



Uncommon News - Issue 2-4, Oct 2000

Hypnosis, Psychology and Personal Development - Keeping You Informed

New Diploma Venue OK for South Africa!

YOU may be aware that the Uncommon Knowledge Diploma [Course in Hypnotherapy](#) and Psychotherapy for 2001 is now to be held on weekends at the University of Sussex, Brighton. The venue has been changed from Richmond in order to make it more accessible to more of our delegates.

And it seems that this has succeeded. In addition to delegates from Richmond, London, Essex and Bristol, we have had a booking from South Africa! We know the course is worth travelling for, but really!

There are still places available, so if you would like a prospectus, give us a call. You can now get an ILA contribution (Independent Learning Account) *now ceased* and CDL (Career Development Loans) towards the cost of your course. Call the office for details.

Startling Statistic

A Healthy Optimism Long-term studies in the USA, which tracked subjects for over 30 years, found that pessimists were more prone to illness and died younger on average than [optimists](#). [Pessimists](#) were also poorer achievers as students, both on the sports field and at work.

Despite the apparently ridiculous nature of some of the ideas of the '[positive thinking](#)' brigade, (witness Louis Theroux's Weird Weekends on TV recently where no-one said the word 'problem', only 'challenge'), there is a lot to be said for [optimism](#).

Habitual, realistic appreciation of the often hidden benefits of negative events can lessen their impact on us, mentally and physically.

The story on page 7 of the Weekend One notes embodies some of this, as does this issue's teaching tale.

Website update

NOW AVAILABLE online are the European Therapy Studies institute's monographs '[Breaking the cycle of depression](#)' and '[Hypnosis and Trance States](#)'.

We often lend the [depression](#) monograph to clients as it is so clear in its explanation of the depression mechanism. Of course, you can also order them from the office by calling 01273 55 7799, price 4.95 + £1 P&P

[Discussion List](#)

The Uncommon Knowledge discussion list has just hit the 50 subscriber mark.

Discussions over the last few months have included stories, new hypnotic induction approaches and therapeutic treatment ideas.

Whether you're a therapist or not, the discussion can be great fun and makes for stimulating reading on a daily basis. You can join here.

Top Tip

Save energy!

Think of a time when you did something that scared you, like giving a presentation, going to an interview, meeting new people or whatever.

Remember back to how you felt beforehand spend a little time doing this and then scale from 1 to 10 how nervous you felt, where 1 is calm and 10 is the most nervous you've ever felt.

Then do a little relaxation, perhaps just some diaphragmatic breathing (remember the 7: 11 technique?) and look back on how the event actually was.

Now scale from 1 to 10 how nervous it would have been appropriate to feel before the event.

Next time you have to do something scary you can check where you are on the scale and whether you need to come down or go up a bit!

Teaching Tale

'Nothing but bad luck'

ONCE UPON A TIME, a rather nervous young man wandered into a new and strange city. He had little money and his clothes were worn.

As he stood looking around, a kind and generous man took pity on him and walked towards him to ask if he needed assistance. The young man noticed him with a start, thinking, "That man looks like a con man, he might be a vicious thief, about to take advantage of the obvious fact that I am a stranger." With this thought the newcomer turned with a yelp and ran through the streets as fast as he could.

That evening the young man rented a room for the night at a rather insalubrious inn. As he lay trying to sleep, he felt a lump under the mattress.

He started to think, "What if that lump is a rat? I'm sure it's moving. If it bites me I may catch a disease. I've heard you can die from rat diseases." And so, with trembling hands the man leapt out of bed and as quickly as he could threw the whole mattress out of the window into the river. And with it went the 'rat' - in fact a purse of gold left the room's previous occupant.

The next day the young man set himself to finding work. He was wandering the streets when a man ran out of an alley towards him.

Again he panicked and tried to dive out of the way. In his attempt he accidentally tripped the fugitive who was promptly arrested by the King's guards. It turned out that he was making his getaway, having stolen the King's priceless golden goblets. When the King heard this, he resolved to offer the 'brave' young fellow a job within the Palace.

The young man was woken the next morning by a knock on his bedroom door. A messenger of the King was there to take him to the Palace.

The young man began thinking, "I didn't mean to trip that man up. Maybe the King knows. Maybe I'm being summoned to be tried or even executed!"

So, without bothering to ask the messenger why he was there, he took to his heels and ran from the town that had brought him nothing but bad luck.

Success Story

Dotcom CEO NLP'ed! LET'S FACE IT, interviews aren't nice things. The idea of being grilled by someone else, having to maintain your composure, not to mention perform well is an unpleasant one.

Imagine then, what it feels like to go on TV for the first time with not just your own reputation on the line, but that of your company and its future as well.

This was the situation facing the CEO of a well-known London-based Internet startup 4 months ago. To make matters worse, he was normally a shy man who disliked talking about himself.

His [anxiety](#) levels were reaching fever pitch as the first interview approached when he was introduced to John Howlett, a graduate of the UK Diploma course and NLP practitioner to boot.

The day before the interview, John worked with him on his technique and emotional state, to do what he could to help.

After the 1st interview, John received a call from the CEO's '2nd in command' who said, "The transformation is unbelievable. He appeared to be a different person. His posture, face, attitude and voice were completely changed."

Needless to say, the CEO was really pleased, so much so that he gave John the job of training his whole sales team. Those results speak for themselves: Sales up by 32%.

In the New Year, [John Howlett](#) will be presenting an NLP Personal Development workshop with Uncommon Knowledge.

Competition

(Please note: This competition has now expired.)

AS mentioned in the 'Website Update', you can now get the monograph '[Hypnosis and Trance States](#)' through the website or by calling the office. However, this is such a great booklet that we thought it would make a fantastic competition prize.

So, this issue's question is:

Are hypnotic states usually characterised by: a) Jumpy attention? b) Restricted focus of attention? c) Multiple foci of attention?

Answers by post or email please. The winners will be drawn on December 1st, 2000.

Top Book

[Phantoms in the Brain](#) by V.S. Ramachandran.

Uncommon Quotes

"Humour is emotional chaos remembered in times of tranquillity." Robert Frost, poet

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