1. What are the origins of hypnosis?

2. Nicholas Spanos contended that hypnotized participants are actually engaging in ___________________________ designed to produce a desired consequence.

3. Spanos interpreted hypnosis test suggestions as containing two interrelated requests. One request asks participants to ____________________________, and the other asks them to __________________________ the action as having ____________________________.

4. True or false (circle one): Spanos noted that a person’s susceptibility to hypnosis correlates with his or her general tendency to become absorbed in other activities, such as books, music, or daydreaming.

5. Which of the three examples of research cited by Spanos did you feel most strongly supported his belief that hypnotized people engage in certain behaviors because they think they should rather than because of an altered state of awareness? Why?

6. Examine figure 8-1 on page 62. What is the theory for why the “expectation” group reported higher pain intensity during the “waking” session than the “no expectation” group?

7. Several studies have shown that hypnosis is __________ ___________________________ than other methods of treatment to help people stop abusing alcohol/tobacco, improve their memory, or lose weight.

8. What are the criticisms with hypnosis being used as a tool to uncover repressed memories?

9. Spanos’s work on hypnosis changed psychology in that he offered an _____________________ based, alternative explanation for an aspect of human consciousness and behavior that was virtually unchallenged for ________________________________.