

# **Announcement of Group Hypnosis Procedure**

## ***Prior to Classroom Administration***

On DAY, DATE, Prof. John Kihlstrom will be conducting an experiment and then giving a lecture on hypnosis. Hypnosis is a phenomenon that Prof. Kihlstrom has done extensive research on and I think you will find his discussion an interesting one. His interest in hypnosis is as a normal mental process and he has found that those people who can concentrate more easily may be able to enter hypnosis more quickly, but everyone is able to experience at least some hypnotic phenomena with training.

As with many of the other areas of psychology, one way of gaining understanding of what hypnosis is like is to experience it, and on DAY, DATE a major portion of the class will be devoted to an experiment on hypnosis. You will have the opportunity of experiencing hypnosis yourself. Hypnosis will be induced by means of a tape recording in order to evaluate your hypnotic responsiveness. This tape recording was developed some years ago at Harvard University, and the entire procedure is on tape.

Clearly, as with any of the experiments that we have conducted here in class, these are an opportunity for you to volunteer and experience certain phenomena. If you are interested in hearing the discussion of the demonstration but you would prefer not to take part in the actual hypnotic experiment, that is up to you. You could then come, if you wish, instead at TIME and listen to the discussion of the experience.

However, if you do wish to participate in the experiment it will be very important to arrive in class as close to TIME as possible. Prof. Kihlstrom asked me to mention that because concentration is extremely important to the experiencing of the hypnotic phenomena, it will not be possible for anyone to participate in the experiment if they arrive after TIME + 5 MINUTES on DAY.

The following DAY, DATE, Prof. Kihlstrom will be giving a lecture on some of the results of his research on hypnosis (and clearly it's entirely up to you what time you want to arrive for that session!).

# **Announcement of Group Hypnosis Procedure**

## ***Prior to Laboratory Administration***

Today I would like to take just a few moments of your time to make a special request concerning some research that I'm involved in. Our laboratory is especially interested in the study of special states of consciousness, and we would like to ask your help on some important research concerning the nature of hypnosis. Our interest is in hypnosis as a normal psychological process, and we have found that everyone is able to experience at least some hypnotic phenomena with practice, although those people who can concentrate more easily may be able to experience hypnosis more quickly. Specifically, we are interested in these differences in the way people respond to hypnosis, in the mechanisms responsible for these differences, and in the relation between the ability to experience hypnosis and other aspects of personality.

The experiment we are conducting at this time involves a standardized tape recorded induction of hypnosis and an opportunity to evaluate your response to hypnotic procedures. In the first part of the experiment we would ask you to complete some paper-and-pencil questionnaires, and the second part would be devoted to the hypnotic procedure itself. The entire experiment would take about TIME and will take place at LOCATION. Although participating in the experiment does involve a sacrifice of time which our budget cannot adequately reimburse, all participants will receive AMOUNT dollars as a token payment for volunteering their time.

We would really appreciate your willingness to help out in this research since, of course, meaningful research can only be carried out with the help of normal volunteers like yourselves. I am now going to pass out a flyer which contains a description of the experiment, and the name and telephone number of the person whom you should contact for further information and an appointment.

Thank you very much.

**Sample Recruitment Poster**

**EXPERIMENT ON HYPNOSIS**

University of Arizona students enrolled in Psychology 101 are invited to participate as subjects in research on individual differences in response to hypnosis.

Hypnosis occurs when one person becomes absorbed in imaginative experiences that have been suggested by another person, but not all people respond in the same manner to hypnotic suggestions. Our laboratory is interested in these differences between people.

During the experiment you will be asked to complete a brief questionnaire concerned with normal aspects of personality, and then listen to a tape-recorded hypnotic procedure. The tape will present an induction of hypnosis, followed by a series of suggestions for the kinds of experiences that hypnotized individuals can have. Later, you will be asked to report on your responses to these suggestions.

The entire experiment will last for 1-1/2 hours, and will entitle the participants to three (3) research participation credits. There are four separate opportunities for students to participate in the study.

Experimental sessions have been scheduled for the following times. Because this is a group experiment, interested students should plan to arrive on time for the experiment. The doors to the research room will close at 10 minutes after the scheduled time, and no latecomers can be admitted. In addition, the capacity of each session is limited to 125 participants. Therefore, students will be admitted to the experimental sessions on a first-come, first-served basis.

Interested students should appear at one of the following times:

MONDAY, SEPTEMBER 14 or TUESDAY, SEPTEMBER 15

5:15 - 6:45 PM

5:15 - 6:45 PM

or

or

7:15 - 8:45 PM

7:15 - 8:45 PM

in

BIOLOGICAL SCIENCES EAST, Room 100

STUDENTS SHOULD ATTEND ONLY ONE OF THE ABOVE SESSIONS.

STUDENTS WHO WEAR CONTACT LENSES  
MAY WISH TO REMOVE THEM BEFORE THE EXPERIMENT BEGINS.

John F. Kihlstrom, Professor  
[Office Address and Phone]

## Harvard Group Scale of Hypnotic Susceptibility, Form A

### *Telephone Subject Scheduling Spiel*

Note. This spiel assumes that subjects have already indicated their willingness to participate in a hypnosis experiment.

Hello, this is John Kihlstrom of the Department of Psychology. I'm calling about the hypnosis experiment you were interested in. If you have a few moments, I'd like to get a little background information from you for our records and tell you a little about the experiment.

Would you give me the correct spelling of your name?

And your local mailing address?

And is this the best number to reach you by telephone?

Have you had any previous experience with hypnosis?

As appropriate. OK, thank you. Well, for this particular experiment we are not scheduling anyone who is not (between the ages of 18 and 26; a current or recent college student; a native speaker of English; etc.). We have set up these criteria for the study because we want to have a group of subjects who are representative of students on our own campus. However, from time to time we do have other experiments where this criterion isn't in effect. What we'd like to do is to keep you record in our files of people who are actively interested in participating in hypnosis research, and we'll get back in touch with you when one of these other studies comes up.

As appropriate. OK, thank you. We're beginning to arrange our experimental sessions now, and we want to know what times are most convenient for people. Could you give me some idea what your schedule looks like? OK, great, we'll get back in touch with you when we've set up some times, and try to work out an appointment.

As appropriate. OK, thank you. Well, for this particular experiment we are not scheduling anyone who (is now in psychotherapy; has completed therapy only recently; is contemplating going into psychotherapy; etc.). The reason for this is that this particular experiment is a study of personality, and in the past we've found that therapy is such an important relationship that many therapists often prefer that their clients not take part in personality research. Of course, we would not want to interfere with the therapeutic process in any way, so we have set up this criterion as a courtesy to therapists. However, from time to time we have other experiments that don't involve personality where this criterion isn't in effect. What we'd like to do is to keep your record in our files of people who are actively interested in participating in hypnosis research, and get back in touch with you when one of these other studies comes up.

OK, let me tell you what we're up to. We're interested in hypnosis as a normal psychological process, something that everyone is able to experience to at least some degree with practice. In this study we're interested in the relation between a person's ability to experience hypnosis and other aspects of normal personality.

The experiment involves a standardized induction of hypnosis: this is a procedure that has been designed to allow both you and us to determine what kinds of hypnotic experiences you're able to have. In the first part of the experiment we'll ask you to complete a paper-and-pencil questionnaire -- this is very brief, and very straightforward; and the greater part of the session will be the hypnotizability scale. This is a group hypnosis experiment, so there will be a small group of people all experiencing hypnosis at the same time, and for that reason the hypnotic procedure has been tape recorded. The experiment will take

about an hour and a half, and we can give you (\$4.00, 3 credits, etc.) for helping us out. How does that sound?

IF SUBJECT IS AGREEABLE, THEN ARRANGE APPOINTMENT.

OK, the experiment will be run in ROOM in BUILDING. We'll be sending you out a reminder postcard that should arrive the day before the experiment. So we'll see you on DAY, DATE, at TIME. Thanks very much.

# **Anticipated Questions, Suggested Responses**

## ***Before Subject's First Hypnotic Session***

### **What is hypnosis, anyway?**

We tend to think of hypnosis as a special state of consciousness, something different from normal waking experience. But it is largely subjective, different for different people. Hypnosis varies with my suggestions to you, and with your own expectations and inclinations. It's different from your normal state, but not wholly unfamiliar. It is principally a state of intense concentration on some one particular thing. Again, not everybody responds in the same way to hypnosis, and the purpose of this session is to find out how much you can experience, and hypnosis feels to you.

### **What makes a person hypnotizable?**

While we know a great deal about hypnosis -- how to induce it, what we can do with it -- we still don't know a lot about what makes one person more hypnotizable than another. This answer may be surprising, given the kind of mythology about hypnosis that prevails in popular culture. For example, hypnotizable people are not necessarily more suggestible than other people, and they are certainly not more gullible or submissive to authority. There is no relation with neurotic tendencies one way or another, but there is a slight positive correlation with intelligence: those who can concentrate better tend to be more responsive. The biggest finding in the literature is that people who are hypnotizable seem to have more hypnosis-like experiences in everyday life. The important thing to remember is that hypnosis reflects an ability that people have, and that this is an ability of normal people.

### **Will I be able to hypnotize myself?**

In a sense, that is exactly what you will be doing. The relationship between hypnotist and subject is much like that between teacher and student or coach and player. My function is simply to help you along in an unfamiliar area. Hypnosis is not something I do to you. It is a state that you achieve with my help.

### **What about hypnosis and therapy?**

We are a basic research laboratory -- we aren't primarily concerned with medical and therapeutic uses of hypnosis, though our research does have some bearing on these matters. Many people in the healing professions use hypnosis in pain control, psychotherapy, etc. It works better with some patients than others, so that many factors besides hypnosis enter into the situation. [Make sure that this isn't an implicit request for therapy; if so, deflect it.]

### **Can you give me a suggestion to \_\_\_\_\_?**

We're a research laboratory, and do not function as a clinic. If you're interested in that aspect of hypnosis, you should consult your family physician, or the staff at the student health service, and they can give you an appropriate referral.

## **Can hypnosis really stop pain?**

It doesn't really stop it. There are many different components to pain -- psychological, physiological. Hypnosis may affect one but not the other, but still lessens pain to some extent. Pain is largely subjective, and hypnosis has its effects on this aspect.

## **Can people be made to do anything under hypnosis?**

As a general principle, no. Even though we say that hypnosis has something to do with response to suggestion. The function of the hypnotist is to help you to have an experience that you want to have. If you don't want to have it, and don't cooperate with the procedures, then nothing happens. Generally, a person cannot be made to do something that he or she doesn't already want to do. There's been a great deal of experimental work on this question, and all of it indicates that people will not carry out antisocial or self-injurious acts just because they're hypnotized. When you look at the legal cases in which hypnosis has come up you see that in every case the hypnotist was acquainted with the victim over a long period of time, and usually that the two were very close. In other words, there is not one case of, for instance, a stage hypnotist, who had never met someone from the audience before, being able to make a suggestion on the side and have it carried out. In all the cases where hypnosis has been raised as a legal issue, the people involved knew each other over a long period of time and the courts have found that this relationship, and not hypnosis, was the important factor. So hypnosis confuses the issue a little, but the courts have held that its use doesn't exonerate the person from responsibility. There is no evidence to suggest that a person will commit actions under hypnosis that he would not ordinarily be inclined to do.

You may have read in the newspapers that hypnosis is sometimes used in police investigations, in the interrogation of witnesses and victims who are having trouble remembering important details. This is an interesting application of hypnosis, but we don't know a great deal about it as yet. For example, we can't say for sure how reliable the phenomenon is -- that is, whether the things that are remembered really happened. Hypnosis is a state of imagination, and witnesses and victims can sometimes confuse what they imagine with what really happened.

## **What about stage hypnosis?**

Hypnosis, as it is used in the laboratory or in the clinic, is quite different from what you may have seen on the stage. Sometimes authors get carried away, as from the viewpoint of an audience hypnosis looks very different from the situation as viewed by the participants in research or therapy. If you are part of the audience, it may look as if the volunteer is under the hypnotist's control, but in fact from scientific study we know that hypnotized subjects do not lose self-control. In fact, if anything hypnotized individuals get an increase in self-control, because they can have experiences that they might not be able to have in the ordinary waking state. Rather than relating to control, whether someone can become hypnotized relates to their ability to concentrate, whether they want to cooperate with the procedure, and the degree to which they have hypnotic-like experiences in everyday life.

Most people think of hypnosis in terms of stage hypnosis and assume that it is a very unusual experience. In fact it is not as unusual as most people think. Hypnosis is very much like the experience you may have had while watching a movie, and you feel that you're really part of the action rather than part of the audience watching; or when you're reading a book, and really engrossed in it, and you're not really being aware that other people are in the room, or even that they're talking to you. When you consider how often these everyday experiences occur, hypnosis doesn't seem that unusual anymore. Hypnosis is a special experience, but it is not all that far removed from other experiences you may have had.

# PROCEDURE FOR SCORING HGSHS:A

## **1. Procedure for Scoring the Amnesia Item**

All pages of the amnesia section (i.e., pp. 2-3 in unmodified versions of the response booklet) are scored in essentially the same manner:

Only items #3-11 are counted in scoring the item.

Although the version of the scale employed in the original standardization counts only the results of the initial amnesia test (i.e., p. 2), the revised version promulgated by Kihlstrom & Register (IJCEH 1984) counts both initial amnesia and reversibility.

Beside each item listed by the subject, indicate the number of the item to which the memory report refers.

If it is clear that the subject is recalling one of the critical items (i.e., 3-11), but it is not precisely clear which particular item is referred to in the memory report, replace an item number with a check and the potential item numbers in parentheses). Such a response still counts in determining whether the subject has passed the amnesia item of the scale (see further comments below).

On the score sheet, write a number indicating the order in which the item was recalled. For any items that are not precisely identifiable, insert this number beside all possible items. Use a separate number for each cluster of unidentifiable items.

If an item is recalled on the reversibility test (p. 3) that was a candidate for an unidentifiable item on the initial amnesia test (p. 2), indicate the identifiable item and count it for reversibility. This is the only (partial) exception to the rule that items are counted only once, on amnesia or on reversibility but never both. In this case, make sure that the total number of items recalled by the subject (i.e., initial amnesia plus reversibility) does not exceed 9, the total number of items counted on the amnesia test.

Have a copy of the scale handy to facilitate the distinction between fact and fancy. (Hints and conventions follow.)

## **2. Scoring the Scale**

"Objective" score is total number of Items #1-11 where the subject has chosen response alternative A; add one point if the subject recalls three or fewer items on the initial amnesia test (p. 2) and two or more additional items on the reversibility test (p. 3). Thus, the score can range from 0-12 points.

## **3. Trouble Check Spots**

Anything doubtful should be checked by a senior staff member.

Check cover page, recall tests, global depth rating, and elsewhere for any unusual comments -- i.e., references to dizziness, nausea, sleep, comparisons with drugs, questions about therapy. Refer to a senior staff member for decision whether the subject should be followed up or is to be invited to return to the laboratory for subsequent experiments.

#### **4. Hints and Conventions for Identifying Items**

Assume that subjects generally list items in the order of administration. At least, assume that they make a gross distinction between the induction procedure, critical test suggestions, and termination procedure.

Any items added in the margin of the subject's list are scored in the order in which they appear horizontally, even if it is obvious that they are afterthoughts.

Ignore arrows drawn from one item to another position in the list.

Score items as they are listed. Ignore any numbers assigned by the subject.

##### *Responses containing references to limbs or extremities:*

Candidate items are #3, 4, 5, 6, and 7.

Ignore reference to left or right except to distinguish between items #3 and 4..

"Arm heavy", with no further clarification, could be #3 or 4.

"Hold hand out" could be #3 or 6. Look for any reference to heaviness (#3) or stiffness (#6).

"Arm (or hand) getting tired", #3.

##### *Responses containing references to limbs or extremities (cont'd):*

"Hold out arm" mentioned twice is counted twice, first as #3, second as #6. Try to identify at least one instance precisely.

"Hands in front" or "Hands together" could be #5 or 7.

##### *Responses containing references to eyes:*

Candidate items are #1 (prior to head falling; not counted for amnesia), #2 (induction procedure; not counted for amnesia), #10, or termination procedure.

"Closed eyes" or "kept eyes closed" is not counted.

If mention of difficulty or inability, count as #10.

If other items or termination procedure mentioned afterwards, count as #10.

If "woke up" or no other responses follow, do not count.

##### *Responses containing references to head:*

Could be #1 (not counted for amnesia) or #8.

Like #10, main criterion is location of item in list.

Do not confuse head falling (#1) with head shaking (#8), except that "Couldn't nod head" is counted as #8.

"Tried to move neck" or "neck stiff" counts as #8, unless it occurs in description of induction.

# Subject Scheduling Spiel

## *Stanford Hypnotic Susceptibility Scale, Form C*

Please contact the subjects assigned to you (indicated in yellow) as soon as possible. Don't put it off until the end of the semester, and especially don't expect to be able to schedule subjects during the last week of classes (or thereafter). Although the HGSHS:A and SHSS:C results are useful in themselves, remember that these subjects will also be needed for other experiments in the laboratory. Therefore, SHSS:Cs should be completed soon, so there will be time to run the other experiments.

A suggested telephone spiel has been provided on the next page. Be sure to identify yourself, the laboratory, and the experiment code (if any).

When you reach a subject, note on your subject list the date you made contact and the date you scheduled them for, or note that they declined to participate by putting "NI" (Not Interested) after the subject number on your list. This data is needed for our subject records, as well as for a study we are doing on the rate of return of hypnosis subjects.

If a subject does not show up as scheduled, indicate "NS" (No Show) on your list and contact them to see what happened. Don't coerce them into rescheduling if they seem reluctant to do so, but do reschedule them if they wish. In any event, be kind and courteous.

We have many people running subjects and only a few lab rooms. Therefore it will be necessary to reserve a lab room as soon as possible after scheduling your subjects. Should you find that all three lab rooms have already been scheduled, telephone your subject immediately and make an appointment for an alternative time.

You should be prepared to give subjects a token cash payment of \$5.00. Ask John for a subject advance. It's a good idea to request money about once a week to be sure you have it when you need it. Sign for the cash when you take it, and be sure that subjects sign for their payment when they receive it on the receipt form provided in each of the lab rooms. Each person is accountable for his or her subject advances, and all cash not accounted for by receipts must be returned by the end of the semester.

If you know any of the subjects on your list personally, it is a good idea to trade them for someone on one of the other lists. If you find it impossible to reach a subject, trade him or her with someone else -- he or she may have better luck.

SEE SAMPLE TELEPHONE SPIEL ON THE NEXT PAGE

Hello, this is \_\_\_\_\_, I work in Prof. Kihlstrom's laboratory. I'm calling you because you participated in our group hypnosis experiment earlier this semester. We'd like to invite you to participate in another hypnosis study. Would you be interested in that?

[If reply is negative, thank the subject and say good-bye.]

[If reply is affirmative, or the subject wants more information, proceed.]

Let me tell you a little about the experiment. This is a follow-up to the session you were in before. The group session allowed you to become familiar with hypnosis, and gave us a good first estimate of how you respond to hypnotic suggestions. But of course the conditions in the group weren't ideal for hypnosis -- the seats and lighting could have been better, there were the distractions from other people, and other things like that.

This second session is an individual experiment, and it takes place in more comfortable surroundings. It's still a standardized procedure, except that it's read from a script instead of being presented by tape. Some of the suggestions will be similar to those you tried last time, but some others will be a little different, so you won't get bored. People often respond somewhat differently in the second session than they did in the first one. The purpose of the second session is to give us an even better idea of how you respond to hypnosis.

The experiment will take about an hour and a quarter, maybe just a little bit more, and we can give you 3 points or \$5 for helping us out. Does that sound like something you'd be interested in?

[If reply is negative, thank the subject and say good-bye.]

[If the subject wants more information, deal with whatever questions arise.]

[If the reply is affirmative, proceed.]

That's great. I'll be your experimenter, so we can schedule a time right now, if that's convenient. What times do you have free this coming week?

[Arrange time, and then proceed.]

Fine, my name again is \_\_\_\_\_. I'll meet you in Room 228/230 [or elsewhere, if you prefer] at [time] on [day], [date].

Thanks for your help. I'll look forward to working with you.

**BE SURE TO IDENTIFY YOURSELF, THE LABORATORY, AND THE EXPERIMENT LOCATION.**

CRPPRT  
09/11/85

### BUILDING RAPPORT FOR THE SHSS:C

Set up room completely 10 minutes before subject is scheduled to arrive.

Check for the following items:

Dim lights (incandescent plus one or two fluorescent)  
Contact lens solution and Tylenol  
Point cards or cash, subject receipt form  
Consent form, SHSS:C script, and record sheet  
Unlined paper for age regression  
Bottle of peppermint for anosmia  
Boxes for negative hallucination (hidden)  
Empty chair for posthypnotic suggestion  
Tape recorder, intercom, and one-way screen (if necessary)

Pick up subject in pre-arranged room. On your way to the subject room, make small talk about school, weather, sports, etc. Upon arrival at subject room, handle "Do Not Disturb" signs and seat subject in reclining chair.

Open rapport-building with a question about previous experience. Then go on to explain purpose and format of the present session (see overleaf). When subject is ready, point out target on wall, permit the subject to recline, and proceed with SHSS:C.

If the subject fails three items (not necessarily in a row), terminate scale early according to the standard procedure.

Before proceeding with Item #12, collect report of hypnotic depth, according to the standard procedure.

Inquire briefly about individual suggestions and the experience in general (see overleaf).

Determine whether the subject is willing to return for other experiments.

Pay subject, getting signature on receipt form.

Thank subject and escort to lobby of building.

Prepare room for next subject.

### Prior to Hypnosis

What was hypnosis like for you last time?

The earlier session gave you an opportunity to learn a little about what hypnosis, and our procedures, are like. As you found out, hypnosis can be a little unusual, but in many ways it is not so different from experiences that you've had in ordinary waking life.

The format of today's session will be similar to the previous one. The conditions are more comfortable, and there's only the two of us, and the instructions will be read from a book instead of over a tape recorder. Some of the suggestions will be similar to those you were given last time, but some others will be different. So you can try out some things again, and also try out some things that are new.

Of course, nothing will be suggested during the experiment that will embarrass you in any way, or probe into your personal affairs.

People differ in the degree to which they respond to hypnosis. In these experiments we are interested in getting a better idea of how you experience hypnotic suggestions. Just pay attention to what is going on and try to have each experience. But don't push something that's not happening -- and don't hold back when a suggestion starts to take effect. We're interested in whatever you experience during hypnosis.

Do you have any questions before we begin?

### After Hypnosis

How did this compare with your experience in the previous session?

This time, you were asked to experience a mosquito; last time, it was a fly (or whatever two experiences are comparable across HGSHS and SHSS:C: right and left hands heavy or stiff, hands moving together or apart). Did the suggestion work any differently this time, compared to before?

We like to work with people on a continuing basis in the laboratory. Now that we have an idea how you respond to hypnosis, we are able to schedule you for other sorts of experiments that we do. Would you be interested in coming back to the laboratory from time to time, for other experiments? We can offer you extra-credit points so long as you need them, but we are also able to pay you a little for your time.

# Anticipated Questions, Suggested Responses

## *Before Subject's Second Hypnosis Session*

### **Suggested inquiries for getting the session going.**

Now, you tried hypnosis before, in the group session. What was that like for you?

Which suggestions seemed to work for you at the time? In what way?

At the time, did you feel like you were hypnotized? How did you know? Do you remember the "1" to "10" scale, where "1" was quite wide awake, and "10" as deeply hypnotized as anyone could ever become? Whereabouts were you on that scale? Why did you make that rating? What do you think would justify a higher rating? A lower one?

### **It didn't seem real to me. I don't think I was hypnotized at all.**

Well, the first experience with hypnosis is always a little ambiguous. You're not sure what it is going to be like, you may be a little anxious, you may not be sure exactly what is the appropriate response to make in a given situation, or how you should respond to a particular suggestion. Now, however, that you have had the experience once, you can be more comfortable, less interested in the details of the experimental procedure, perhaps, and more able to relax and have whatever experiences you are able to have. You'll probably find that you can experience hypnosis today more easily and more profoundly than last time, and you may find that you can experience even more suggested effects than you did before. IN fact, that's one of the primary purposes of the second session. Many people find that when they come back for later experiments they have more of an experience than they did last time, because of just these factors. Hypnosis is an ability, like playing tennis or math or singing. Probably everyone, almost, can have some hypnotic experiences, though some people cannot experience very much, and only a few can have the most profound experiences. Because it is really a skill, though, hypnosis has to be learned, though some can learn it more readily than others. Some people who don't have very much of an experience at all the first time or so find that on later sessions they can be more comfortable, relax more, and concentrate more closely, and actually have a hypnotic experience.

### **I don't know how much I was helping things out, and how much really happened on its own.**

That's a hard distinction to make: it refers to what we call the subjective experience of hypnosis. If I suggest to you, for example, that your arm is becoming heavy, it may seem to me to get heavy -- that is, it may fall -- but what is most important is whether or not it seems to you to be actually heavy. Whether or not you really experience the heaviness. We are more interested in your private experience than in your outward behavior and, like last time, after the hypnotic procedure is over we will spend some time talking about how you experienced the various items. It's important to realize, of course, that there are no right or wrong responses to make in this or any other experimental procedure. Hypnosis, as we said, is a subjective experience, and not everyone experiences hypnosis in the same way, even though the procedure is standardized and read from a book. We are interested in whatever responses you have. Even a deeply hypnotized person may not respond to all of the suggestions that are made. You must remember, too, that hypnosis is not something that one person does to another: you will be having the experience yourself, with a little help from me. You must be willing to cooperate and concentrate before you can have the experiences, and in that sense you are helping it along. But it is important to let happen whatever you feel is going to happen. Don't push an experience that really isn't there, and don't hold back when the suggestion is actually working for you.

[It may help to ask the subject about a couple of scale items that worked strikingly well last time.]  
What about those? Did you feel as if you had to make the response? Do you think you would have felt uncomfortable, had you not responded in that way?

Well, then, it sounds as if you had some experiences, and some particularly striking ones, and perhaps today you will experience even more. Again, like last time, the hypnotic procedure is standardized, and is intended to be read verbatim from a book. It is essentially a script for a hypnotic experience, for you to follow and work with. Since this is an individual session today, and we do not use a tape recorder, we will be able to adjust the pace, to a certain extent, in keeping with the experiences that you are having.

[If subject is receiving SHSS:B.] This scale is almost identical to the one you experienced last time. This design feature is deliberate, so that you will know the procedure pretty well, and be familiar with what is coming up. Since you know what to expect, you can be more comfortable, and more able to concentrate on the experiences of hypnosis, and won't be so distracted by wondering what is going to happen next.

Of course, like last time, we won't be delving into your personal affairs, asking you personal questions, or asking you to do anything that would embarrass you. And, as I said before, because the ability to enter hypnosis requires some practice, you will probably gain more ability to enter hypnosis with succeeding experimental sessions.

# **Statement of Principles Covering the Use of Volunteer Subjects in Psychiatric Research**

**(Excerpts)**

***Department of Psychiatry***

***University of Pennsylvania***

***Martin T. Orne and colleagues, c. 1970***

## **General Comments**

The Department recognizes that the participation of healthy human volunteers is essential for much of psychiatric research. We are cognizant that appropriate actions need to be taken to guarantee the health and safety of volunteer subjects and this statement of policy is intended to provide guide lines for the investigators for the conditions of participation.

## **Statement of Policy**

1. In considering the participation of human beings as research subjects, the guiding principle shall be that no one, whether student or other person, shall be exposed to unreasonable risks to his health or well-being.
2. All investigators involved in initiating, approving, or conducting research with human subjects shall be aware of their responsibility for the welfare of individuals who serve as subjects. The basic rule, that no individual shall leave an experiment with more problems than he brings to it, should apply.
3. It is the responsibility of the individual investigator to determine that he have adequate knowledge of the possible consequences of the research efforts done by him or under his direction. It is expected that adequate consultation and advice be obtained in cases of doubt.
4. The investigator, using normal human subjects, must be aware of his dual responsibility to the subject participant as well as to the scientific community. Thus, whenever possible, the purposes of the research, the procedures to be followed, and the possible risks involved must be explained to the subject; the investigator is to make certain that the subject understands the explanation. When such an explanation might bias the results, as in much psychological research, such an account may be postponed. In so doing, the investigator assumes an even greater responsibility. The subject's participation is predicated on his faith in the investigator and the institution that no harm shall befall. The investigator must be careful to preserve this faith. Unless it would be deleterious to the research effort, every effort should be made to indicate to the subject, at least after the experiment, something of the purpose and aims of the research. In any case, the investigator should try to make certain that the subject's behavior during an experimental situation shall not subsequently be perceived as a failure experience by the subject. Appropriate explanations are particularly necessary if the experimental

procedure involves contrived situations, stooges, or techniques designed to induce frustration.

5. The subject's privacy should be respected at all times, and confidential information elicited in the course of any such study must be treated with the same care as is accorded to private communications of patients.

6. While it is appropriate to remunerate subjects for their time and effort, the investigator should be satisfied that the financial rewards offered are not so large as to constitute an improper inducement.

7. Whenever possible the subject's participation in research should be an educational experience. However, care should be exercised that this participation, regardless of its overall merits, be prevented from interfering with the student's other obligations.

8. Investigators conducting research with human subjects are expected to take responsibility for any complications which may arise in the course of research which could, in any way, be related to the procedure. However, care should be exercised to prevent confusion in the student volunteer's mind between participation in an experimental study and treatment for personal difficulties. When it is clear that the volunteer desires such treatment, he should be referred to the student health service.

# **Guidelines for Use of Human Subjects**

**(Excerpts)**

***Department of Psychology***

***University of Wisconsin***

**1978**

The Department, the University, and the Federal government require that experimenters using human subjects exercise responsibility in seeing that the physical and psychological well-being of research participants is safeguarded and that their civil and human rights are not violated. It is contrary to this policy that participation be required either directly or by default for satisfactory completion of [any psychology course].

At the same time, however, it is clearly the case that an important goal of any introductory psychology course should be to provide opportunities for students to gain a basic understanding and appreciation of how psychological research is actually conducted. This goal is sufficiently important that it is desirable to build such opportunities into the structure of the [introductory] course in a reasonably uniform and non-arbitrary manner.

Because participation in experiments provides a unique educational opportunity, and because such service has significant social value, the option to participate in psychological research should always be included in the set of options from which students may select in earning extra credit. For the same reasons, it is important that students be encouraged to choose this option. However, the instructor should always offer alternative means for obtaining extra credit so that students not be coerced into research participation. In this regard, it is important that the alternatives to research participation be meaningful in the sense that the alternatives are not so unattractive as to subtly coerce the students into participation.

It is expected that the instructor will choose alternatives which are comparable to research participation both in terms of time and effort and in terms of educational benefit. Short papers, special projects, and book reports are all reasonable possibilities. Furthermore, the instructor should review with the students in detail the rights and responsibilities of subjects and experimenters prior to asking them to volunteer for participation in psychological research.

What is the justification for encouraging student participation as experimental subjects? There are two answers to this question: (a) The student participant benefits as an individual by the opportunity to experience directly the setting and procedures of an experiment in psychology. Participation as a subject provides a unique occasion to experience an experiment from the viewpoint of the subject and then during the debriefing from the viewpoint of the investigator. Since the experiment is the principal research procedure in psychology, first-hand experience with the procedure is an important instructional objective. By department policy investigators have the obligation to provide post- experimental information of an educational nature to student subjects, and students are informed of that fact. (b) Inasmuch as some of the research may have results or application that will contribute to the general welfare, encouragement to participate is an appeal to social responsibility.

Even if participation is good for the individual should coercion ever be used to secure participation? Our answer is that coercion in any form should be prohibited. Written informed consent must be secured from each individual before the outset of the experiment. We go to great lengths to explain to the students that their participation is voluntary and that they are assured not only of their absolute right of refusal but also of their right to withdraw at any time during the course of the experiment.

Should students who do not participate be placed at a disadvantaged in the assignment of grades? Again, the answer is no. Department rules specify that credits earned as a result of participation can be allocated only after the grading curve has been determined on the basis of test scores. IN addition, students wishing to earn extra credits, but who do not wish to serve as research subjects may elect alternatives to participation to earn the same credit. For example, in one sections, the students may prepare short written reports based on readings concerning the nature of psychological experimentation.

Should class time be used for the purpose of data collection? Questions about the use of class time should be left to the discretion of each instructor. However, as a matter of record, our practice has been to limit the use of class time to a [single meeting per semester].

[A]ll of our investigators are very careful to avoid research procedures which expose subjects to risk of physical or psychological harm. The benefits which may accrue to the individual and to society from student participation in experiments need to be assessed in this no-risk context.