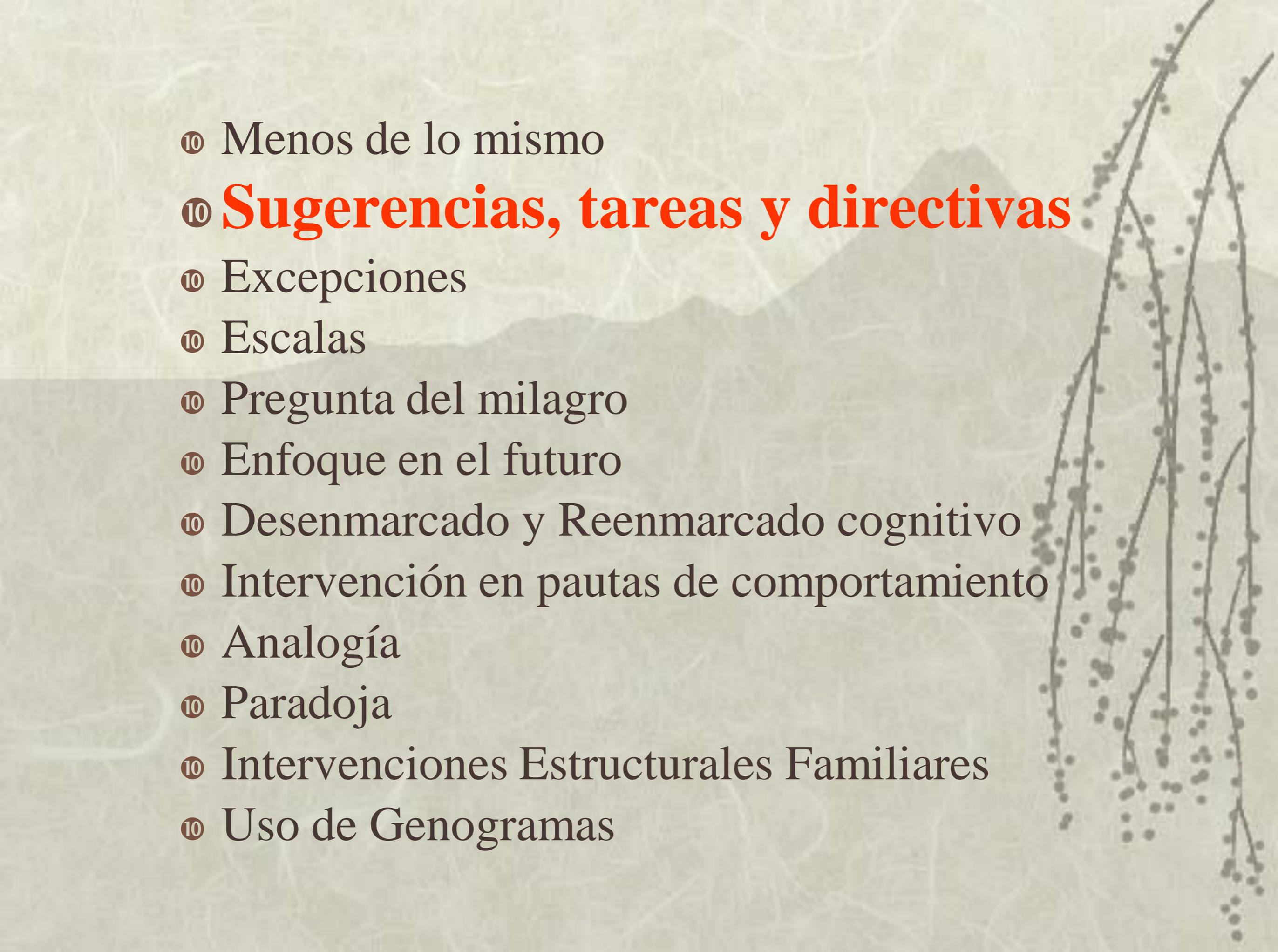


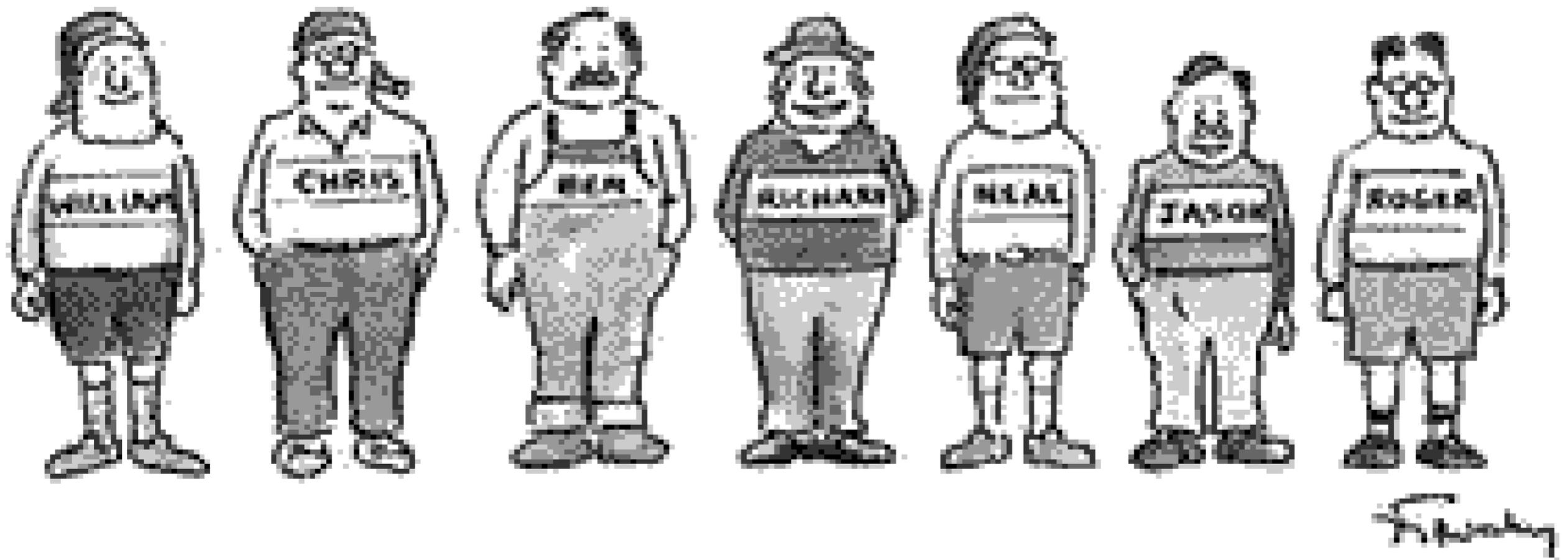
***SUGGESTIONS, DIRECTIVES  
AND PERSUASIONS***

The Art of Persuading in B.T.

- 
- ⑩ Menos de lo mismo
  - ⑩ **Sugerencias, tareas y directivas**
  - ⑩ Excepciones
  - ⑩ Escalas
  - ⑩ Pregunta del milagro
  - ⑩ Enfoque en el futuro
  - ⑩ Desenmarcado y Reenmarcado cognitivo
  - ⑩ Intervención en pautas de comportamiento
  - ⑩ Analogía
  - ⑩ Paradoja
  - ⑩ Intervenciones Estructurales Familiares
  - ⑩ Uso de Genogramas

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THE SEVEN DWARFS AFTER THERAPY

# *Persuading*

- ⑩ Inducing a person, in a direct or indirect manner, to modify their attitudes or behaviors.
- ⑩ Is it possible not to influence our clients?
- ⑩ Is it desirable?

# *“Unconscious” influence*

- ⑩ Pupil Dilatation
- ⑩ “Um-Hum”
- ⑩ Breathing
- ⑩ Posture



# *The art of persuasion*

- ⑩ The chances of being persuaded increase when the client feel listened and validated.
- ⑩ When dealing with individuals with dogmatic ideas, the chances of being persuaded increase if you appeal to their own authority figures, and not to “logic” or others’ values.

## *The art of persuasion (cont).*

- ⑩ Self – generated arguments are much more persuasive than other people's arguments.
- ⑩ Confrontations that agree with the client's wishes but against the client's behaviors tend to be successful, though not the other way around.

## *The art of persuasion (cont).*

- ⑩ If a person is persuaded to comply with small suggestions, the chances increase that he will comply with bigger suggestions.
- ⑩ It is probable that a client will comply with an important suggestion after mentioning another one that is “too big” or even absurd for the client's current situation.

## *The art of persuasion (cont).*

- ⑩ It is also possible to suggest two simultaneous possibilities (“this one, or this one”) that by themselves would be equally rejected, but together form an elusive election.
- ⑩ The next step would depend on the feedback. In B.T., failure to comply with a suggestion or directive is interpreted as a miscalculation on the therapist part, not as client's “resistance”.

## *Homework (“experiment”) design*

- ⑩ Needs to be meaningful (relevant to the goal)
- ⑩ Doable (Concrete, specific, client's current skill level).
- ⑩ Clear rationale (Does it make sense to you?)
- ⑩ Backup plan (What obstacles could you encounter)

## *Homework (“experiment”) assign*

- ⑩ Explain how homework plays a role in therapy (practice makes perfect)
- ⑩ How likely are you to do this assignment?
- ⑩ Write down the assignment (less forgetting, underscores the importance).
- ⑩ Practice during the session.
- ⑩ Present assignment close to the end of the session
- ⑩ Revise assignment at the beginning of the session

**THE  
END**

