

Table of Contents

Foreword	V
Preface	IX
List of Contributors	XVII
I. Theoretical and Historical Perspectives	1
1. The Development of Research on Suggestibility: Critical Considerations	3
V.A. GHEORGHIU	
2. Personality, Primary and Secondary Suggestibility, and Hypnosis	57
H.J. EYSENCK	
3. Conceptual Clarification of Hypnosis and Its Relationship to Suggestibility	69
W.E. EDMONSTON	
4. The Internal Confirmation of Personal Constructs: Why Suggestions Are Not Accepted	79
R.M. LUNDY	
5. Some Suggestions About Suggestion and Hypnosis: A Radical Constructivist View	91
P. KRUSE	
6. The Difficulty in Explaining Suggestion: Some Conceivable Solutions	99
V.A. GHEORGHIU	
7. Commentary on "Theoretical and Historical Perspectives" .	113
P.W. SHEEHAN	
II. Suggestibility: Assessment and Individual Differences	121
8. Sensory Suggestibility: Measurement, Individual Differences, and Relation to Placebo and Drug Effects . . .	123
P. NETTER	

9.	Theoretical and Empirical Aspects of Interrogative Suggestibility	135
	G.H. GUDJONSSON	
10.	The Independence of Suggestibility, Placebo Response, and Hypnotizability	145
	F.J. EVANS	
11.	Cognitive and Physiological Flexibility: Multiple Pathways to Hypnotic Responsiveness	155
	H.J. CRAWFORD	
12.	Interpretational Sets, Hypnotic Responding, and the Modification of Hypnotizability	169
	N.P. SPANOS	
13.	Measurement and Individual Differences of Suggestibility: Some Comments	177
	R.M. LUNDY	
III.	Psychophysiological Aspects of Suggestibility	181
14.	Cortical Event-Related Evoked Potential Correlates of Hypnotic Hallucination	183
	D. SPIEGEL	
15.	Hypnotic Susceptibility and Cerebral Hemisphere Preponderance: Verbal-Imaginal Discrimination Task	191
	I. MÉSZÁROS, H.J. CRAWFORD, C. SZABÓ, A. NAGY-KOVÁCS and Z. RÉVÉSZ	
16.	40-H ₂ EEG and Hypnotizability During Mental Activity	205
	F.S. MARUCCI, V. DE PASCALIS, M.P. PENNA and E. PESSA	
17.	Hypnotic Susceptibility, Alpha Waves and 40-H ₂ EEG Rhythm, and Personality	221
	V. DE PASCALIS	
18.	Perceptual Styles in Chromatic Binocular Rivalry, Hypnotic Susceptibility, and Cerebral Dominance	241
	V. RUGGIERI, R. CAPOZZI and G. CLAVENZANI	
19.	Psychophysiological and Psychobiological Aspects of Suggestive Processes: A Commentary	249
	W.E. EDMONSTON, JR.	

IV. Social and Cognitive Aspects of Suggestive Processes	253
20. Some Historical and Cultural Aspects of Suggestion	255
G. JAHODA	
21. Suggestion as Social Biasing of Meaning Tests: A Heiderian Extension of the Miller, Galanter and Pribram Paradigm – Catalyzing McGuire’s Theory of Attitude Change	263
E. SCHWANENBERG	
22. Memory Modification and the Role of the Media	279
E. LOFTUS and M. R. BANAJI	
23. Response to Suggestions of Memory Distortion in Hypnosis: Sampling Cognitive and Social Factors	295
P. W. SHEEHAN	
24. A Mediational Theory of Susceptibility to Social Influence .	305
W. J. MCGUIRE	
25. Suggestion and Credibility: Lie Detection Based on Content-Related Cues	323
K. FIEDLER	
26. Expectations, Confirmation Bias, and Suggestibility	337
H. W. BIERHOFF and R. KLEIN	
27. Indirect Suggestion as a Research Tool	347
H. LACHNIT	
28. Slight Manipulations with Great Effects: On the Suggestive Impact of Vocal Parameter Change	351
T. GEHM, J. APPEL and D. APSEL	
29. Suggestion, Self-Attribution, and Behavior	361
J. HAISCH	
30. The Manifold Facets of Social Influence: A Comment on the Social Psychological Contributions	371
K. FIEDLER	
Subject Index	375