Hypnotic phenomena and dream life. In our dreams at night we use concepts, ideas, memories, visual memories, auditory memories and kinesthetic memories and memories of emotions. In that dream we can lie perfectly still and engage in any number of highly emotional activities. We can engage in any number of complicated physical activities and yet lie perfectly still in bed and really never make a movement. But in our dream, we are extremely active. So, in the dream we're using past memories, understandings and ideas and concepts.

Everyone of your hypnotic subjects has that background of understanding. You should recognize that your subject has had a tremendous amount of experience in dream life. Therefore, your subject has the rather extensive learning experience to engage in dissociated physical activity and dissociated mental activity and dissociated emotional activity. They have the ability to dissociate from their quiet, sleeping body. There is a tremendous amount of learning we acquire in our dreams about dissociation. About the separation of psychological behavior from physical behavior. So, when you ask your hypnotic subject to do things, you ought to be able to ask the subject to do things with the absolute confidence that the subject knows how to do it with their unconscious minds.

I think it's very important for you to recognize that your hypnotic subject is tremendously aware of any doubts and hesitations, fears and anxieties in your voice. I don't think there should be any doubt or fear or anxiety in your voice when you ask your subject, for example, to remember of long forgotten thing, to develop an anesthesia in his left hand. I think you should be confident that he can do these things. When your subject says: "but I can't possibly remember that long forgotten thing". Then think to yourself, hay amigo, only last night you had a dream in which you dreamt of long forgotten things and past events. And all I'm asking of you is that same sort of performance here and now, here today and not last night or two weeks ago or a month or a year ago. So, when you ask your subject to do those things, you ought to have an absolute certainty in your own voice.

When you approach a patient or client, you ought to have an attitude of competence, an attitude of willingness, an attitude of expectation that your subject is going to learn this and learn that and they are going to learn these things in accord with their own patterns of learning, their own patterns of understanding and you're going to be delighted with their successful learning of this and this and this And take the attitude that you will do everything you can to help them learn this and this and this. And, that you will enjoy their accomplishment. You never give them the attitude that "I hope you can do it. Maybe you can do this a little bit and maybe you can't do this at all. And, in that way, teach them not to do things.

You're trying to teach the subject to be a **good** subject and not a **bad** subject.