

# Counselling for Hypnosis

# Counselling Units

1

## **Introduction to Counselling**

Defining Counselling & Psychotherapy;  
Theories of Psychology; Behaviour  
Therapy

2

## **The Counselling Relationship**

Practice of Counselling; Developing  
Rapport; Four Stages of the Counselling  
Relationship

3

## **Communicating with Clients**

Verbal and Non-Verbal Communication;  
Styles of Communication; Effective  
Communication skills

4

## **Listening Techniques**

Blocks to Listening; Effective Listening;  
Active and Reflective Listening

5

## **Questioning Techniques**

How to Question; Open/Closed Questions;  
Specific Questions; Problem Questions

6

## **Relationships and Counselling**

Relationship Counselling; Types of  
Relationships; Expectations; Why People  
Argue

7

## **Working with Clients**

Case History; Longer Term Clients; Client  
Expectations & Goals ; Client Referral

8

## **Grief and Loss, and Suicide**

Symptoms of Grief; Stages of Grief; Myths  
and Facts about Grief; Suicide

9

## **Psychotropic Medications**

The Nervous System; How Drugs Work;  
Psychotropic medications; Other drugs

10

## **Ethics, Law, and Therapist Support**

Duty of Care and Ethics; Safety;  
Confidentiality; Legal issues; Supervision



# 1. Introduction to Counselling

# 1. Introduction to Counselling

## Counselling and Psychotherapy

**CARL ROGERS**, a psychologist took the term counsellor to distinguish lay therapists from those from the medically qualified psychodynamic traditions. Today the two terms psychotherapy and counselling are more commonly used to describe the same process.

### Features Of Each Model

#### COUNSELLING

- A helping approach that highlights the emotional and intellectual experience of a client
- Are less likely to be concerned with the past experiences of a client and use a more humanistic approach
- Is more likely to be focused on specific problems, changes in life adjustments and fostering clients' wellbeing.
- Counselling involves communication with a client to assist in finding a solution to a problem

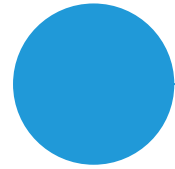
#### PSYCHOTHERAPY

- Encourages a client to go back to their earlier experiences and explore these experiences.
- Explores such concepts as perception, cognition, phenomenology motivation, brain function, personality.
- Incorporates research from the social sciences, natural sciences, and humanities.
- Is more concerned with the restructuring of the personality or self.

# 1. Introduction to Counselling

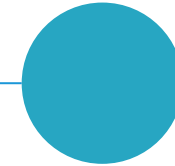
## Dominant Theories of Psychology

Sigmund Freud  
Carl Jung  
Alfred Adler



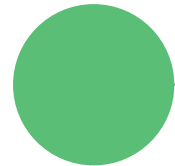
Psychoanalysis

Psychodynamics



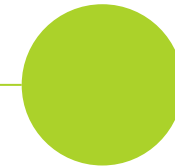
Carl Jung  
Alfred Adler

BF Skinner  
Ivan Pavlov



Behaviourism

Humanistic



Abraham Maslow  
Carl Rogers

Aaron Beck  
Albert Ellis



CBT

# 1. Introduction to Counselling

## Psychoanalysis

**SIGMUND FREUD** - The concept of the unconscious was central to Freud's account of the mind. Poets and thinkers had long known of the existence of the unconscious, But Freud ensured that it received scientific recognition in the field of psychology. The greatest of Freud's many contributions to psychology was his division of the mind into the ego, id, and Superego.



**The unconscious** was first introduced in connection with the phenomenon of repression, in which ideas are repressed but remain in the mind, yet operate below consciousness.



**The Id (Latin "it")** is made up of all the basic drives and urges that we have as humans. It contains our fundamental needs: e.g. thirst, hunger, sex, security. These are our instinctive drives.



**The Ego (Latin "I")** is our sense of self, the sense of who I am. As we grow and mature, we become conscious of ourselves as individuals.



**The Superego (Latin "super," a higher position)** is our conscience. It is all those moral values that society places on us. As the Ego grows, we begin to internalise the "shoulds" and "shouldn'ts" of society.

# 1. Introduction to Counselling

## Psychodynamics

The dynamics of the relationship between different parts of the psyche and the external world

### ALFRED ADLER



**Inferiority Complex** - The personality difficulties are rooted in a feeling of inferiority deriving from restrictions on the individual's need for self-assertion. Produces feelings of a lack of worth.



**Individual Psychology** - Adler believed that each person was unique and no previous psychological theory could be applied to all people.

### CARL JUNG



**The collective unconscious** - represented all the collective wisdom of man's past, which could be drawn upon for the benefit of the individual.



**Archetypes** - are the primary structures of the collective unconscious, the shadow, anima, animus, and self.

# 1. Introduction to Counselling

## Behaviourism

Behaviour can only be directly observed and not assumed

### BF SKINNER



**Conditioning** - is the term used to describe the way habits and behaviours are learned through reinforcement.



**Operant - Behaviour** is a set of principles including primary and secondary reinforcement and punishment, response differentiation, that remain fundamental in psychology today.

### IVAN PAVLOV



**Classical Conditioning** - The pairing an unconditioned stimulus, such as food, with a conditioned stimulus, such as the ringing of a bell.



**Operant Conditioning** - involves an individual performing some action and associating the action with some response.



# 1. Introduction to Counselling

## The Phenomenological Humanistic Tradition

Based on the human's potential for goodness, growth and creativity, and the importance of the conscious experience.

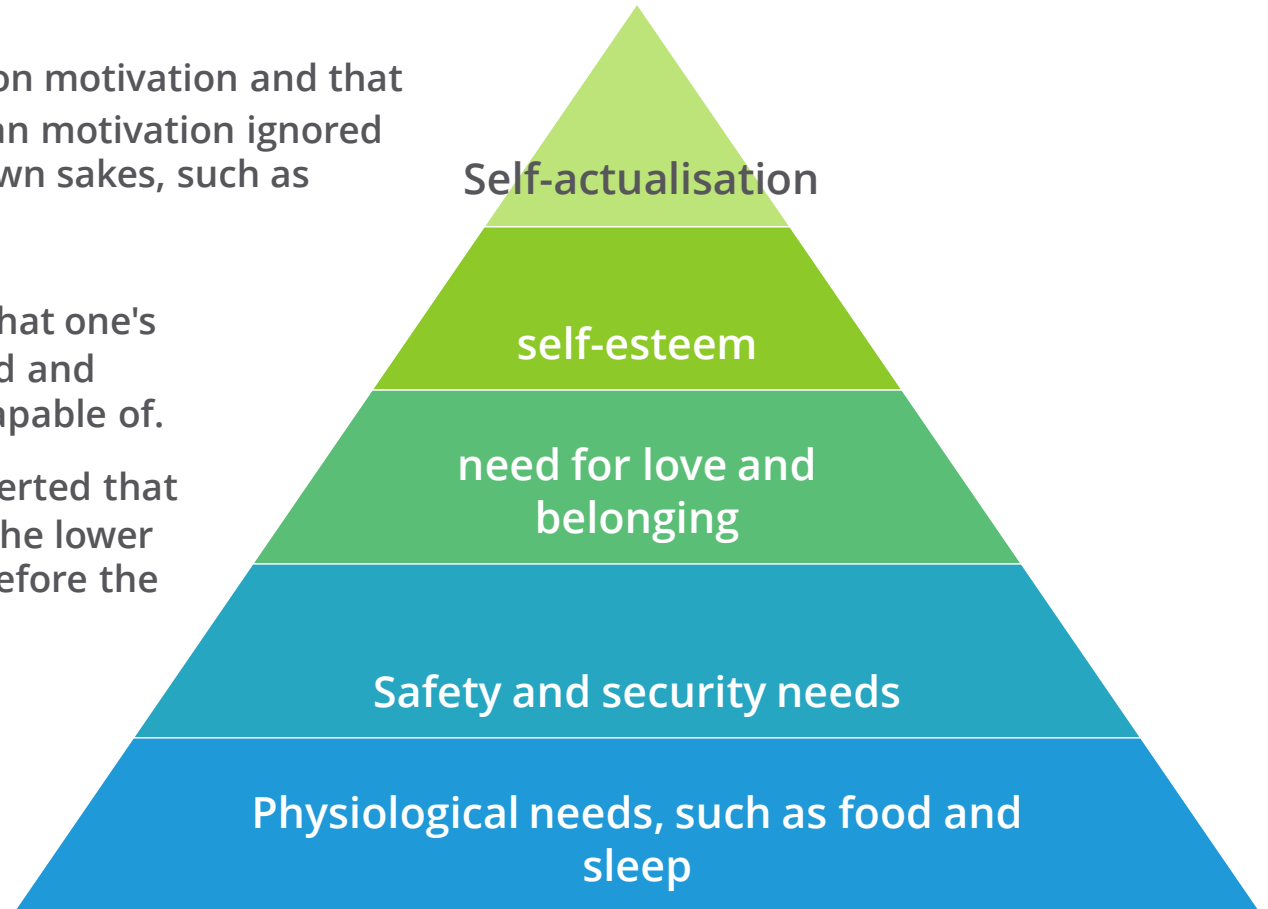
**ABRAHAM MASLOW** - His work was on motivation and that the focus on coping strategies as underlying human motivation ignored behaviours that seem to be engaged in for their own sakes, such as playing, appreciating art, or studying.



**Self-actualisation** - the sense that one's abilities and talents are being fulfilled and becoming everything that they are capable of.



**Hierarchy of Motives** - He asserted that human needs are hierarchical, with the lower level needs needing to be satisfied before the higher ones can.



# 1. Introduction to Counselling

## The Phenomenological Humanistic Tradition

Based on the human's potential for goodness, growth and creativity, and the importance of the conscious experience.

**CARL ROGERS** - believed that self-actualisation is the primary goal of human beings. He developed techniques for counselling and psychotherapy, and emphasised the unity of the individual. The term holistic is often used to describe such an approach to the individual.



**Phenomenology** - is an approach that stresses the importance of the individual's conscious experience, that humans seek to grow and seek personal fulfilment through meaningful personal relationships with others.



**A Rogerian Therapist's** - role is to genuinely share the emotion of the client, helping her to accept thoughts that previously had been too threatening to the self to accept.



**A Psychologically Healthy Person** - is someone who is open to experiences; trusts in the self; has a view of the self that is unaffected by other's views and is willing to be a process rather than an unchangeable product.

# 1. Introduction to Counselling

## Cognitive Behavioural Therapy

A combination of psychotherapy and behavioural therapy.

**AARON BECK** - an American psychiatrist, developed cognitive behavioural therapy during the 1960s. He proposed that different disorders were associated with different types of distorted thinking. Distorted thinking has a negative effect on a person's behaviour no matter what type of disorder they had.



**Cognitive Behavioural Therapy** works by changing people's attitudes and behaviour by focusing on thoughts, images, beliefs and attitudes held; and how a person's cognitive processes relate to the way a person behaves, as a way of dealing with emotional problems.



**Psychotherapy** emphasises the importance of the personal meaning we place on things and how we develop thinking patterns.



**Behavioural Therapy** pays close attention to the relationship between our problems, our behaviour and our thoughts.