



Training in

*Hypnotherapy
& NLP*

2013 - 2014

GHSc

VALIDATED TRAINING

General Hypnotherapy Standards Council

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Introduction

WELCOME TO THE HYPNOTIC OUTCOMES TRAINING PROSPECTUS – WE HOPE YOU FIND IT INTERESTING. WITHIN THESE PAGES WE AIM TO TELL YOU ABOUT THE TRAINING COURSES WE RUN IN THE AREA OF HYPNOTHERAPY AND NLP AND WHAT YOU CAN EXPECT TO GAIN FROM TRAINING WITH US. WITH A FIELD AS EXPANSIVE AS HYPNOTHERAPY AND NLP IT WILL BE IMPOSSIBLE TO COVER EVERYTHING YOU MIGHT WANT TO KNOW SO IF YOU HAVE ANY FURTHER QUERIES PLEASE DON'T HESITATE TO CONTACT US. WE WILL BE HAPPY TO HELP.

About us

Hypnotic Outcomes is a training company offering accredited courses in the fields of hypnotherapy (often also called clinical hypnosis) and Neuro-linguistic Programming (NLP). Our flagship vocational course – the **Diploma in Hypnotherapy & NLP** – is designed to train students to a level of competence where they are able to use hypnosis and NLP in a professional, therapeutic manner with appropriate clients. Further training to an advanced level may be undertaken subsequently.

In addition to these vocational courses we also from time to time offer a range of personal development and special interest courses for individuals who may have no interest in professional practice but who wish to acquire hypnosis and/or NLP skills for their own personal development.

Our courses comprise of an integrated blend of hypnosis, Neuro-linguistic Programming and Solution-focused therapeutic approaches which we believe constitute a powerful combination of skills for personal change and growth. They are taught in a flexible, imaginative and enjoyable fashion with the emphasis being on enabling students to obtain real skill and understanding of the materials rather than simply the ability to rehash what has been learnt under examination conditions.

Our Philosophy

We subscribe to an optimistic view of the world. We believe that human beings are entitled to live happy lives and are much more capable of doing so than they may imagine. We are committed to helping others find the skills to do so and become independent in managing their own lives rather than dependent upon some lengthy, ongoing therapeutic Odyssey.

Our approach is primarily future focused. What we mean by this is that although we may have been influenced by events in our past, we are living in the present and moving into the future. Creating better lives is, therefore, a matter of constructing desirable futures rather than conducting lengthy, forensic analysis of our past. This doesn't prevent events of the past being re-examined when appropriate to make peace with them or to re-access useful experiences – it simply means that our primary focus is on finding ways to make what happens in the future something we truly want to live.

We are also particularly interested in the structure of experience in the present – how clients construct problems in the here and now – rather than notions that because 'x' event happened when you were young, you experience symptom 'y' in the present. Understanding the 'how' of the client's problem, rather than speculating about the 'why' gives much greater leverage for intervention and change. It also enables change to be generated more rapidly and means that the nature of the solution does not necessarily have to reflect the form of the 'cause'.

We also believe that human beings are inherently resourceful (although they may well forget this from time to time) and that therapy is about accessing peoples' resources and using them constructively. In order to help elicit and constructively reorganise their resources we believe it is important to be able to first of all understand and 'model' the client's reality and world view rather than simply making assumptions about what is needed to 'fix' them and then offering these solutions in inflexible formats. For us to be able to determine whether what we are doing with our clients is working it is important that we establish clear goals or 'outcomes' and appropriate criteria to measure progress towards them. Our approach, therefore, is very much outcome-oriented.

About hypnosis

Any attempt to define hypnosis concisely for the purposes of a training prospectus is a tall order so we won't even try. Even a group of experts sitting in a room, 24 hours a day for a month would fail to reach agreement on a definition. Suffice it to say it is a natural, safe and flexible tool that can help clients to access personal strengths and generate empowering personal change. The history of hypnosis is an extremely lengthy one and many people still teach notions that are far from a true contemporary understanding of the subject. In our training we teach overt hypnotic approaches and also encourage our students to be aware of the presence of hypnotic phenomena in processes and patterns that are not formally 'hypnosis'. Whilst we teach some traditional forms of hypnosis we primarily view hypnosis as a naturalistic experience and our approach is based largely upon the work of Milton Erickson and the generation of contemporary therapists he influenced. We look at the work of such notable current figures as Michael Yapko, Ernest Rossi, Stephen Gilligan, Stephen Brooks and Bill O'Hanlon. The hypnotic patterns modelled from Milton Erickson by Richard Bandler, John Grinder and Judith De Lozier are also included in our look at NLP patterns. We view hypnosis as being a particularly special form of inter-personal communication and this perspective requires a co-operative, interactional approach between therapist and client, rather than the notion of one person surrendering control through being the subject of a formalised, inflexible 'ritual' conducted by another. The emphasis, therefore, is on what Michael Yapko describes as "being hypnotic" rather than "doing hypnosis".

About NLP

As with hypnosis, definitions of NLP abound and it is difficult to offer one that adequately defines the field. A useful way to think about NLP, however, is that it is a form of exploration that focuses upon the structure of experience, particularly internal experience – the 'how' rather than the 'why' mentioned earlier. The field of NLP has primarily been interested in the modelling (detecting the form and structure) of excellence and several of the original 'models' that NLP's co-creators, Bandler and Grinder and colleagues, investigated happened to be excellent psychotherapists (amongst them Milton Erickson). The result is that although NLP has evolved in many different directions it has always had a close association with hypnosis, therapy and personal change work. NLP has given both a broad structure for understanding and codifying the common patterns of successful therapy and also a range

of specific techniques and interventions that, skilfully used, can help to generate rapid and effective therapeutic results.

About Solution-focused Therapy

Solution-focused therapy is a profoundly optimistic and future focused approach to human change. It has a number of simple principles which are based upon the fundamental realisation *that nobody can 'do' their problem all of the time*. This realisation means that no matter how 'complex' or pervasive a client's 'problem' may appear to be there must be times (or have been times in the past) when they don't experience it. During those problem-free periods the client is using skills, strategies and resources that make it unnecessary or impossible for the 'problem' to manifest itself. By exploring these problem-free spaces, rather than focussing attention on the problem itself, the client can discover what they are doing when things are going right and intentionally do those things more often. The amount of time and space that is occupied by the problem diminishes and the amount of problem-free time and space is increased. Effectively, the problem is 'crowded out' of the client's life.

Our Courses

Our flagship course is the **Diploma in Hypnotherapy & Neuro-linguistic Programming**. This course consists of 20 days of classroom training spread over weekend (Saturday and Sunday) or long weekend (Friday to Sunday) modules depending on our venue. This enables the Diploma to be completed in well under a year. It is a criterion for certification that students must have attended at least 18 of the training days in full and these must include the first and final modules. Students who miss any training days are expected to make every effort to catch up on material missed. Any student who misses more than the permitted amount of training days may apply to us for the provision of additional one-to-one assistance in order to make good the missed material. Any such request will be assessed on an individual basis and the student's particular circumstances will be considered. If additional assistance is granted in such circumstances there will be an additional charge for this. The course also includes a considerable amount of home study and homework assignments.

The course syllabus covers a wide range of skills in the area of hypnotherapy and also covers much of the material you would find on a recognised Practitioner training in NLP. Our focus is, of course, on the therapeutic use of these skills but students may well find that they experience considerable personal growth and that the concepts learnt offer flexible skills in their personal and professional lives. The therapeutic model is one that is highly flexible and respectful to the client. It focuses mainly on human strengths and the achievement of desired outcomes, rather than on pathology, 'stuck-ness' and 'blame-games' with the past.

Our tutors have in the past had experience of trainings that attempt to cover a vast amount of material in a compressed period of time and necessarily, therefore, skim these subjects in a superficial manner that leaves students feeling less than confident. It may look impressive to list treatment for every affliction under the sun in your prospectus but if skills in working with these approaches are only skimmed over the therapist may end up out of his or her depth. Our approach is different. We focus on building real, 'in the muscle' skills that give students flexibility and confidence in their use. We then cover therapeutic treatment of a number of commonly presenting clinical problems which are more than sufficient for graduates to establish a successful practice. Treatment approaches to more complex issues can readily be acquired on future occasions but we believe that if you rush through the fundamentals you are building a house on foundations of sand.

A broad outline of the syllabus taught is included below. Please note that the content of the training may vary without prior notice.

Concepts

Constructivism, Hypnosis, NLP, Solution-focused Therapy, Personal qualities of a therapist

Skills

Sensory acuity, Establishing rapport, Setting outcomes, PRO Model, Present State to Desired State, TOTE Model, Ecology, Future Pacing, Eliciting values, Tracking and measuring change, Looking for exceptions, Focussing on non-problem space/resource space, Information gathering, Meta Model, Milton Model, Pattern & structure detection, Utilisation, Inclusiveness, Building Response Sets, Inducing hypnosis, Recognising hypnosis, Internal & External Trances, evoking various hypnotic phenomena, approaches to hypnotic communication, ideo-dynamic processes, Dissociation, Temporal & spatial Movement, Neuro-logical Levels, Recognising conflict & incongruence, Modalities and sub-modalities, Eliciting states, Eliciting strategies, self-hypnosis

Techniques

Anchoring, Circle of Excellence, New Behaviour Generator, Change Personal History, Perceptual positions, Meta-Mirror, Six step reframing, Stage dissociation, Fast phobia cure, Systematic desensitisation, Generating metaphor, Time lining (regression and future orientation), Swish, Sub-modality change and map across, Parts negotiation, Visual Squash

Applications

Smoking cessation, Weight-loss, Performance anxiety, Phobias (simple), Stress, Panic attacks, Insomnia, Goal-setting & performance enhancement, Simple habits, Tinnitus.

Ethics & Practice Management

Confidentiality, Scope of practice, Do No Harm, Contra-indications, Record keeping, Liaising with medical practitioners, Referring onwards.

Advanced Training Pathways

Some students may wish to proceed to further levels of training which can involve developing additional therapeutic skills as well as exploring additional fields within which to apply their skills. We offer a

modular format for our advanced trainings which enables students to select which particular areas they wish to study further.

A range of additional specialist workshops will be offered which will include:

- Cognitive-behavioural approaches within hypnosis.
- Hypnosis & NLP for Pain Management
- Working with beliefs
- Advanced induction skills
- Hypnotherapy with Children
- Hypnosis in the treatment of depression
- Pattern interruption and paradoxical approaches
- Hypnosis for Childbirth and Conception
- Psychoneuroimmunology
- Hypnosis & NLP for Sports

These workshops can be attended on an ad hoc basis by students who have completed our Diploma training or by suitably qualified therapists from other training organisations. Such students will obtain a Certificate of Attendance. Students who successfully complete a certain number of individual workshops (including compulsory core modules) can apply to be awarded our **Advanced Diploma in Hypnotherapy and NLP**.

Accreditation

It is important to recognise that the regulation of hypnotherapy within the UK does not have any statutory provisions. Theoretically, anyone can set themselves up as a 'hypnotherapist' even if they don't have any training in the field. We believe it is important, however, that graduates of our course be able to join a suitable professional body that requires appropriate professional standards. This not only provides support for the graduate, it enables the therapist to practice under an ethical framework and also obtain professional indemnity insurance.

We have chosen, therefore, to have our course accredited by the General Hypnotherapy Standards Council, an independent body which represents a large number of hypnotherapists throughout the UK. The Diploma in Hypnotherapy & NLP offered by Hypnotic Outcomes has been Assessed and Validated at

Practitioner Level by the General Hypnotherapy Standards Council (UK). Graduates from this course are eligible for professional registration with the General Hypnotherapy Register (the GHSC's Registering Agency) at full Practitioner status, together with the acquisition of the industry-based award – The General Qualification in Hypnotherapy Practice (GQHP).

Our teaching methods

Our courses are designed to stimulate students in a variety of ways and really get them thinking. Do not expect rows of desks, boring lectures and the like. We keep things fluid, allow people to move around when they want to, actively encourage discussion and group learning and use a range of teaching materials and methods. Students are encouraged, within a supportive atmosphere, to generate their own ideas, think for themselves and come up with answers to their own questions. If the creative well runs dry our tutors will offer perspectives, suggest possibilities or play Devil's Advocate to get things moving again. A key feature of our training is the liberal use of humour and an appreciation for the absurd aspects of life that too many teachers and therapists think they have to banish from the class or consulting room.

The written and multi-media material used is extensive and varied. Our trainings include videos from respected contemporary therapists working with hypnosis. One thing you will not be given, however, is reams of 'hypnotic scripts' to 'read at' clients in the hope that they will change. Scripts of this type are inflexible and expect the client to buy into what you offer rather than the therapist taking responsibility for generating ideas and options that suit the needs of the client. Hypnotherapy is, fundamentally, a form of influential communication. You are having a therapeutic conversation with another person. Is there any other conversational context in which you would expect to rely upon scripted words? We doubt it.

A certain amount of the course material will be in the form of manuals written by our Faculty members. Such materials will be supplied to students in electronic format and students will be expected to print their own hard-copy notes from these sources and bring these to the training days. This method of accessing learning materials is becoming increasingly common in academia. We believe it both enriches our students' sense of connection with their own learning and the electronic format allows them much greater portability of their material should they wish to study on a laptop or other electronic device during their own time, rather than carrying around a bulky folder. Consequently, students should ensure they have access to a PC or Mac, internet and email and a suitable printer. Some materials may

also be supplied in MP3 format and students will require an MP3 player to listen to these. Discussion groups and tutorials will be offered between training days and these may be conducted online using the Skype conference calling facility.

A key component of our course is an exploration of how individuals construct their 'realities'. People can become stuck and generate problems because what they believe to be 'true' is not necessarily true and may in fact be an unchallenged assumption or invention that does not serve them well. Students on the course will spend time exploring how they construct their own world-view and how such beliefs shape their mental filters. Consequently, students may find that they are stimulated to question notions, ideas or concepts that they have previously held as gospel truth. 'Stimulated' is the key word here, as we believe it is only appropriate for personal beliefs and perspectives to evolve through personal choice if such change offers a more useful and enriched way of living in the world.

Whilst a broad range of material is covered during the interactive teaching days it is important to understand that this is just one aspect of the course. Whilst some organisations use the teaching days to impart theory in the form of lectures and the like, we prefer to maximise the use of training days for the purpose of developing practical skills and techniques. Consequently, students will be expected to undertake unsupervised, independent study between course modules in order to acquire theoretical knowledge that will 'come alive' during the interactive training. This is not to say, of course, that there won't be discussion of theoretical concepts during training days – it just means that students will be expected to attend training days with the rudimentary theory of what we will be working on under their belts. As such study is unsupervised it is down to the student's personal responsibility to undertake it but to maximise your learning during the training days this is strongly advised.

Assessment

Assessment is carried out by a number of methods. There will be simple written tests of practical knowledge during the period of the course which will be completed in the students' own time and submitted for assessment. There will also be a longer piece of written work on a subject that will be allocated. Students will also, of course, be subject to ongoing assessment on competence and attitude during the course. Finally, on the certification module, students will sit a written examination and a practical assessment.

Entrance Requirements

Our entrance requirements are quite flexible. We welcome applications from a wide range of students:

- those who are already qualified in a counselling, psychotherapeutic or coaching approach and who wish to expand their skills,
- those who work in the medical profession or professions ancillary to medicine who wish to incorporate hypnosis and NLP within their professional work,
- those with no previous therapeutic experience who wish to qualify in hypnotherapy and NLP to establish a new career
- those who are simply interested in these fields for their own personal development or interest.

In the past our Faculty members have taught hypnosis and NLP to doctors, nurses, taxi drivers, dentists, audiologists, airline pilots, lawyers, home makers, coaches, psychiatrists, farmers, psychologists, complementary therapists, haematologists, teachers, anaesthetists, driving instructors, psychotherapists, graphic designers, physiotherapists, accountants, counsellors, priests and people from many other professions and backgrounds.

As there is a fair degree of study and academic work involved in the course it is fair to say that a minimum level of educational achievement is desirable. Such criteria will be provided upon request but suitable students without formal educational requirements will be considered on their merits. If you fall into this latter category please do not be dispirited – we promise to look as sympathetically as possible at your circumstances if you have not taken the route of conventional academic study in the past.

What we look for in students most of all is an attitude of curiosity, flexibility, compassion and a commitment to empowering others. There are, however, several categories of applicants who we would dissuade from studying with us:

- applicants who are wedded to the notion that their own world-view is the ‘right’ one and that everyone would be better off if they were just “more like me”
- anyone who is interested in learning hypnosis or NLP to take advantage of others or to try and make themselves look powerful
- anyone who believes that effective therapy is all about applying ‘techniques’, that people should be ‘fixable’ according to some instruction manual, like a car or computer, and who struggles with the thought that they might have to be creative and respond in the moment to the client’s unique responses

- anyone who is unable to deal with the fact that clients may on occasion become upset or emotional during therapy
- anyone who holds racist, sectarian, sexist, ageist, religious, homophobic or disability based prejudices
- anyone who thinks it is the job of the tutors to get you through the course even if you fail to do the work (because we won't!)
- and if you think you already know it all and are just planning to daydream through the classroom and get a certificate at the end – we would rather not hear from you at all.

On the other hand we really welcome applications from people who possess (or are genuinely eager to develop) the following qualities:

- a respect for diversity and a comfortable accommodation with the fact that other people have opinions, beliefs and values that are different from one's own and that they nonetheless function perfectly happily in the world
- people who value achieving agreed outcomes rather than proving theories
- a willingness to explore and, if useful, revise your own beliefs about the world
- a genuine, compassionate concern for empowering others and relieving distress
- the flexibility to create and develop individual solutions with their clients rather than using 'one size fits all' approaches
- the ability to take responsibility for and actively manage your own learning and development

Last point – if you really enjoy having fun with like-minded people you will probably fit in very well!

Expectations

What You Can Expect From Us

- We commit to provide you with stimulating, competent training in the areas of study.
- We will ensure that the course materials are of suitable quality and standard.
- We will ensure that your training is provided in appropriate venues and that the environment is safe and supportive.
- We commit to recognising your individuality and, as far as is reasonable, we will be flexible in our training approach in order to facilitate your learning.
- We will encourage questions, active discussion and exploration (subject, of course, to appropriate boundaries of safety and respect). If we cannot answer a question we won't pretend we can but will do our best to assist you in discovering the answer.
- We will keep you appraised of how your progress is being assessed and, should it be necessary, we will let you know where improvement needs to be shown. We will offer ways for you to improve. If possible this will be for no additional expense but if extensive additional assistance is required an appropriate fee may be applied.
- Should you be dissatisfied with any aspect of our training we will listen carefully to your complaint and, if we think it justified, will strive to rectify it in an appropriate manner. If we cannot rectify your complaint to your satisfaction informally we will fully inform you of the official complaints procedure and facilitate you in accessing it.

What we expect from you

- We expect you to commit yourself to your studies and training with the organisation, complete the home study and course assignments on time and attend at least the minimum number of training days.
- We expect you to take responsibility for your own learning and, should you require extra assistance, be able to show us that you have taken reasonable steps to help yourself first (this does not mean you should continue to struggle in silence with something for fear of asking for help).

- We expect you to show appropriate respect for our staff and your fellow students at all times and refrain from any offensive, abusive or discriminatory behaviour.
- We expect you to be sober and free from the influence of alcohol or any recreational drugs at all times during the training days. Should you have a medical condition that is being treated with prescribed medication that affects your mood or behaviour in any way we require that you tell us about this in order that this can be managed. Such information will be treated in the strictest confidence.
- Should you find that any of the course material or practical training provokes an unusually strong emotional reaction or that you are experiencing emotional difficulties we expect you to inform us of that in order that we may support you. From time to time individuals come on therapy training courses because they sense they require personal therapy and think they can obtain this on a training course rather than in a proper therapeutic relationship. This is not a wise idea. Whilst you may well obtain considerable personal development from our courses they are not a substitute for personal therapy if that is what is required.
- We require all fees and payments to be made at the appropriate times. Should you miss a payment or fear that you will struggle to make one we would prefer you tell us about this rather than wait for us to find out. If possible, we will attempt to negotiate a mutually agreeable way for you to make your payments.
- We require that you respect the copyright of our course materials and only use them for your own personal study. Should you wish to distribute, copy or quote from our course material please seek written permission first.
- We expect you to represent the fields of hypnosis, NLP and Solution-focused Therapy in a responsible, balanced and ethical way in your dealings with others. We also require that you refrain from behaving in any way that could bring our organisation into disrepute during your studies with us.
- We expect that you will familiarise yourself with our Code of Ethics and to adhere to it during your studies. Enrolment onto any of our courses will be deemed to indicate acceptance of the Code of Ethics.
- If you are dissatisfied with any aspect of your training please tell us first rather than spreading your dissatisfaction to other students without having given us a chance to address the situation.

Our Faculty

Damian Hamill

Our Founder and Lead Trainer is Damian Hamill. Damian is a hypnotherapist certified at an advanced level, a Master Practitioner and Certified Trainer of NLP and a Certified NLP Coach Practitioner. Damian has also trained in the areas of Time Line Therapy™, Symbolic Modelling and has undertaken additional training with leading figures such as Michael Yapko and Stephen Gilligan. Damian has been teaching hypnotherapy for a number of years, was a Course Director for another well-known UK clinical hypnosis training school and was a Senior Lecturer in Clinical Hypnosis at University level. He developed and taught the hypnotherapy programme for a respected college of adult education in London. He has written a number of articles on the subject of hypnosis, therapy and change and has designed and taught both CPD and personal development courses to a wide audience. He has been an invited presenter at the autumn conference of a respected UK NLP training school.

Gavin Murphy

Gavin originally trained as a teacher where he has specialised in working with those with special needs. He has acquired extensive therapeutic skills, holding an Advanced Diploma in Clinical & Strategic Hypnosis, Practitioner Certification in NLP and a Diploma in Counselling from the University of Ulster. Gavin runs a successful private practice and has also done considerable work counselling young people in an agency setting. For several years Gavin has been working with Damian teaching hypnotherapy students. His supportive and personable nature and incisive training style has been very popular with students.

Tara Dominick

Tara Dominick has an extensive background in empowering others. Originally an actress, she moved into teaching drama, working particularly with those with special needs. Her work in teaching dyslexic children and adults to read was honoured with a Millennium Award. Tara took her interest in personal change further and is a Master Practitioner and Certified Trainer of NLP and a qualified and experienced hypnotherapist. She sees clients at clinics on the South Coast and in London and has been a Certifying Trainer on many NLP training programmes.

Dee Shepherd

A qualified nurse with extensive experience in both hospital and community settings, Dee Shepherd has long held a belief in holistic healthcare integrated with mainstream medicine. Dee qualified in medical NLP at the University of Dundee as she felt that clients' needs for emotional support and resolution were not being met by current practices. She travels extensively within the UK at the behest of insurance companies providing assistance to those facing long-term illness and injury. Dee is also a hypnotherapist qualified to Diploma level.

Brendan Carikas

Brendan is an experienced coach and therapist with a successful private practice. He has trained to Diploma level in clinical hypnosis and is also a Master Practitioner of NLP, having studied with a number of leading trainers including one of the original two co-creators of NLP, Dr John Grinder.

Locations

We offer training courses in a number of venues in the United Kingdom and Ireland – presently London, Chester, Cardiff and Belfast. Our venues are comfortable and fully appropriate for training purposes.

Costs

We believe in a completely transparent pricing policy with no ‘hidden extras’. Obviously some costs (such as textbooks etc) cannot be set in stone and we will give you a rough guide as to what you may have to spend on such materials, but the costs of your tuition and other related costs will be set out clearly. Payment by instalments will be made available where requested.

Please see our booking materials for further details of the costs.

Course Dates

Current course dates at our various locations can be viewed on our website or will be provided in writing upon request.

What next?

Well, you now have some information about our philosophy, our methods and our courses. If you would like to find out more or book a place on one of our courses please contact us through the following channels.

By Snail-mail:

Hypnotic Outcomes Ltd
220 Barry Road
East Dulwich
London
SE22 0JS

Website:

www.hypnoticoutcomes.com

Email:

info@hypnoticoutcomes.com

Telephone:

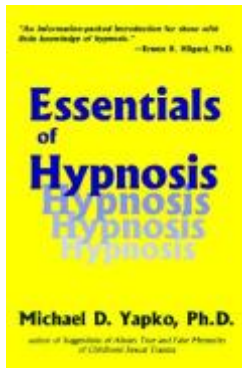
+44 (0)20 7099 9192

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Further Reading

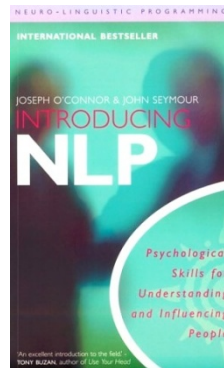
It may be that your appetite has been whetted and you would like to find out a little more about hypnosis, NLP and Solution-focused Therapy regardless of whether you intend to study with us.

We are happy to recommend some accessible introductory books on these subjects. They are recommended reading for our training courses and require no previous knowledge or experience.



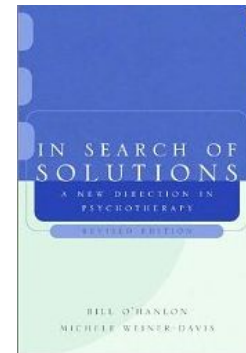
Essentials of Hypnosis – Michael Yapko PhD.

Written by one of the most respected and influential figures in contemporary hypnosis and psychotherapy circles, this book is an excellent primer for the field of clinical hypnosis.



Introducing NLP – John Seymour & Joseph O'Connor

This book is an excellent introduction to the subject of NLP. Rather than a dry instruction manual, it conveys skilfully the attitude of curiosity and fascination that is at the heart of NLP.



In Search of Solutions – Bill O'Hanlon & Michele Weiner-Davis

This book is an excellent and easily read introduction to the solution focused approach to therapy by two of its key developers.

All of these books are available through [Amazon.co.uk](https://www.amazon.co.uk).