



Influence et persuasion en psychologie sociale et techniques communicationnelles de l'hypnose éricksonienne

Jean Touati, Hypnothérapeute

Mai 2011

Résumé

Les études sur les techniques d'influence et de persuasion modélisées en psychologie sociale ne se réfèrent pas aux techniques communicationnelles de l'hypnose éricksonienne. Pourtant, si ce courant thérapeutique a pu initialement puiser parmi ces techniques, il peut à son tour contribuer à la compréhension des processus d'influence. Cet article nous rappelle, que la psychothérapie sous toutes ses formes se fonde sur des processus de persuasion puis établit des passerelles entre les techniques d'influence et de persuasion issues des recherches en psychologie sociale et les techniques de communication de l'hypnose d'inspiration éricksonienne.

Si un dimanche matin vous recevez un appel téléphonique inattendu d'un ami, qui doit absolument, en cet instant, sur un ton un peu exalté, vous dire qu'il vous aime et que vous avez quelques connaissances en psychologie sociale et plus particulièrement en communication persuasive, peut être vous direz-vous : « Combien sont-ils en ce dimanche matin à appeler un proche pour lui dire qu'il l'aime ? Dans quel nouveau mouvement en « développement personnel » mon ami s'est-il engagé ? A moins qu'il ne vienne d'apprendre qu'il est atteint d'une maladie létale, vous aurez sûrement la réponse quelques jours plus tard en assistant à la soirée de clôture où, dans une démarche de marketing relationnel savamment

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