

Welcome

Week 9 –Module 4 (Part 1) Practice

Aims for today

- Introduce other elements of **Fluid Questioning**
- Recap – **Natural clean Questions**, and looking for **Unfinished Sentences ...**
- Exercise 2 - Integrate All 4 elements of Fluid Questioning – **Natural Clean Questions, Unfinished sentences, Client Language feedback and Linking phrases**
- ‘Heads up’ for Next Week’s Practice, to enable you to prepare.

1. Natural Clean Questions

- *“In what way ...?”*
- *“And that means that ... ?”*
- *“And what’s that like ... ?”*
- *“What kind of ... [xxx] ?”*
- *“And what do you mean by ... [xxx]?”*
- *“And are there any feelings or emotions ...?”*
- *“And that feels ... ?”*
- *“And that makes you/me feel ...?”*
- *“I wonder why ... ?”*
- *“[xxx] ... it feels as if ... ?”*
- *“Whereabouts ... ?”*
- *“And then ...?”*

2. Unfinished Sentences

- During any line of questioning - whether as part of a **conversational therapeutic interview** - or during **hypnosis** - there will be times when the client starts a sentence but doesn't finish it.
- When someone backtracks part way through a sentence in this way, it is usually because they have **subconsciously** stopped themselves from expressing or saying what they were about to say. There is "**resistance to verbalising**" - the **threat response** has kicked in - and that is usually an indicator of a limiting belief or idea or emotion.
- When this happens, its "**flag**" **waving**, saying "***there is something going on here***", and so always ask the client to finish the word or sentence they didn't finish.
- In many cases this will immediately begin accessing the next level of their **belief system**, whether this is in a conversation or during recall in hypnosis.

3. Client Language Feedback Process

- In practice this means **repeating back to them, virtually word-for-word**, then **pausing to see their reaction and/or allowing them to continue**. The only change you may make is changing 'I' for '**you**' as in the example below - but often you can keep it exactly the same.
- The majority of the time they will **react by nodding**, which is a sign that they feel they have been **listened to and understood**, which is excellent for **rapport building**.
- It also encourages them to **keep talking**, and **reveal more information** without interrupting their flow.
- Repeating everything word-for-word parrot fashion, can seem weird or contrived. If we **repeat back key words and phrases** ... and then just leave it hanging, or even **follow** with a **Natural Clean Question** or **Linking Phrase**, it can help the client continue their journey to the **core of their issue**, or indeed begin to **reverse it** if we are at the right point.

4. Useful “Linking” Phrases

The following are a selection of questions and phrases that are useful for:

1. Linking together various bits of information the client has revealed,
2. Helping encourage the **further flow of information** or recall
3. Beginning to turn things around from **negative to positive**.

- *“And what’s going through your mind there ...?”*
- *“And if you could [xxx] what would that be like ...?”*
- *“And if you did know, what would that be ...?”*
- *“Take your time ...”*
- *“Pretend I’m really stupid and explain it in the words of a young child ...”*
- *“And is there a different way ...?”*
- *“And if you did know, ...?”*
- *“I wonder what/if ...?”*
- *“Is there a way you can see it differently ...?”*
- *“And what would you rather, or need, to think, feel or believe instead*

Practice Exercise: Fluid Questioning

Background: The aim of this exercise is to practice all four elements of **Fluid Questioning** and become familiar with combining the 4 elements in a natural and impactful way, whether conversationally, or within an inwardly focused hypnosis session.

Instructions: For this you will do this **conversationally** (ie eyes open, face to face), as you would in an initial interview with a client, (but you will eventually also use this technique within hypnosis).

- Using a fellow student, as before, ask your volunteer to choose a topic of interest them, such as a hobby or something meaningful they have suggested.
- Begin by asking them to reveal or share something about their area of interest. E.g. **"Can you tell me something about [x]?"**
- Once they begin, your challenge is to keep the conversation going by using only the **4 Fluid Questioning Techniques**, which are:
 - Natural Clean Questions
 - Unfinished Sentences
 - Client Language Feedback
 - Linking Phrases

DO NOT ATTEMPT TO SOLVE OR RECOMMEND ANYTHING! - JUST SEEK TO UNDERSTAND FOR NOW!

Practice Exercise : Combining Fluid Questioning & DWDW & Hypnosis

Duration: 30-60 minutes per person

Equipment: Notepad & Pen

Practice Partner: Individually or 2's and 3's

Background: The aim of this exercise is to practice bringing together the **key elements** covered so far so that you can put together a **bespoke, solution focused session** for a client.

Instructions:

- Interview the client using **Fluid Questioning**
- Create a **Don't Want Do Want** Type list around a **specific issue** (using the questioning methods to probe a little deeper now)
- Look out for **Core Beliefs**
- Create a new set of **Hand Crafted Positive Suggestions/Mantras**
- Help the client relax into **hypnosis** using an **induction** and **deepener**
- Deliver the **suggestions**
- **Release** and return the client to normal awareness.