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1 Personal history; 2 Hypnosis. 2.1 Trance and the unconscious mind; 2.2 Indirect techniques; 2.3 Confusion technique; 2.4 Handshake induction; 2.5 Resistance; 3

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*Crasilneck, H. B., & Hall, J. A. Clinical Hypnosis: Principles and Applications. New York: Grune & Stratton, 1985. Erickson, M. H., Hershman, S., & Senter, I. I.

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