

Provided at the end  
of the module identify

Business



Using the case study provided at the end of the module identify and explain the client's issues and devise a course of treatment for him, taking into account any ethical issues. By analyzing the issues Mr. X presents, it is very clear that there are issues both within his work and home life, and across both there are clear indications of both low confidence and self-esteem which are manifesting as strong fear of rejection and failure. He is clearly capable of doing the managerial role at work as he has covered it numerous times, but is apprehensive about applying for it as he 'does not want to upset the apple cart.

He would love the job as his mother would see him as more successful and maybe give him more respect that she currently does. He is also very conscious of what his colleagues think of him; he believes that they see him as boring as he does not go out with them on a Friday night for a drink. He excuses this behavior as this is the night that he sees his mother, and he is afraid that if he deviates from the routine that she will pick on him more than usual. Where there is the possibility of suggesting another day to go for drinks, he will not suggest this as fears that this will be met with rejection.

Mr. X also has a girlfriend he would like to propose to, but again is apprehensive in approaching this as he fears that she also will reject him.

He is aware of what he sees as success if there were positive outcomes across both home and work issues, but is more concerned with the rejection he may receive if he attempts to change the current situation he is in. Mr. X has very low confidence and sees himself as a victim of circumstance, and is thus completely unmotivated with little self-esteem.

He also has a fear of failure relating to his application of the managerial job and his mother's view on him, as well as fear of rejection around his girlfriend and work colleagues. Self-esteem is one of the primary influences on almost everything we do.

When an individual's self-esteem is low, all areas of their life, i. e. , work, love, and social, will consequently become increasingly difficult. Becoming highly self-critical, presenting fear of trying anything new, and excusing success are all clear indicators of low self-esteem. The major cause of poor self-esteem is past negative programming that is the product of judgmental parents.

The presence of self-esteem does not come from nowhere, and is always reflective of a condition that is rooted in the past. The vast majority of parents are judgmental, so in the case of Mr. X it is important to define the type of judgment that has created the problem. The parent that delivers a clear cut judgment against everything their child does is the type that fits this description, i. e.

, good or bad, right or wrong. The parent is highly critical, and will impose negative labels on their child such as lazy or dumb, and this will make the child feel extremely incompetent.

One of the most pertinent issues Mr. X presents is related to his mother as she is highly critical of him and shows him very little respect.

This is likely to have stemmed from his childhood, and the labels that she has given him are contributing to the way that he sees himself today. Mr. X

has inherited his mother's judgmental thinking style, and likely has a critical inner voice that has produced his internal fear of rejection. Mr. X has said he has reservations about applying for the manager's role at work even though he knows he can do it, but cannot quite put his finger on why.

This seems as though Mr..

X is afraid of being unsuccessful, and therefore a failure. Fear of failure is also a restraining emotional condition, and as low self-esteem is also a product of past negative programming. Mr. X is afraid to apply for the manager's job, as even though he knows he can do it, it seems there is an underlying fear that he will not accomplish the promotion and is excusing this with the fact that he doesn't want to stir things up at work.

He feels he doesn't have enough to offer his girlfriend at the moment, and it is clear that this promotion would solve that, as well as gaining more respect from his mother.

He may believe that it is better to fail now, than attempt to be successful and let himself and others down. When looking to treat Mr.. X as a therapist there is an ethical obligation to be satisfied that the use of hypnosis is justified.

Full medical history would also need to be noted to ensure that Mr.. X is not suffering from any form of psychosis, or on any form of antispasmodic or antidepressant medication, as it would be unethical to continue to treat him with hypnotherapy. I would gather further information on Mr..

Ax's problem, as the more fully the issues are understood, the better a therapist will be able to define and resolve them in the sessions that follow the initial one. I would work with Mr.. X to identify his key incentives for solving his problems, and identify factors that are motivating him strongly and incorporate these into the screed. I will gather information on Mr..

Ax's issues, as the more fully these are understood, the better the therapist will be able to define and resolve it in the sessions that follow the initial consultation. From evaluating Mr.. Ax's issues I will devise a treatment plan with the goal to improve his self-esteem, and then go on to increase his motivation so he can go for managers role, propose to his girlfriend, socialize with his work colleagues, and inferno his mother. In the first session I would explain hypnotherapy and agree on the goals he wishes to achieve to establish trust and buy in from Mr.

. X and gain agreement to move forward with the treatment. I would suggest recording the screed I will use so he is able to listen to it at home in-between sessions.

It is important here to note that the CUFF is constantly monitoring experiences of the world and aligning those experiences with deeply embedded beliefs, so it is important here for Mr.. X to receive regular hypnotic suggestions to re-program his sub-conscious.

INDUCTION Having assessed Mr.. X as visual on modality I will ensure this is present throughout all aspects of the screed. He comes across as a very gentle man who is very aware of the feelings of others, so I will write the screed in a permissive style.

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Initially the screed will begin with a MR. script to help relax Mr.

. X both physically and mentally. As his treatment progresses I will likely change this to a rapid induction as he becomes more trusting of me so it allows more time to be spent working on his issues. DEEPENED The screed will then go on to deepen his state of relaxation further. There isn't any current proof that using a deepened increases the likelihood of a suggestion being X has a number of strong issues to over-come I would like to increase the chances of this by using a deepened here to do so.

SELF-ESTEEM SUGGESTIONS His mother's criticism towards him has created a high-level of self-criticism towards himself. Self-criticism reinforces her belief and in turn has caused Mr.. X to form his own internal beliefs about himself that are inaccurate and probably completely false. Rather than placing blame on his mother, I would work with him to rid his negative Houghton about himself, and airframe his views so he can begin to form positive internal beliefs.

Positive-based suggestions would be incorporated around the new situation, with reference to letting go of past experiences.

I would then move on to helping Mr. X to improve his self-projection to change how others see him focusing on how his co-workers as this was another issue for Mr.. X.

Suggestions such as ' people find you interesting' and ' people have regard for what you say will be incorporated within the self-esteem screed.

Following this I would then introduce suggestions around Mr.. Ax's self-

confidence and consequently change his perspective towards his issues. Suggestions such as ' I can do it', ' I am good enough for the Job', and ' I have a lot to offer' will be prevalent within the screed.

The screed would then be repeated over another two to three sessions, and once I am fully confident that Mr.

. Ax's self-esteem was improved I would look to work with him towards improving his motivation. Psychologist Abraham Maslow identified five levels of motivation ranging from the physiological to the psychological. 6 This will assist Mr..

X in achieving his goals, and suggestions will be incorporated to achieve his needs for social contact from other people (belongingness and love), the need to have esteem of others (colleagues and mother), and the need to grow (apply for the promotion and propose to his girlfriend).

To address this I would use a motivation for success induction to help Mr.. X be motivated to achieve his goals, achieve them, and finally enjoying them. The self-esteem screed would have already positioned Mr..

X with a positive outlook, and here this would be re-enforced with suggestions such as ' imagine nothing holds you back from being successful in your goal to become manager ... O are confident and strong. ' I would get him to imagine his work and life goals, and associate the reward he will achieve from being successful, e. G.

Going out with his work colleagues, and changing the date he sees his mother. Finally insert suggestions on how his success will be beneficial for  
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himself and how it will affect those in his life, e. G. , you will have enough to offer your girlfriend, you are happy, your success is positive for all. I would suggest that Mr. X writes a success diary that he can bring to each session so that these can be incorporated into the screed and used to trenches both his motivation and self-esteem and achieve further goals within his work and personal life.

The screed would then be repeated over another two to three sessions, and then Mr.. Ax's progress reviewed in case he is in need of further sessions. When there is significant improvement, sessions would be reduced to one per month, and this level of hypnosis will be used as a maintenance technique whenever it is needed. Here I would look for secondary gains.

Where the obvious issue is Mr.. Ax's lack in self-esteem and confidence, there will be secondary gains. He ay have a fear of being a failure as a husband, failure as a manager, or even failure as a father?

I would not make these suggestions at the early stage of therapy until trust and rapport built up that a discussion around this would be more appropriate. In conclusion, it has already been identified that hypnotherapy would be relevant to treat Mr.

. Ax's self-esteem. However it is clear that this is prevalent in all areas of his life and shows that he has a deep underlying lack of self-esteem, which I firmly believe has occurred through not being emotionally supported by his mother. Hypnosis is a good starting point to treat Mr..



X, but he will also need some longer term counseling to support the hypnotherapy, as I believe Mr.

. X may have had little experience of normal to high self-esteem and therefore he will find it challenging and need assistance to identify things he has been successful at. This shows that longer term there is a need to rebuild Mr.. Ax's CUFF in regards to the way that he sees himself. Once I have taken Mr.

. X as far as possible with the course of hypnotherapy I would suggest further treatment and refer him on to a qualified professional.