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# Overcoming stress through the Personality Defect Removal (PDR) Process

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<b>Prepared for</b>	4th International Conference on Stress Management (ICSM 2017), Goa, India, 3-4 November 2017
<b>Theme</b>	Stress management
<b>Sub-theme</b>	Psychological problems
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## Abstract

His Holiness Dr Athavale (the Author), a world-renowned clinical hypnotherapist pioneered the Personality Defect Removal (PDR) process as a way to reduce stress and improve the quality of people's lives. Having treated thousands of patients over a decade, it became apparent that the personality defects of people (such as anger, jealousy, etc.) are the main psychological reasons for stress and define how they respond/react to various situations. By treating their personality defects using the PDR process, He observed an accelerated recovery rate in His patients' mental health.

Later when He combined this technique with certain spiritual practices, it had an even greater positive impact on the mental health of His patients. This was also observed in people undertaking spiritual practice (seekers) under His guidance. A study was conducted on 50 seekers (who practiced these techniques) of various age groups and cultural backgrounds to understand the effect of the PDR process in their lives. The study focused on understanding how effective these techniques were in reducing the 3 main personality defects of seekers and the time required for it. The findings of the study indicated that the PDR process helped reduce the intensity of majority (70%) of the main the main personality defects of seekers by 50%-80% within 3.5 years. Nearly 100% of the respondents said that by incorporating these techniques daily, they experienced a better frame of mind regardless of life situations. The findings show that sustainable positive changes in attitude and personality defects can be achieved in a short period of time, thus overcoming stress and experiencing happiness.

259 words

**Keywords :** Stress Management, Personality Defects, Personality Defect Removal

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# 1 Introduction

Stress has become an integral part of peoples' lives in today's world regardless of age, educational qualifications and cultural background. These are just some statistics indicating the severity of stress faced by people all over the world.

- 75% of adults reported experiencing moderate to high levels of stress in the past month and nearly half reported that their stress has increased in the past year. – [American Psychological Association](#)
  - Alarmingly, 91% of adult Australians feel stress in at least one important area of their lives. Almost 50% feel very stressed about atleast one aspect of their life. – [Lifeline Australia](#)
  - Stress levels in the workplace are rising with 6 in 10 workers experiencing increased workplace stress in major global economies. China (86%) was recorded as having the highest rise in workplace stress. – [The Regus Group](#)
  - Depression is among the leading causes of disability worldwide. – [World Health Organization](#)
- Compiled by : ([Global Organization for Stress, 2017](#))

There are long term problems associated with chronic stress. In order to develop an effective stress management programme, it is first necessary to identify the factors that are central to a person controlling his/her stress, and to identify the intervention methods which effectively target these factors. It is also a well-known fact that when two individuals are presented with the same situation, one may perceive it as stressful while the other may not. What exactly causes one person to feel stress from a situation, while the other does not?

At the Maharshi University of Spirituality founded by His Holiness Dr Athavale (the Author), a world-renowned clinical hypnotherapist, extensive research has been undertaken to understand the mind and the process of personal transformation. Such methods help people overcome stress and improve the overall quality of life. In this paper, the Personality Defect Removal process is discussed, which has been pioneered by His Holiness Dr Athavale and has been found to have extraordinary success in reducing a person's stress.

## 2 Importance of understanding and treating personality defects (PDs)

**One of the key discoveries H.H. Dr Athavale made was that the main cause of a person's unhappiness and stress in life was the personality defects he/she had.**

The subconscious mind can accommodate anxiety only till a certain level. This depends on the quantity, intensity and duration of the problems being faced. It also depends on a person's capacity to face anxiety which is related to how much energy is available to face stress. The mental energy available to a person is

less when there are undesirable characteristics in personality (also known as personality defects) and unfinished businesses.

- **Personality defects** (PDs) are characteristics such as anger, fear, laziness, indecisive, lying and being pessimistic. Such undesirable characteristics consume our thoughts, robbing us of our mental energy. They also weaken the mind in terms of tolerance to stressful situations. A full list of common personality defects is given in [Appendix 1](#).
- **Unfinished business** refers to unpleasant incidents in the past, which one is still fearful about and which cause one anxiety. For example, when a student fails in an examination, it causes him severe anxiety and depression. He remembers how he suffered then and is afraid that in case he fails again in life, he may have to suffer as in the past. So, his mind continues to be burdened with unfinished business. Unfinished business also conditions the mind to react to the stress and strain of life in a particular way. Taking the same example, failure in an examination, which resulted in depression may condition one to react to failure in other fields of life as well, in the form of being depressed or becoming an addict. Having a long to-do list also can be the cause of strain and can add to unfinished business.

So, when there are many personality defects and some unfinished businesses, more mental energy is utilised to neutralise the anxiety caused by undesirable qualities and the unfinished businesses. As a result, in different people a varying amount of energy is available to face the same stress. Therefore, the inability of a person to cope with stress in life and the reasons of his unhappiness arise mainly from basic undesirable qualities in his personality and anxiety caused due to past incidents or unfinished businesses.

Good qualities bring about general well-being and have an overall positive effect on the person and one's interactions. On the other hand, personality defects bring mental anguish to the person having them as well as the people he interacts with.

Another important point to recognise is (as mentioned earlier in the introduction) that a situation by itself (external stressors) is never stressful; it depends on how a person views it. The way a person views a situation depends on his personality, for example attending a party is an event, which most people enjoy, but for a reserved person, attending a party becomes a stressful event. The following table gives a few examples of how undesirable qualities in the personality make a situation stressful.

Personality defect	Situation which becomes a source of stress
1. Lack of self-confidence	Going for a job interview, a challenging job situation
2. Sentimentality	Losing a ring gifted by one's grandmother
3. Shyness	Talking to the opposite sex
4. Emotionalism/Expectation	Having a dispute with family members or close friends

According to the research conducted by H.H. Dr Athavale - People with less personality defects and less ego are better able to handle higher levels of stressful situations. Conversely, people with many personality defects tend to break down earlier with any form of stress.

### 3 Introduction to the Personality Defect Removal (PDR) process

Simply, the PDR process includes the following steps :

1. **Observation:** Observing oneself objectively, accepting feedback from others and thereby becoming aware of mistakes/shortcomings/personality defects through various situations and thoughts. These observations are required to be noted down by the individual.
2. **Analysis:** Analysing the root personality defect responsible for the mistake one commits and having clarity of the thought process behind one's actions and behaviour.
3. **Auto-suggestions:** Taking Autosuggestions (AS) to train the mind to behave in an ideal/desirable manner.

#### 3.1 Observation and self-awareness

Anyone who is dedicated to self-improvement and personal development needs to actively seek to understand oneself. This is because only when one understands where one lacks, can he or she focus efforts on what to improve. Becoming self-aware is the first step in overcoming personality defects. As we practice becoming more aware of ourselves and how we are perceived by others, we learn many more shades of our characteristics to a minute level. Hence, we are in a better position to overcome our personality defects and understand where our strengths lie.

##### 3.1.1 How to increase one's self-awareness ?

- **By observing oneself**

Whenever one becomes emotionally unstable, restless or upset one should become alert as on deeper introspection, it usually provides insight into some personality defect that has been triggered.

- **Someone providing us with feedback or telling our mistake/shortcoming**

We should be open to learning about ourselves and have the courage to take feedback from others. By this we can objectively analyse our mistakes and find practical solutions to change for the better.

- **Observing someone else's mistake and then introspecting about one's own behaviour**

When observing someone else's mistake unfolding, a person can take the opportunity to introspect where he/she behaves in a similar inappropriate manner and commits the same mistakes.

## 3.2 Analysis of defects

### 3.2.1 Classification of mistakes and shortcomings

Mistakes and shortcomings can be categorised under the following :

- **Wrong action** : This is where because of a personality defect, we commit a wrong action.  
Example : I dropped my coffee on my address book while reaching for my phone.
- **Wrong reaction** : This is where we react to an event, situation or a person negatively.  
Example : I was irritated when my mother-in-law was insisting on her opinion on how to bring up my child.

By making a note of mistakes committed, it helps in the process of self-awareness and identifying personality defects.

### 3.2.2 Other attributes of a mistake/shortcoming

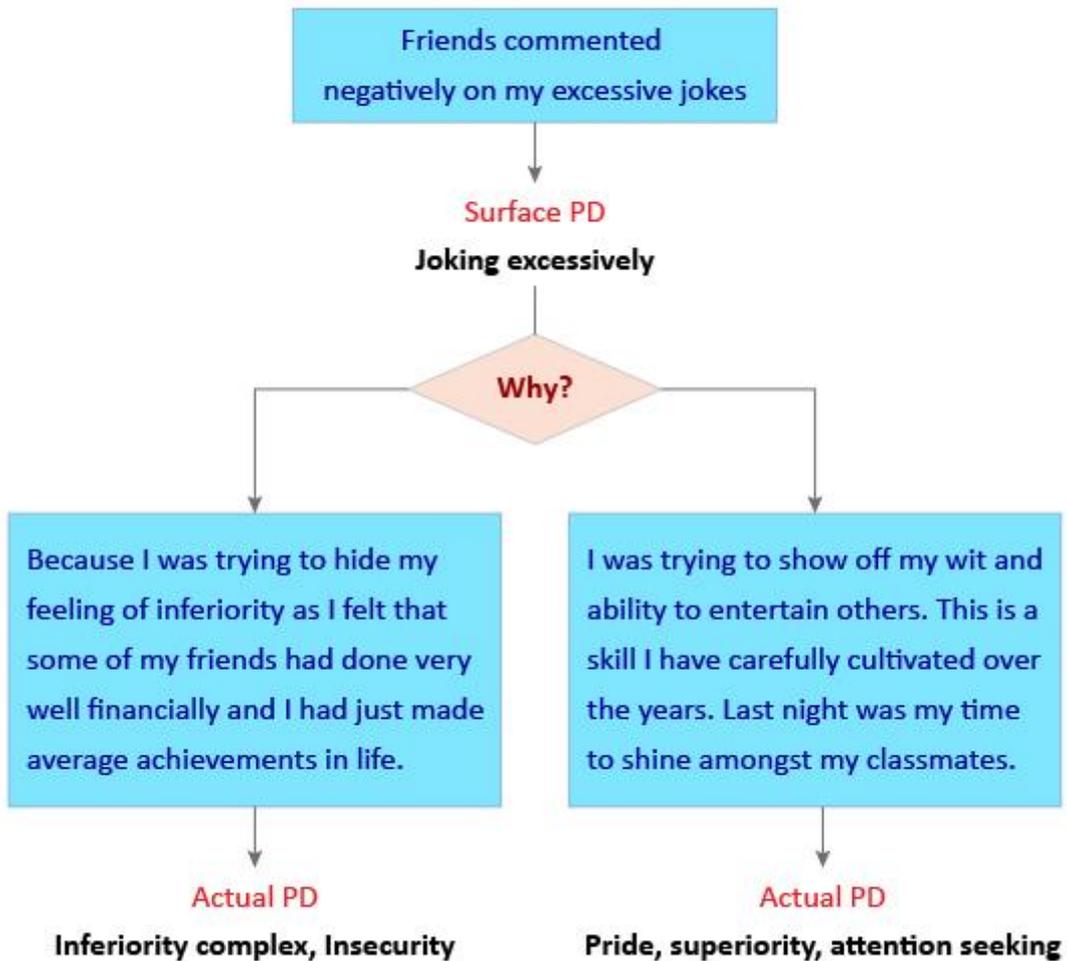
To increase self-awareness of one's mistakes and shortcomings the following aspects can also be studied.

1. At what stage did one become aware of the mistake, before or after the mistake occurred, or did someone else point out the mistake? This gives one an understanding of the awareness one has about the mistake and how the personality defect manifests.
2. How severe was the impact of the mistake?
3. How severe is the defect?
4. How often does the mistake reoccur?

### 3.2.3 Analysis of the root personality defect of the mistake / shortcoming

The following flowchart shows how one can go deeper into analysing the root personality defect of a mistake or shortcoming.

#### Self Analysis Example Digging deeper to find the actual personality defect (PD) causing the mistake



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### 3.2.4 Filling out the PDR chart

Filling out the PDR chart daily is integral to the PDR process and it helps to document such mistakes and shortcoming and their various attributes. This helps in the self-awareness aspect along with self-analysis of one's personality defects and how they manifest causing stress to oneself and others.

Date	Wrong action/ reaction	Realised by self/or told by others	When realised /duration	Personality defect that caused the mistake	Solution / autosuggestion
5 May 2015	I reached late for the meeting in the office due to waking up late	Self	Immediately	Lack of timeliness / laziness	Whenever I hear the alarm ringing, I will become aware that I need to get up immediately to be able to complete my planned tasks on time.
5 May 2015	I feel sad and resentful when I recall the way my ex-boyfriend ended the relationship	Self and Others	3 hrs.	Thinking about one's past /Resentful/ Depression	Whenever I remember how my ex-boyfriend ended the relationship, I will become aware that it turned out to be a blessing in disguise and hence I will be grateful

### 3.3 Solution via Autosuggestions (AS)

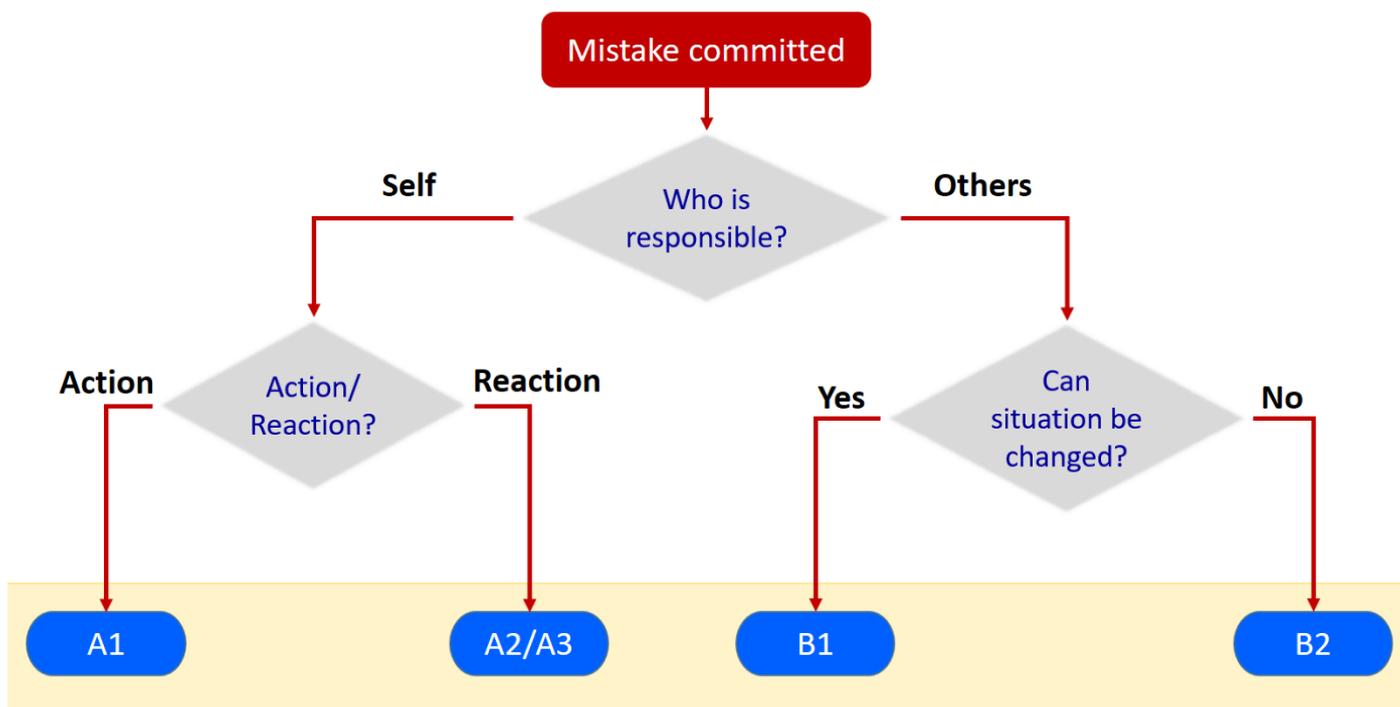
In the last column of the PDR chart above, the correct thought to replace the wrong action/reaction is given. This is central to the solution and will be expanded upon in this section.

An Autosuggestion (AS) is a suggestion given to oneself to eradicate the personality defects in oneself. By this we give a tailor-made positive suggestion to our mind to counteract the negative impression so that the defect is eventually neutralised. In doing AS we repeat the positive suggestion in daily sessions which helps to develop required quality (by this rule every repeated action strengthens the impression). There are seven types of AS techniques namely A1, A2, A3, B1, B2, C1 and C2.

### 3.3.1 How to choose which type of Autosuggestion to give?

The following flowchart shows which AS technique to use based on :

- Who is responsible for the situation that caused the mistake committed?
- Was it an action of reaction on our part?
- Can the situation be changed?



### 3.3.2 Types of autosuggestion

AS Type	Short description
<b>A1</b>	<b>Psychofeedback technique (for wrong thoughts, emotions and actions)</b> It creates an awareness of all wrong thoughts, emotions and actions. and enables one to control and overcome them.
<b>A2</b>	<b>Response substitution technique (for wrong reactions to a short-lived incident)</b> It is useful to overcome a wrong reaction caused by a short-lived incident, that is, an incident lasting for less than 1 to 2 minutes. The duration of the reaction is not important.
<b>A3</b>	<b>Hypnotic desensitization technique (for wrong reactions to a prolonged incident)</b> It is useful to overcome a wrong reaction caused by a prolonged incident causing stress, that is an incident lasting for more than 1 to 2 minutes. For example - fear of attending meeting, giving lectures, lack of confidence, inferiority complex, etc.

<b>B1</b>	Used when something can be done to overcome defects in others or to change the situation.
<b>B2</b>	Used when nothing can be done to overcome defects in others or to overcome the situation. Example property is lost in floods – philosophical reasoning that at least my family is safe or I am alive.
<b>C1</b>	<b>Incantation technique</b> This technique of repetition of a word, sentence or chanting the Name of God as per one's faith can be used to prevent negative thoughts or emotions from entering one's mind.
<b>C2</b>	<b>Punishment (aversion) technique</b> If the other techniques are not effective, then one can resort to this technique.

For more details about which personality defects can be addressed by these Autosuggestion techniques, please refer to [Appendix 2](#).

### 3.3.3 Examples of how to frame autosuggestions for each technique

#### AS technique, A1



**Analysis**

**Others or self? :** Self

**Action or Reaction:** Incorrect Action

**AS technique:** A1

**How to frame?**

Incorrect action + create awareness  
+ controlling it by correct action

➔

**Actual AS**

Whenever I feel lazy to wash dishes, I will realise that it is unhygienic to leave them dirty and will wash the dishes as soon as possible.

## AS technique, A2



### Analysis

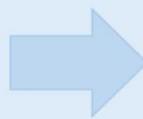
**Others or self?** : Self

**Action or Reaction:** Incorrect Reaction

**AS technique:** A2

### How to frame?

Incident provoking the reaction +  
substitute with desirable reaction



### Actual AS

Whenever I get the thought that Karl  
earns more than me, I will remember  
all the additional blessings that I  
have and hence will be happy.

## AS technique, A3



### Analysis

**Others or self?** : Self

**Action or Reaction:** Incorrect Reaction  
(prolonged incident)

**AS technique:** A3

### How to frame?

The whole incident  
needs to be written  
in present tense.

### Actual AS

See below

## Example of an Autosuggestion for the A3 technique

- I am getting ready to conduct a meeting.
- I am feeling calm, confident and relaxed.
- I am praying and I am going over whatever I have planned to say in the meeting.
- As I am rehearsing my confidence is increasing.
- I am entering the office premises and greeting everyone with a smile.
- Now I am entering the meeting room and am starting the meeting with confidence.
- While speaking, I have a pleasant expression and am maintaining eye contact with the audience.
- The meeting is going on smoothly and I am answering the questions of my seniors and others satisfactorily.
- I am feeling encouraged with the response from the audience as they are understanding what I am saying and are looking interested.
- As I am concluding the meeting, I am realising that whatever I was anxious about, that is, I will fumble, I will be nervous, I will not be able to maintain eye contact did not happen at all.
- Hence whenever I conduct a meeting next time, I will be confident.

## AS technique, B1

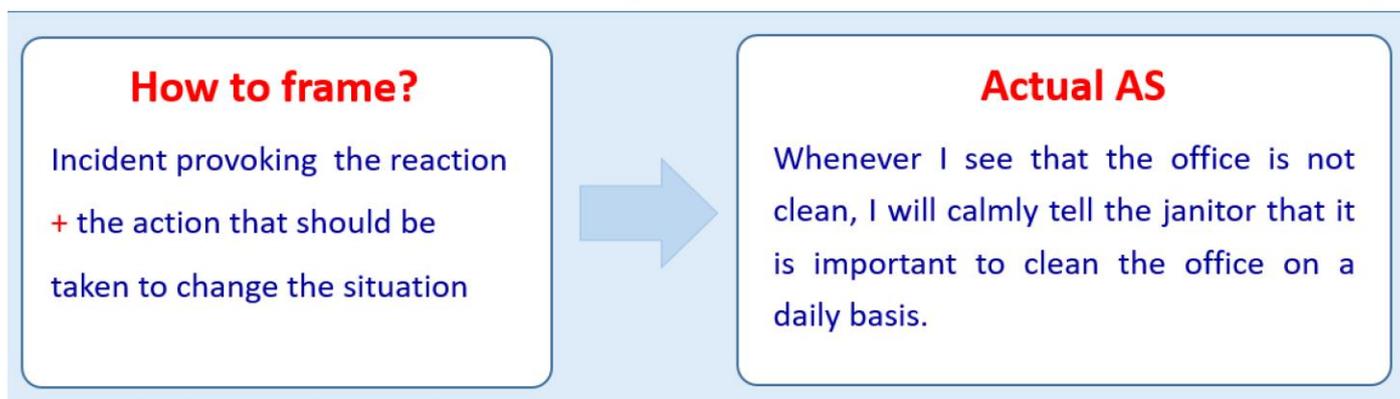


**Analysis**

**Others or self?** : Others (where something can be done to change it)

**Action or Reaction:** Incorrect Reaction

**AS technique:** B1



## AS technique, B2



### Analysis

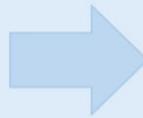
**Others or self?** : Others (where nothing can be done to change it)

**Action or Reaction:** Incorrect Reaction

**AS technique:** B2

### How to frame?

Incident provoking the reaction  
+ reasoning to accept the  
situation as it is.



### Actual AS

Whenever Judy gets seriously ill, I will realize that she is being treated by the best doctor and her treatment is going on. Hence I will be calm and patient.

### Additional techniques - Example of C1 technique (Incantation)

**Situation** : This technique of repetition of a word, sentence or chanting the Name of God as per one's faith can be used to prevent negative thoughts or emotions from entering one's mind.

**Autosuggestion** : Whenever I am not doing anything/not speaking to anyone/sitting idle, I will start repeating ...../ chanting God's Name.

### Additional techniques - Example of C2 technique (Punishment or aversion)

**Situation** : When all the above techniques fail to control a wrong action or reaction, despite giving suggestions for two to three weeks, one can make use of this technique and pinch oneself hard whenever a wrong action or reaction takes place.

**Autosuggestion** :

Whenever I am day-dreaming, I will become aware of it and will pinch myself hard.

### 3.3.4 How to take an autosuggestion

In the PDR process suggestions are given to the subconscious mind in a trance. Here by trance we mean a state of physical and mental relaxation. In this state, the barrier between the conscious and subconscious mind opens up and the suggestion influences the subconscious mind. We have given the relaxation techniques in [Appendices 3 & 4](#). It is important to know that for this process the relaxation is only 5-10% important whereas the therapy (giving suggestions) is 90-95% important. So, one need not be unduly concerned about the depth of relaxation.

Every Autosuggestion session lasts for about six to seven minutes. The break-up of the time is as follows :

Steps in taking an autosuggestion	Time in mins : secs
1. Going into a trance (refer to <a href="#">Appendices 3 &amp; 4</a> )	00:30
2. Thinking about the progress (when it occurs)	00:15
3. Therapeutic suggestions based on any two of the following techniques - A1, A2, B1 and B2 (each suggestion is to be repeated 5 times)	01:30
4. Therapeutic suggestions based on technique A3	03:30
5. Getting out of the trance (refer to <a href="#">Appendix 3 &amp; 4</a> )	00:15
<b>Total time</b>	<b>06:00</b>

Please note:

1. Any two or three of the manifestations of defects in personality, requiring the use of techniques A1, A2, B1 or B2 can be included in a session. One has to repeat each suggestion five times.
2. As technique A3 needs a longer time (3-4 minutes), in each session there should be only one manifestation needing the use of technique A3 and the suggestion should be given only once per session.
3. We can do at least 3-5 sessions in a day – early morning, morning, afternoon, evening and night. More the sessions, faster the cure.
4. Suggestions can be given to children too in the first 4-5 minutes of their sleep, as this state resembles that of a hypnotic trance.

### 3.4 Monitoring the process and progress of PDR

1. Three therapeutic suggestions should be given for at least a week. When there is some improvement in one's wrong behaviour, suggestions about some other defect should be given. It is not necessary to continue giving suggestions about a wrong behaviour until it is totally overcome. This is because when there is some improvement in it, that means there is momentum in the direction of cure and even if there is no further reinforcement of the suggestion, the wrong behaviour is overcome because of this momentum.

2. If there is no benefit at all after giving the suggestions for a week, the same suggestions should be repeated for three to four weeks. Despite this if there is no improvement, it implies that there is a strong psychological resistance to accept these suggestions. In such a case, these suggestions should be stopped and substituted by suggestions for other defects. Then after a few weeks, the suggestions about the previous point can be given once again. This time around, the suggestions are usually effective because by that time as some other defects are tackled, there is less anxiety in the mind and hence more mental energy is available to be utilised to overcome that defect.
3. One manifestation of a defect is tackled at a time. When four or five manifestations of a defect are corrected by giving suggestions, the defect itself gets corrected. Here is an example: To overcome untidiness giving suggestions based on the psychofeedback technique, for example, 'Whenever I am untidy, I will become aware of it and be tidy' may not work. Instead, if suggestions about each manifestation of untidiness are given, for example, untidy about clothes, untidy about books, untidy about shoes, etc. taking one manifestation per week, then every week there is improvement in that manifestation of untidiness and after four to five weeks usually there is improvement in four or five manifestations of untidiness. Then by the 'Law of Generalisation' untidiness itself gets corrected.
4. Achievements / Progress : When the requirement of drugs and the intensity, frequency and duration of physical (psychosomatic) and psychological problems become less, that too is a sign of progress. Some progress is usually seen after four to eight weeks of therapy. Until there is some progress, one should not write 'nil' or 'no' in this column, instead he/she should keep the space blank. Writing 'no' may be discouraging.
5. For the first six to eight weeks, that is, until the patient masters the principles of formulating correct therapeutic suggestions, written handouts about the suggestions are given to the patient. This ensures that the patient gives himself correct suggestions.

## 4 The benefit of the PDR process

Many people who have regularly implemented the PDR process have said that they have found immense benefits in their lives. A survey was conducted to understand how the PDR process had benefitted the lives of those who practised it.

### 4.1 Details about the survey sample

- It was a random sample of seekers who were implementing the PDR process under the guidance of His Holiness Dr Athavale. The sample size was 56.
- 90% of the seekers were also professionals in their field. These seekers were from 12 countries. 60% of them were from India.
- The average years that seekers in this sample have been implementing the Personality Defect Removal (PDR) process is 6.9 years.
- Gender of the sample : Males – 25, Females – 31
- Marital status of seekers in the sample : Married – 42, A de facto relationship – 1, Unmarried – 11, Divorced – 2

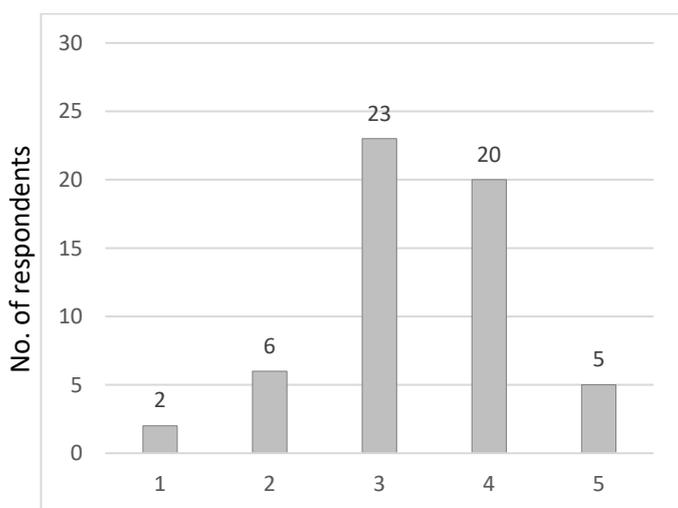
The survey was conducted online and the respondents answered it from their homes or work locations in their respective countries.

### 4.2 Key findings from the survey

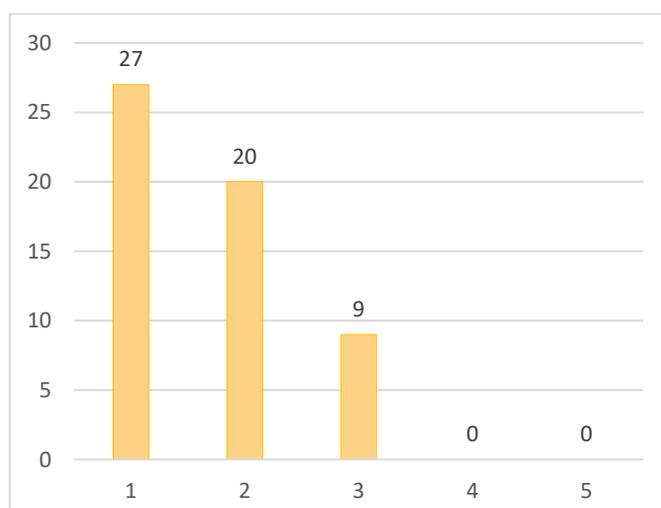
- In the survey, 56 respondents were asked to list what were the 3 main personality defects (they had prior to starting the PDR process) that would create the most stress and anxiety in their lives. Using the PDR process, **the average time taken to reduce the intensity of their personality defects by 50-80% was 2 years and 5 months. Over 70% of the PDs reduced by 50-80% within a period of 3.5 years.**
- **Stress levels :** The survey form included guidelines to help respondents assess their stress at the physical, psychological, cognitive and behavioural level. Based on these guidelines, they were asked to assess their stress levels on a scale of 1 (low) to 5 (high) before and after practising the PDR process.

#### The effect of PDR in reducing stress levels of the respondents

Stress levels from 1(low) to 5(high). Height of each bar represents the number of respondents at that stress level.



Stress levels **before** PDR

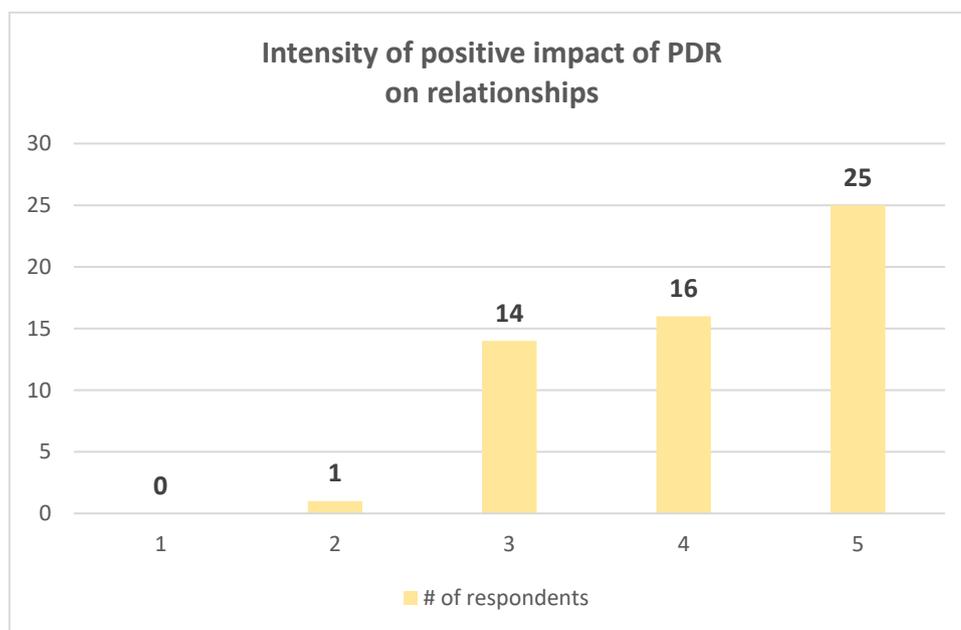


Stress levels **after** PDR

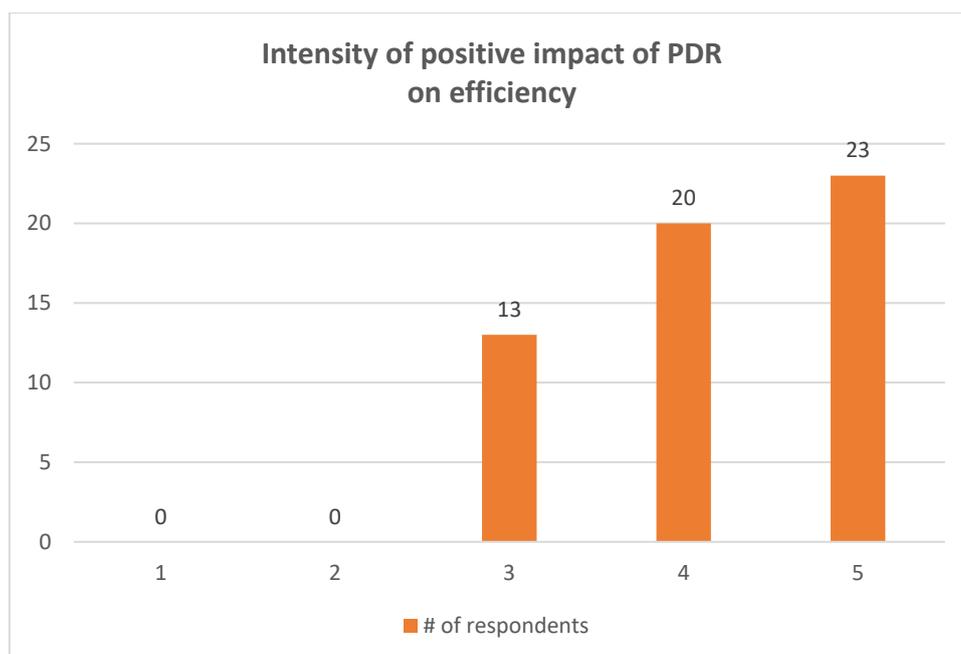
### 4.3 Other positive impacts of the PDR process

Respondents were asked to rate the impact of PDR on the following aspects of their life on a scale of 1 to 5, where '1' meant it did not improve and '5' meant it improved vastly.

**PDR impact on interpersonal relationships** : 73% of the respondents provided a score of either 4 or 5, which means that PDR had a significant positive effect on their relationships with others. The responses from seekers who were married averaged 4.7 on the scale of 1 to 5, whereas those who were unmarried averaged 3.7 on the same scale. This indicated that the PDR process significantly improved marital relationships.



**PDR impact on work efficiency** : 77% of the respondents provided a score of either 4 or 5, which means that PDR had a significant positive effect on their efficiency at work. This is especially significant as 90% of the respondents are professionals in their respective fields.



## 5 Conclusion

The survey conducted by the Maharshi University of Spirituality endorsed the PDR process as a key enabler for reducing stress, increasing performance, efficiency and better interpersonal relations. PDR therefore needs to be treated as a way of life.

We know that today stress, depression, addictions, suicide, marital problems, etc., are on a steep rise. I take this opportunity to suggest that if one complements this PDR process with some regular spiritual practice (Sadhana) according to one's faith, the benefits are enhanced. This holistic process addresses subtle impressions in the subconscious mind. This is known as purification of the mind (Chitta-shuddhi). The combination of PDR process and Spiritual practice goes a long way in eliminating any kind of psychological problems. Since it influences the mind positively, it improves the physical health too. Thus, this process becomes the indispensable enabler for a successful and blissful life.

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## 7 Appendix

### 7.1 Appendix 1 - List of personality defects

<b>Worrying, anxious</b>
Anxious
Fear
Worrying
<b>Aggressive</b>
Aggressive
Criticising others
Cruel
Destructive
Discouraging others
Dominating
Insensitive
Intolerant
Irritable
Merciless
Quarrelsome
Revengeful
Rude
Short-tempered
Violent
<b>Concerned with thinking and memory</b>
A poor sense of judgement
Forgetful
Indecisive
Lack of concentration
Presumptuous
<b>Impatience, impulsiveness</b>
Carelessness
Impatient
Impulsive
<b>Depression and emotionality</b>
Depressed
Casual approach
Eccentric
Emotional
Formal
Humorous
Ill-mannered
Indifferent
Inefficient
Lacking in initiative
Lacking in perseverance

Lazy
Moody
No planning
Non-analytical
Not ambitious
Not punctual, wasting time
Not systematic
Pessimistic
Procrastination
Reserved
Sentimental
Serious by nature
Tactless
Talks vaguely
Untidy
<b>Overanalytical and paranoid nature</b>
Apprehensive
Biased
Blaming others for no reason
Blaming self for no reason
Envious
Jealous
Over analytical
Secretive
Suspicious
<b>Attention-seeking</b>
Attention-seeking
<b>Stubborn</b>
Conservative
Narrow-minded
Stubborn
<b>Self-centred and selfish</b>
Insensitive
Miserly
Possessive
Self-centred
Selfish
<b>Lack of self-confidence</b>
Addictive
Follower
Inferiority complex
Inhibited
Insecurity
Not self-confident
Psychologically dependent
Shy

Submissive
------------

Timid
-------

<b>Qualities based on the 'right or wrong' principle</b>
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Corrupt
---------

Dishonest
-----------

Disloyal
----------

Disobedient
-------------

Disrespect
------------

Immoral
---------

Inhospitable
--------------

Insincere
-----------

Interfering
-------------

Irresponsible
---------------

Lustful
---------

Not cautious
--------------

Partial
---------

Uncharitable
--------------

Undutiful
-----------

Ungrateful
------------

Unkind
--------

Unreasonable
--------------

Unreliable
------------

Unrepentant
-------------

Unsympathetic
---------------

Untruthful
------------

<b>Forgetfulness</b>
----------------------

Absent-minded
---------------

Forgetful
-----------

<b>Daydreaming</b>
--------------------

Daydreamer
------------

<b>Overspending</b>
---------------------

Overspending
--------------

<b>Proud, boastful, etc</b>
-----------------------------

Boastful
----------

Competitive
-------------

Hateful towards others
------------------------

Too proud
-----------

<b>Frivolous</b>
------------------

Fond of frequent changes
--------------------------

<b>Zealous</b>
----------------

Over perfectionist
--------------------

Overambitious
---------------

## 7.2 Appendix 2 – Common personality defects that can be addressed by the various autosuggestion techniques

Technique	Name	Defects that it is useful in overcoming
A1	Psycho feedback technique (for incorrect actions)	It is useful to overcome a wrong action caused by defects such as lack of concentration, daydreaming, impatience, impulsiveness, laziness, untidiness, non-punctuality, overanalytical, attention-seeking, selfish, indecisive, conservative, corrupt, immoral, disloyal, proud, boastful, overambitious, perfectionist, suspicious, etc. Wrong actions include addictions such as smoking, drinking, etc. and habits such as nail-biting, stammering, bed-wetting, etc.
A2	Response substitution technique (for incorrect reactions – short-lived incident)	It is useful to overcome defects such as criticizing others, irritability, short-temperedness, quarrelsome nature, unrepentant nature, stubbornness, suspiciousness, etc.
A3	Hypnotic desensitization technique (for incorrect reactions prolonged incident)	It is useful to overcome defects such as lack of perseverance, lack of initiative, reservedness, lack of self-confidence, submissiveness, timidity, feelings of inferiority, etc.
B1	Stresses where something can be done to overcome defects in others or to change their tragic condition.	It is possible to help others to overcome their defects, such as defects of subordinates and children by actions that include repeated explanation, punishment, etc.
B2	Stresses where nothing can be done to overcome disturbance caused by defects in others	To overcome disturbances caused by defects in others like bosses or to overcome a tragic condition such as being a victim of extreme poverty, a painful or incurable illness, accident, famine, etc.
C1	Incantation technique	To prevent negative thoughts or emotions from entering one's mind.
C2	Punishment (aversion) technique	To overcome obsessions-compulsions, hallucinations, suicidal ideas and attempts.

## 7.3 Appendix 3 – Autohypnosis exercises

### Exercise 1 : Physical and mental relaxation - light trance

#### Progressive relaxation technique

**Induction of a trance :** 'I am looking at the dot and thinking of my own thoughts. As I keep on looking and thinking, my entire body will relax and because of that my mind will relax. It is a pleasant feeling.

Breathe in slowly ..... hold your breath ..... breathe out slowly (to be repeated thrice).

While looking at the dot, I am concentrating on the sensation in my feet. They are becoming relaxed. That sensation is slowly spreading upwards.

My ankles are becoming relaxed.

My knees are becoming relaxed.

My thighs are becoming relaxed.

The relaxation is spreading throughout my body.

My abdomen is becoming relaxed.

My back is becoming relaxed.

My chest is becoming relaxed.

My arms from the shoulders to the fingertips are becoming relaxed.

My neck is becoming relaxed.

My head is becoming relaxed.

My eyes are becoming tired. Now I am going to count 1, 2 and 3. At the count of 3, I will close my eyes and relax. I will be able to give myself suggestions and will be able to wake up at will. 1.....2.....3 (close the eyes)'.

**Therapeutic suggestions :** They depend on the problem or the target.

**Getting out of the trance :** 'Now I am going to count 1, 2 and 3. At the count of 3, I will open my eyes. I will be in a cheerful and relaxed mood. (If you are very anxious or depressed, instead of saying 'I will be in a cheerful and relaxed mood' say 'I will be less anxious or depressed'.) I will remember everything and will be able to put the suggestions into practice. Next time, I will be able to go into a further and deeper state of relaxation. 1.....2.....3 (open the eyes)'.

## Exercise 2 : Deep trance

### Conditioned counting technique

The subject should sit comfortably looking at the dot on the wall and think of the following sentences :

**Induction and deepening of a trance :** 'Now I am going to count 1 to 10. At the count of 3, I will close my eyes and relax. With each successive number, I will relax more and more. At the count of 10, I will be able to go into the deepest possible state of relaxation and will be able to concentrate fully on what I am thinking. 1.....2.....3 (close eyes).....4.....5.....6.....7 .....8.....9 .....10'.

**Therapeutic suggestions :** As in exercise 1

**Getting out of the trance :** As in exercise 1

### Advantages of the conditioned counting technique

1. A person can do sessions anywhere - in a bus, train or office as there are no odd movements such as tightening of the fist or rotation of the arm. Hence the number of sessions one can do in a day can be increased. The more the number of sessions, the earlier is the target achieved.
2. When a person uses exercise 1, it takes about three minutes to get into a trance. On the other hand, this technique requires only about twenty seconds to induce a trance. This reduction in induction time helps in two ways.
  - a. In an emergency, e.g. becoming tense before an examination or an interview, it is easier to count 1 to 10 and relax than doing exercise 1.
  - b. Ordinarily the duration of a therapeutic session should not be more than five to six minutes as beyond that, it becomes difficult for most of the patients to concentrate on the suggestions. If three minutes are spent on just the induction and deepening of a trance, the time available for the therapeutic suggestions will be only two to three minutes. On the other hand, when a subject uses this technique he can devote practically all the five to six minutes to give the therapeutic suggestions.

## 7.4 Appendix 4 – Heterohypnosis exercises

### Exercise 1 : Physical and mental relaxation - Light trance

#### Progressive relaxation technique

**Induction of a trance :** ‘You are looking at the dot and listening to my voice. As you keep on looking and listening, your entire body will relax and because of that your mind will relax. It is a pleasant feeling.

Breathe in slowly ..... hold your breath ..... breathe out slowly (to be repeated thrice).

While looking at the dot, concentrate on the sensation in your feet. They are becoming relaxed. That sensation is slowly spreading upwards.

Your ankles are becoming relaxed.

Your knees are becoming relaxed.

Your thighs are becoming relaxed.

The relaxation is spreading throughout your body.

Your abdomen is becoming relaxed.

Your back is becoming relaxed.

Your chest is becoming relaxed.

Your arms from the shoulders to the fingertips are becoming relaxed.

Your neck is becoming relaxed.

Your head is becoming relaxed.

Your eyes are becoming tired. Now I am going to count 1, 2 and 3. At the count of 3, you will close your eyes and will continue to listen to my voice. 1.....2.....3 (close the eyes)’.

**Therapeutic suggestions :** They depend upon the problem or the target.

**Getting out of the trance :** ‘Now I am going to count 1, 2 and 3. At the count of 3, you will open your eyes. You will be in a cheerful and relaxed mood. (If the subject is very anxious or depressed, instead of saying that he will be in a cheerful and relaxed mood, he may be told, ‘You will be less anxious or depressed’.) You will remember everything and will be able to put the suggestions into practice. Next time I do the session, you will be able to go into a further and deeper state of relaxation. 1.....2.....3 (open your eyes)’.

## **Exercise 2 : Deep trance**

### **Conditioned counting technique**

Just ask the subject to sit comfortably looking at the dot on the wall while you say the following sentences to him.

**Induction and deepening of a trance :** 'Now I am going to count numbers 1 to 10. At the count of 3, you will close your eyes and relax. With each successive number you will relax more and more. At the count of 10, you will be able to go into the deepest possible state of relaxation and will be able to concentrate fully on what I am saying. 1.....2.....3 (close eyes).....4.....5.....6.....7 .....8.....9 .....10'.

**Therapeutic suggestions :** As in exercise 1