**Revivification:** Reliving an event from the past with full somatic experience. “Experience it in your mind just as if it is happening right now...” This is different from recall, as once the person is in the revived event, they will experience emotions, thoughts, and sensation as if it were happening “now”.

**Second Position:** Viewing events from the perspective of the person you are interacting with.

**Secondary Gain:** Where some seemingly negative or problematic behavior actually carries out some positive function at some other level. For example, smoking may help a person to relax or help them fit a particular self-image. Secondary gain refers to the benefit one derives from holding onto emotional, psychological, or spiritual pain. Unless this is addressed, the person remains unconsciously ambivalent about healing.

**Selective Thinking:** The process whereby one selects out favorable evidence for remembrance and focus, while ignoring unfavorable evidence to maintain a belief. An increased ability to hold an exclusive focus and thus accurately and effectively communicate with the Unconscious mind. See also Sorting & Filtering.

**Self-Hypnosis:** Practicing hypnosis by oneself. Learning to move into a trance state without the guidance of a hypnotist. All hypnosis is self-hypnosis.

**Self-Image:** Self Image is a mental construct, rooted in genetics and early childhood conditioning, which determines how the individual perceives themselves, and interacts with their world. Locked in identification with the Self Image, the individual identifies with the fears and longings of the ego, and rarely experiences the freedom of knowing their True Nature. A person's self-image is the [mental](#) picture, generally of a kind that is quite resistant to change, that depicts not only details that are potentially available to objective investigation by others (height, weight, hair color, [gender](#), [I.Q. score](#), etc.), but also items that have been learned by that person about himself or herself, either from personal experiences or by [internalizing](#) the judgments of others. A simple definition of a person's self-image is their answer to this question - "What do you believe people think about you?"

**Sensation:** Refers to kinesthetic responses. Sensation is the key organizer in the integration of traumatic experiences.

**Seriousness:** “Seriousness is one of the major causes of truth decay on the planet. It's time to take humor seriously and seriousness humorously.” - *Swami Beyondananda*

**SIBAM:** An acronym which stands for Sensations, Images, Behaviors, Affects, and Meaning. [Peter Levine, PhD](#) invented the SIBAM model as a powerful tool for determining a client's level of dissociation (or fragmentation). A traumatized client will often have one or more aspects of the SIBAM model missing from their conscious awareness regarding the traumatic event. Tracking this gives the therapist powerful directions for reintegration and resourcing.

**Somatic Experiencing:** is a form of therapy aimed at relieving and resolving the symptoms of [post-traumatic stress disorder](#) (PTSD) and other mental and physical trauma-related health problems by focusing on the client's perceived body sensations (or somatic experiences). It was introduced in [Dr. Peter Levine's](#) 1997 book *Waking the Tiger*.

**Somnambulism:** Originally somnambulism was a medical term meaning "ambulating (walking) while asleep (soma)" which has been adopted by the profession of hypnotism to mean a deep state of hypnosis. It is an unfortunate choice of terms which stems from some early hypnotists' belief that hypnosis was a form of sleep, a concept which has long been rejected by the profession, but the term remains in common use. At this level of hypnosis one has become sufficiently suggestible to be able to hallucinate because of the suggestions of the hypnotist. This level is required to create anesthesia, do true age regression work, and is generally agreed to be the best level for direct suggestion work and Parts Therapy Work. Tests for this level of hypnosis include suggesting amnesia, hallucinations, and anesthesia. Most experts divide somnambulism into different sub levels such as the Threshold of Somnambulism, Full Somnambulism, and Profound Somnambulism (corresponding to Stages 4 through 6, respectively, of the Harry Arons Depth Scale). - *Definition by Cal Banyan*

**Stage Hypnosis:** Hypnosis practiced on individuals or groups in front of an audience for the purpose of entertainment.

**State:** The total ongoing mental and physical conditions from which a person is acting.

**Strategy:** A set of explicit mental and behavioral steps used to achieve a specific outcome.

**Stressor:** An agent, condition, or other stimulus that causes distress to an organism.

**Subject:** A person who is undergoing hypnosis.

**Sub-Modalities:** The special sensory qualities perceived by each of the five senses. For example, visual sub-modalities include color, shape, movement, brightness, depth, etc., auditory submodalities include volume, pitch, tempo, etc., and kinesthetic sub-modalities include pressure, temperature, texture, location, etc.

**Subsequent Sensitizing Event (SSE)** Events that occur after the Initial Sensitizing Event that confirms and reinforces the core limiting belief, and can sometimes add further emotions and symptoms to be associated with the ISE. There is usually more than one SSE. The SSE occurs because the Unconscious Mind is constantly sorting for validation of its deeply held beliefs. This can also be thought of as a **Belief Binding Event**.

**Suggestion:** Ideas given to the Unconscious for the purpose of influencing behavior.

**Suggestibility:** The degree to which an individual is responsive to ideas given to them.

**Superconscious Mind:** The higher-self, a wise and all-knowing part that can give us important knowledge. Intuitive knowing comes from here. Other terms: “God Mind”, “Infinite intelligence”, “Collective Unconscious”.

**Suppression:** The conscious deletion of uncomfortable facts, impulses or memories from present awareness. Suppression occurs when we make a decision to avoid thinking about aspects of reality we find distressing, often by choosing to focus elsewhere. Thus, though we do not lose the ability to consciously reconnect with it, we temporarily choose to ignore the voice of a part (or parts) of us.

**Surrender:** S-Surrender is the fourth state of the PAUSE model. To Surrender involves expanding beyond the needs and distractions of the ego to experience the clarity and wisdom of the Authentic Self. Surrender as defined in the PAUSE Model consists of:

1. Recognizing Resistance
2. Calling back Projections
3. Uncovering Lessons
4. Extending Gratitude
5. Realizing True Forgiveness
6. Surrendering to our Authentic Self

**Symptom Producing Event (SPE)** This can be either an ISE or SSE that occurs when symptoms are present. For instance a child who already has had an ISE and an SSE reinforcing a negative belief about spiders, is currently feeling anxious about something else, and then sees a spider and demonstrates a “Panic Attack”. This SPE will reinforce the ISE and its underlying Core Belief. It can often be consciously recalled. This can also be thought of as a **Belief Expression Event**.

**Symptom Substitution:** The process of trading or replacing one symptom for another.

**Systematic Desensitization:** The systematic imagining of a traumatic event over and over again with suggestions of feeling more relaxed each time to lessen the underlying feelings of anxiety.

**Synesthesia:** The process of overlap between representational systems, characterized by phenomena like see-feel circuits, in which a person derives feelings from what they see, or hear-feel circuits, in which a person gets feelings from what they hear or sees shapes from a sound. Any two sensory modalities may be linked together. Metaphoric examples are, “Loud shirt”, “Prickly laugh”, “Sugar makes things taste ‘rounder’, while citrus adds ‘points’”, “I’ve got the blues”, etc.

**Theta:** The brainwave band (4-7HZ) indicating deep somnambulism, and is present during dreaming and the REM (rapid eye movement) state. The theta state is also associated with memory, learning, and creativity. Theta waves are the key to opening the repository of our emotional “stuff.” Theta is a deep hypnosis or deep meditative state.

**The Emotional Wave:** As in an oceanic wave. The Wave is used as a metaphor for arising emotional states. Like the wave arising in the ocean; feelings, arise, crest, subside, and return to the Oneness of the ocean.

**Third Position:** Viewing or witnessing events from an outside perspective.

**Trance:** A conscious state of awareness which results in perceptual narrowing. This allows for greater focus on specific thoughts, stimulus, or ideas, often bypassing the gatekeeper and enhancing the ability to directly access the Unconscious.

**Transference:** The process by which desires, emotions, and behaviors of one person are later shifted to another person: as from parent to child, parent to therapist, etc.

**Trauma Resolution -** Trauma Resolution therapy, inspired by the work of [Dr. Peter Levine](#), opened the door to the healing of shock trauma and developmental trauma. By observing animals in the wild, Dr. Levine realized that animals that face traumatic life and death circumstances do not carry the shock in their bodies. He recognized that trauma is not held in the memory, it is held in the body. The “[Somatic Experiencing](#)” system he developed allows the client to establish nervous system resiliency by discharging the traumatic activation.

**Trauma Vortex:** The “trauma vortex” is a spiraling process. Unresolved trauma becomes mobilized and non-discharged energy in the body. This phenomenon compounds when events occur that rekindle any past unresolved trauma and reopens a flood of memories of every past injury, insult, humiliation, loss, fear and hatred. There is a hyper-vigilant search for threat and a sense of on-going danger that sets the stage for violent reenactments, with the psychological hope to finally master the deeply wounded and traumatized feelings. There is polarization of beliefs, principles and feelings; intolerance and revenge seem the only viable responses. –from Peter Levine, *Waking the Tiger*

**Transderivational Search (TDS):** The individual’s internal search process to apply meaning or context to a stimulus. It is the equivalent of our internal search engine, the mind’s equivalent of Google or Yahoo. TDS is a fundamental part of human language and cognitive processing. Arguably, every word or utterance a person hears, for example, and everything they see or feel and take note of, results in a very brief trance while TDS is carried out to establish a contextual meaning for it.

**Transparent Belief:** An unquestioned, unexamined, belief, which is not experienced with awareness or analysis in the Conscious Mind. It rests in the Unconscious and is supported by the Gatekeeper as part of an individual’s normal filters. Like the water to the fish, the individual adapts to reality, looking through it yet, never knowing it, and therefore never having dominion over it.

**Translating:** Connecting the meaning of one representation to the same meaning in another representation. For instance, if I see blood, that must mean there is physical pain.

**Triggers:** An external signal that is associated with a person, place, thing, or situation that causes a specific emotional response to be recalled automatically.

**True Forgiveness:** Forgiveness in the PAUSE Model is a commitment to a process of internal change. It can be difficult and it can take time. Everyone moves toward forgiveness a little differently, but it is basically the process of moving out of a victim role and into a state of empowerment and responsibility. The first step is to recognize the value of forgiveness and its importance in our lives. Once an understanding of how powerful forgiveness is, we can create a clear outcome statement and take the steps needed to achieve our goal.

While True Forgiveness is the goal, it takes a willingness to achieve the grace from which True Forgiveness is offered. There are three forms of Forgiveness:

- **Forgiveness as we experience it in the world**, which is really just a form of withholding punishment. It comes from a place of one-upmanship. For instance, “Although you were really bad, and I didn’t like what you did, I’m going to give you another chance. I’ll forgive you “this” time, and not punish you right now, because I am a better person than you. But I’m watching you, mister!” The fact is, they are punishing them anyway, and just creating more separation by their judgment.
- **Forgiveness by Understanding**, which is basically similar to “walking a mile in another person’s shoes”. You recognize that if you were in the exact same situation, with the same experience, and the same knowledge as that person, that you would have made the same choice as they did at the time.

Perhaps in the very next second, minute, day, week, year (or whenever) they recognized that they should have made a different choice, then that is new learning. It is an awareness they didn't have when they made the original choice. Their original choice in the past, no matter how wrong in the present, was actually right for them – then. In this fashion you can forgive them by understanding the choice they made.

- **Forgiveness by Grace (True Forgiveness)**. This is how God sees each of us. At our true core, we are all perfect fragments of God, and that is what He sees in us. God is Perfect Love. As he looks upon each of us, he sees Himself shining back at Him. He does not see our self-deception, our illusory and arrogant thoughts of separation from Him; he sees each of us for who we truly are. Perfect, Whole, and Loved, with no need for Forgiveness. God never did anything that needs forgiving – you don't either.

**Tunnel Vision:** Constricted, tunnel like field of vision often triggered by extreme fear or distress, often in the context of a panic attack. It also can occur during periods of high adrenaline production, such as an intense physical fight.

**Unconscious Mind (Subconscious Mind):** The 88% of the mind that we are unaware of, the part of the mind that is intuitive and imaginative; artistic; uncritical; that holds all memories; that is the seat of our emotions; that directs the automatic functions of our bodies; heals us; and is the directing force of our being. It does not distinguish fact from fantasy.

[Sigmund Freud](#) divided mind into the conscious mind or [Ego](#) and two parts of the Unconscious: the [Id](#) or [instincts](#) and the [Superego](#). He used the idea of the unconscious in order to explain certain kinds of [neurotic](#) behavior. For Freud, the unconscious was a repository for socially unacceptable ideas, wishes or desires, traumatic memories, and painful emotions put out of mind by the mechanism of [psychological repression](#). However, the contents did not necessarily have to be solely negative. In the psychoanalytic view, the unconscious is a force that can only be recognized by its effects — it expresses itself in the [symptom](#).

[Carl Jung](#) developed the concept further. He divided the unconscious into two parts: the personal unconscious and the deeper collective unconscious. The personal unconscious is a reservoir of material that was once conscious but has been forgotten or suppressed.

Today, there are still fundamental disagreements within psychology about the nature of the unconscious mind. It may simply stand as a metaphor that ought not to be refined. For purposes of the PAUSE Model of Hypnotherapy™, we simply look at the successful outcomes of creating and conducting a positive, replicable process and stay away from semantics as much as possible.

**Unconscious Thoughts:** The repressed psychological material held within the Unconscious mind and any other material held within the Unconscious of which we are unaware. When we act out from our Unconscious, we are committing an “Unconscious Act” or acting unconsciously.

**U-Unwind the Past:** We are all shaped by past experiences. The past drives our self-image, beliefs, judgments, fears, and desires. The perception that we can succeed, or are doomed to fail, is deeply rooted in the past. These invisible roots, etched in time, can drive internal conflicts, and impact our capacity to experience the aliveness and wellbeing of our true nature. The “U” in PAUSE focuses on unwinding the past so that we can create meaningful resources, which balances and integrates our bodies and minds.

**Uptime Trance:** An uptime trance is typically experienced with eyes open while the mind is in a focused, allowing, and potentially suggestible state. Conscious situational awareness is greatly narrowed and the analytical, discerning factor is turned down or highly limited. This state is often experienced when driving, while watching TV, or focused intently in a classroom or therapeutic setting.

**Validate:** To recognize, establish, or illustrate the worthiness or legitimacy of a person, place, thought, or object.

**VAKOG:** An acronym used to describe the five primary senses felt in the body: Visual, Auditory, Kinesthetic, Olfactory, and Gustatory.

**Visualization:** The process of imagining mental images to help create or change awareness or behavior.

**Visual Anchor:** Anchor to a Visual experience to associate a state-change. For example “When you see the color red, you will remember just how good it feels to be strong and confident. It could be a stop sign, a red light, a piece of clothing, anything red. You will experience this feeling of strength and confidence for no particular reason other than you see the color red.”

**Waking Hypnosis:** A trance state achieved without the benefit of induction. Natural Hypnosis.

Examples: reading; watching television; driving a car; painting, etc. Any highly focused state where the mind is focused on one thing to the exclusion of all else.

**Well-Formedness Conditions:** In NLP, a particular outcome is well-formed when it is: (1) Focused on positive outcome, (2) Involves a full sensory description (3) Includes internal states and external behavior, (4) Has an evidence based procedure to create the outcome, (5) Always ensures you are at cause, (6) Has consider the overall ecology of the process and outcome, and (7) Includes fun and harms none.