



Suggestive Speech Acts for Hypnotherapy of Anxiety Disorder Cases

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ABSTRACT

This study investigates suggestive speech acts for hypnotherapy practice of a person experiencing anxiety disorders. The research investigated types and sequences of speech acts during the hypnotherapy sessions. This study employed a qualitative explanatory approach and theory of speech acts. The data for this study consist of utterances from hypnotherapist-client interactions during hypnotherapy practice in XYZ, Padang. The object of the research is the suggestive speech acts. We employed participant and nonparticipant observation methods, as well as recording and note-taking techniques, to collect the data. We analyzed the data in two steps. *Firstly*, we grouped the recorded utterances into fifteen texts, based on six stages of hypnotherapy practice. *Secondly*, each of the fifteen texts is fragmented into single utterances or sentences in order to identify the types and sequence of speech acts. The results of the study indicated that suggestive speech acts are deeply embedded in directives, representatives, and expressives. The fifteen texts used different sequences of suggestive speech acts. It implies that the communication during hypnotherapy is dynamic, depending on the client's psychological conditions. Therefore, the appropriate and effective speech acts in treating anxiety disorders can be an alternative topic for future studies.

1. INTRODUCTION

Language is a medium of communication and a persuasive instrument capable of influencing human behaviour, perception, and thought. From a pragmatic perspective, when people say something, they communicate their thoughts and, at the same time, they act. In the study of language under pragmatics, we have the concept of speech acts. The speech act is an action performed by a speaker with an utterance (Yule, 2010). We are doing something with words when we talk (Grundy, 2000). Doing something can be expressed through speech acts of representatives (describing, claiming, reporting, stating, predicting, and hypothesizing); directives (commands, requests, invitations, advice, suggestions, and asking); commissives (promises, threats, offers, vows, pledges, guarantees, and refusals); expressives (apologizing, thanking, congratulating, welcoming, greeting, sympathizing, blaming, praising, expressing joy, pain, likes and dislikes); and declarations (naming, appointing, dismissing, firing, sentencing, and declaring) (Searle, 1976; see also Levinson, 1994).

In the fundamental concepts of speech acts proposed by Austin and still relevant with today's use of language, there are three aspects of meaning in an utterance namely *locution* (literal meaning brought by words or what the speaker says); *illocution* (what the speaker means; and *perlocution* (the effect of the utterance (Austin, 1962; see Grundy, 2000; Thomas, 1995; Yule, 2000; Leech, 1983).

In the realm of therapy, particularly hypnotherapy, suggestive speech acts are used as the primary medium to build relaxation, instill beliefs, and alter patients' emotional responses. Language has a suggestive function and influences people's lives (Suciartini, 2022). Speech acts do not merely convey information but also perform social actions that impact the recipient's utterances (Wijana, 1996). Speech acts containing politeness are essential to create persuasive and good communication (Oktavianus & Revita, 2013; Oktavianus, 2025; Brown & Levinson, 1987; Farhan, 2024)

This study was inspired by the growing public attention to hypnotherapy practice in Indonesia as an alternative method for managing stress, trauma, and behavioural disorders. In the face of ambiguous life events, depressed individuals are more likely to make negative and depressing interpretations than nondepressed individuals (Yapko, 2001). Therefore, someone who experiences mental disorders needs to receive special treatment. Hypnotherapy can be an effective method to overcome specific symptoms and conditions by accessing the subconscious mind and providing positive suggestions to clients (Khotima, 2023).

Research on six counselees in a stressed condition, using the nonparametric Wilcoxon signed-rank test, indicated that the subjects studied were already stressed before receiving hypnotherapy. After undergoing hypnotherapy, the stress levels of the respondents decreased (Alizamar, 2018). This study shows that hypnotherapy a method having the positive impact on treating anxiety disorder cases.

Hypnotherapy is done using language. Language is a key tool for accessing and influencing a client's subconscious mind, enabling positive suggestions, changing negative thoughts, building rapport, and facilitating healing through the strategic use of word choice, metaphors, and hypnotic communication techniques fostering a sense of safety and deep focus. Language enables the hypnotherapist to instill behavioral and emotional changes of the client.

In relation to pragmatics and cooperative principles in communication, hypnotic speech often employs the maxim of quantity more frequently than other maxims of quantity. The maxim of quantity requires each participant to contribute as much speech as needed by the interlocutor (Afrianti, 2021). The language used to communicate between hypnotherapist and client can vary between words and symbols, and communication should also be contextual (Barden et al, 2007). Cultural consciousness is also essential for understanding the communication system (Revita et al., 2025; Revita, 2013, and 2024).

In hypnotherapy, the appropriate language model is contextually structured, polite, and utilizes hypnotic language patterns, such as repetition, metaphor, parallelism, cause-and-effect, and simplification. This type of language can penetrate the conscious mind and communicate directly with the client's subconscious. Such language can guide clients toward positive change with transparent and flexible suggestions tailored to their psychological condition. Hypnotic language involves constructing sentences in such a way as to invite the reader or listener into a trance and here we define a trance as a state of intense focus or concentration on a single item or group of similar items, to the exclusion of all other items (Burton, 2007).

However, linguistic studies on the suggestive speech acts used by hypnotherapists remain limited, even though such researches are essential for understanding how illocutionary force works to create therapeutic effects. Therefore, this research focused on to investigate suggestive speech acts through the following research questions.

- (1) How are suggestive speech acts constructed for the hypnotherapy practice of anxiety disorder cases in XYZ?
- (2) What are the sequences of suggestive speech acts applied for hypnotherapy of anxiety disorder cases in XYZ?

Through the first research question, we examine how elements of suggestive speech acts are embedded within existing frameworks and types of speech acts. Meanwhile, in the second research question, we examine the sequence of speech acts applied in each phase of hypnotherapy. The findings of this research are expected to make a significant contribution to the field of linguistics (pragmatics), particularly in addressing the problems people face in their daily lives.

2. RESEARCH METHOD

This study employed a qualitative explanatory approach (see Creswell, 2014) and the speech act theory. The data consist of utterances from the hypnotherapist - client interactions during hypnotherapy sessions conducted at XY Clinic in Padang (hereafter referred to as XYZ). We chose the hypnotherapist in XYZ because he is certified and actively practicing in Padang, with extensive experience in handling hundreds of cases encompassing childhood trauma, anxiety disorders, and various psychosocial issues.

The client in this study is a person experiencing an anxiety disorder significantly impacting his social and psychological functioning. This disorder is characterized by intense discomfort in crowded situations, accompanied by feelings of being watched by many people and a fear of openly expressing one's attitudes in public. This condition drives the client to consistently avoid social situations involving interaction with large groups, as a self-protective mechanism against the anxiety he experiences. In addition to social anxiety, the client also exhibited ongoing internal conflict. He had a low self-image and low self-esteem, which impacted his self-perception and social standing. Feelings of helplessness, self-doubt, and fear of negative judgment from others were part of the client's daily psychological experiences. Furthermore, the client's anxiety disorder does not exist in isolation but is closely related to emotional experiences in childhood.

We collect data through participant and nonparticipant observation methods, utilizing recording and note-taking techniques (Sudaryanto, 2015). We recorded the data and took notes on every crucial moment from all hypnotherapy sequences. The hypnotherapy sequence followed the stages of hypnosis as *pre-induction*, *suggestibility testing*, *induction*, *suggestion delivery*, *termination*, and *post-hypnosis* (Majid, 2007).

We analyzed the data in two general steps. *Firstly*, we grouped the recorded utterances into fifteen texts, corresponding to six stages of hypnotherapy practice. We took this step to examine the content of each of the fifteen texts critically. *Secondly*, we fragmented each of the fifteen texts into a single utterance or based on a single sentence. We took this step to facilitate the identification of types and sequences of speech acts containing suggestive language. We applied the pragmatic identity method to analyse the data. The analysis of data also incorporated parts of the ideas and concepts from qualitative content analysis (Krippendorff, 2019). We analyzed the fifteen texts based on their contexts of use to determine meaning, which enabled us to cluster and categorize them into types of speech acts containing suggestive messages.

3. RESULTS

Following the six stages of hypnotherapy (Majid, 2007), suggestive speech acts are embedded in speech acts of *directives*, *representatives*, and *expressives*. These fifteen texts can also be categorized into seven sets of suggestive speech acts because the hypnotherapist applied the same set repeatedly. We provided the analysis of suggestive speech acts in each of the following hypnotherapy stages.

3.1 Suggestive Speech Acts in the Pre-induction Stage

At the pre-induction stage, the introduction process between the hypnotherapist and the client involves the hypnotherapist establishing an approach to build rapport and trust with the client, as in the following text.

Table 1. Suggestive Speech Acts in the Pre-induction Stage.

Text 1	
Hypnotherapist	[..... <i>Ketika pola orang tua ko keras. Tidak perhatian. Tidak ada tempat untuk pulang. Kan tidak ada tempat untuk pulang tu. Sampai akhirnya Bang kuliah. Sendiri mengupayakan. Yo kan ? Agar tidak diremehkan. Betul, ndak? Bangga ndak Bang jo diri Bang?</i>]. (When the parents were strict. Inattentive. No place to come home to. There was no home to return to. In the end, you went through college on your own. Working hard, right ?. To prove yourself and not be underestimated. Isn't that right? Aren't you proud of yourself?).
Client	[Silent]. [Ekspresi wajahnya normal. Tidak ceria. Tidak terlalu murung. Wajahnya tampak setuju dengan pernyataan hipnoterapis]. (His facial expression was regular. Not cheerful. Not overly gloomy. His face seemed to agree with the hypnotherapist's statement).

(Source: XYZ, 13 June 2025).

Text 1 is the opening of the hypnotherapy process. The hypnotherapist attempts to create an entry point for the client to enter a state of relaxation while beginning to influence the client's thoughts—the sequence leading to the speech act of suggestion. From a linguistic perspective, the dialogue between the hypnotherapist and client during this phase uses complex speech act sequences. Therefore, the number of speech acts used is presented in the following table.

Table 1a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Pre-induction Stage.

Hypnotherapist's (HU) – Client's Utterances (CU)		Speech Acts
HU	(1) <i>Ketika pola orang tua ko keras.</i>	Representative
	(2) <i>(Orang tua) tidak perhatian.</i>	Representative
	(3) <i>Tidak ada tempat untuk pulang.</i>	Representative
	(4) <i>Kan tidak ada tempat untuk pulang tu.</i>	Representative
	(5) <i>Sampai akhirnya Bang kuliah.</i>	Representative
	(6) <i>Sendiri (Bang) mengupayakan (kuliah).</i>	Representative
	(7) <i>Yo kan?</i>	Directive
	(8) <i>Agar (Bang) tidak diremehkan.</i>	Representative
	(9) <i>Betul, ndak?</i>	Directive
	(10) <i>Bangga ndak Bang jo diri Bang?</i>	Directive
CU	[Diam]	Expressive

Here, the hypnotherapist begins with speech acts of representatives in utterances (1) to (6) and continues with a directive in (7), a representative again in (8), a directive in (9),

and a directive-expressive in (10). In this way, the hypnotherapist guides the client toward validating the psychological issues being experienced. The speech act of directive in (10) contains the element of a suggestive speech act in which, through this utterance, the hypnotherapist delivers the message to the client to be proud of himself. Thus, the sequence of speech acts is *representative-directive (RD)* – portraying the circumstances and directing or suggesting that the client adopt a confident attitude that is to be proud of himself.

3.2 Suggestive Speech Acts in the Suggestibility Testing Stage

The second step in the process of hypnotherapy for anxiety disorders is suggestibility testing. The purpose of this test is to establish rapport and build the client's self-confidence at the initial stage, before proceeding to the induction stage. The construction of the text can be observed in the following text.

Table 2. Suggestive Speech Acts in the Suggestibility Testing Stage.

Text 2	
Hypnotherapist	[Sepanjang perjalanan yang Abang alami, kuliah sendiri, biaya sendiri, kadang diberi jajan atau tidak. Ooo.. tidak difasilitasi atau dibedakan dari saudara. Akhirnya hari ini Bang yo menikmati hasil dari itu. Menurut Abang, masa lalu Abang buruk atau tidak?] (Throughout your journey – studying on your own, paying your own expenses, sometimes being given pocket money or not, not being supported or even treated differently from your siblings – and now, today, you are enjoying the results of all that. So, do you think your past was bad or not?).
Client	[Seperti merenung. Menggumam]. [Beda perilaku].
Hypnotherapist	[Oke. Beda perilaku. Perbedaan perilaku, oke. Tapi kalau seandainya orang tua Abang tidak seperti itu.....].
Client	[Belum tentu, (Bang) seperti ini].

(Source: XYZ, 13 Juni 2025).

In the text above, the hypnotherapist recounts the client's experiences and socio-psychological condition. This is done after obtaining initial information about the client. After recounting the client's experiences, the hypnotherapist asks the client to evaluate their experience. A detailed sequence of speech acts in the text above is presented in the following table.

Table 2a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Suggestibility Testing Stage.

Hypnotherapist's (HU) – Client's Utterances (CU)		Speech Acts
HU	(1) <i>Dari sepanjang perjalanan yang Abang alami.</i>	Representative
	(2) <i>kuliah sendiri.</i>	Representative
	(3) <i>Biaya sendiri.</i>	Representative
	(4) <i>Kadang diberi jajan.</i>	Representative
	(5) <i>(Kadang) tidak.</i>	Representative
	(6) <i>Ooo.. tidak difasilitasi.</i>	Representative
	(7) <i>Dibedakan dari saudara.</i>	Representative
	(8) <i>Akhirnya hari ini Bang yo menikmati hasil dari itu.</i>	Representative
	(9) <i>Menurut Abang, masa lalu Abang buruk atau tidak?</i>	Directive
CU	[Seperti merenung. Menggumam]. Beda perilaku.	Representative
HU	(10) Okay. Beda perilaku.	Representative
	(11) Perbedaan perilaku.	Representative
	(12) Tapi kalau orang tua Abang tidak seperti itu ?.	Directive
CU	Belum tentu (Bang) seperti ini.	Representative

In Table 2a, the hypnotherapist uses twelve utterance fragments (1) to (12) with the speech act sequence of *representative-directive (RD)*. Meanwhile, the client only produces short utterances in the form of representative speech acts. The client looks passive in the interaction. A text is generally an integration of one part with another. Therefore, a text is cohesive and coherent (see Halliday, 2013).

In Table 2a, the hypnotherapist establishes an interaction that fosters rapport and enhances the client's self-confidence. Text fragments (1) to (7) contain portrayals of the client's experiences. Text fragments (8) and (9) contain validation and reinforcement that what the client did and experienced was not wrong and, in fact, had a positive impact. The client responded in a contemplative manner and mumbled to text fragments (8) and (9). This suggests that the client's feelings remain unclear. However, text fragments (10) to (12) spoken by the hypnotherapist in the form of representative-directive speech acts bring about a shift in the client's attitude. The client does not blame anyone but responds positively. The hypnotherapist emphasizes acceptance, sincerity, and reframing of previously negative experiences.

Hypnotherapists use Indonesian and Minangkabau languages in providing treatment to clients. In certain situations, as long as the message can be understood, cross-language communication can build communication that provides motivation (Oktavianus, 2006). Hypnotherapists use the term *Abang* (brother) to address clients. This is a way to build rapport and demonstrate mutual respect and appreciation, though the hypnotherapist is older than the client.

3.3 Suggestive Speech Acts in the Induction Stage.

At the induction stage, the hypnotherapist leads the client from a conscious state into hypnosis, marked by a lowering of conscious alertness and an increase in both mental and physical relaxation, as observed by the author during the hypnotherapy session with the client. This stage reveals numerous suggestive utterances. We can observe the text in the following table.

Table 3. Suggestive Speech Acts in the Induction Stage.

Text 3	
Hypnotherapist	[<i>Bangga jo diri?</i>]. (Are you proud of yourself?).
Client	[<i>Iyo</i>]. (Yes).
Hypnotherapist	[<i>Bersyukur Ndak? Oke</i>] (Are you grateful, okay?). [<i>Menurut abang salah kah takdir Bang? Ko posisi berbeda yo. Secara inner child, kecewa ndak Bang?</i>]. (Do you think your destiny was wrong?).
Client	[<i>Yolah, kecewa Bang</i>]. (Yes, I am disappointed, Bang).
Hypnotherapist	[<i>Oke . tapi menurut sisi positif?</i>]. (Okay, but what about the positive side?).
Client	[<i>Disyukuri, Bang. Gara-gara masa lalu kayak iko. Hasilnyo awak bisa kayak iko jadinyo</i>]. (I am grateful, Bang. Because of the experience, you have become who you are today).

(Source: XYZ, 13 June 2025).

The text above is a dialogue from the induction stage. In this text, the hypnotherapist focuses more on the client's internal psychological aspects. The text is constructed by

asking questions and seeking confirmation. The sequence of speech acts in the induction stage is illustrated in the following table.

Table 3a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Induction Stage.

No	Hypnotherapist's (HU) – Client's Utterances (CU)	Speech Acts
HU	(1) <i>Bangga jo diri?</i>	Directive
CU	<i>Iyo.</i>	Representative
HU	(2) <i>Bersyukur, ndak? Oke.</i>	Directive
	(3) <i>Menurut Abang, salahkah takdir Bang?</i>	Directive
	(4) <i>Ko posisi berbeda yo.</i>	Representative
	(5) <i>Secara inner child, kecewan ndak Bang?</i>	Directive
CU	<i>Iyolah, kecewa Bang.</i>	Representative
HU	(6) <i>Oke, tapi menurut sisi positif?</i>	Directive
CU	(1) <i>Disyukuri, Bang.</i>	Representative
	(2) <i>A namonyo, gara-gara masa lalu iko,</i>	Representative
	(3) <i>Hasilnyo, awak bisa kayak iko jadinya.</i>	

Table (3a) contains eleven text fragments spoken by the hypnotherapist and client during the induction stage. The sequence of speech acts is *directive-representative (DR)*. The speech acts of directives are intended to prompt the client to reflect on themselves and consider whether their condition is connected to their destiny and childhood memories, or their inner child. The inner child is childhood experiences and memories that are possibly reflected psychologically in adulthood. The inner child in a person refers to the childish traits and behaviors that exist within them (Karim, 2024). Then, validation of the suggestion can be observed when the hypnotherapist begins to use a directive speech act in (6), and the client responds through their utterances in (1), (2), and (3). It is interesting to note that the client did not blame his inner child, as evident in his three responses.

The induction stage takes a relatively long time, so the interaction takes place over several texts. The text structures also appear to vary considerably. The following is the text used in the induction stage of hypnotherapy.

Table 4. Suggestive Speech Acts in the Induction Stage.

Text 4	
Hypnotherapist	[<i>Acok Bang sampaikan ka inyo!. Acok Bang berbicara dengan diri. Sering sampaikan! Wahai inner child.... Dan Abang harus menghargai juo inner child ko. Tapi tetap ingatkan dia, kamu hebat, saya bangga....</i>]. (Often tell him, often talk to yourself. Say it often! 'Dear inner child...' Moreover, you must also appreciate this inner child. However, always remind him, 'You are amazing. I am proud of you).
Client	[Diam]. (Silent).
(Source: XYZ, 13 Juni 2025).	

Text 4 demonstrates the use of speech acts of directive by the hypnotherapist to guide the client in constructing an internal dialogue with their inner child. At the same time, the hypnotherapist indirectly provides congratulatory speech acts by asking the client to praise their inner child. Such congratulatory expressions, in the form of praise, are intended to evoke feelings of pride and self-confidence in the client, replacing negative thoughts with gratitude and optimism. The fragment of the text is presented in the following table.

Table 4a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Induction Stage.

Hypnotherapist's (HU) – Client's Utterances (CU)		Speech Acts
HU	(1) <i>Acok Bang sampaikan ka inyo!</i>	Directive
	(2) <i>Acok Bang berbicara dengan diri</i>	Directive
	(3) <i>Sering sampaikan! Wahai inner child</i>	Directive
	(4) <i>Dan Abang harus menghargai juo inner child ko</i>	Directive
	(5) <i>Tapi tetap ingatkan dia,</i>	Directive
	(6) <i>kamu hebat, saya bangga.</i>	Expressive
CU	[Diam]	Expressive

Table (4a) contains seven text fragments, namely (1) to (6), and one response from the client. The sequence of speech acts is *directive-expressive (DE)*. The speech acts are delivered in an empathetic therapeutic atmosphere, functioning as a form of suggestion that reinforces a positive self-image. These commands typically emerge after the trance phase, when the client is more open to subconscious influence. By embedding affirmations in (6), the hypnotherapist aims to replace the client's negative perceptions with healthier and more constructive ones.

The hypnotherapist applied various communication strategies during therapy. This is designed to create a pleasant atmosphere and convey a compelling message during the hypnotherapy process. The following is another example of a text structure in the induction stage of the hypnotherapy practice.

Table 5. Suggestive Speech Acts in the Induction Stage.

Text 5	
Hypnotherapist	[<i>Abang coba latihan. Itu penting. Beko cubo, saran awak, yang paliang rami cari.</i> "... Jadi tinggal abang duduak. Baik beko Yu, ke Parewa Shop Coffee tu latihan] (You should practice, test yourself – that is important. My advice is, go for the one that's most in demand. So, all you need to do is sit down. Bring him along later, Yu, to Parewa, shop for coffee, and to practice there).
Client's wife	[<i>Yo, Parewalah</i>] (Yes. Parewalah)
Hypnotherapist	[<i>Pokok di sinan tu, satok tibo se, angkek badan abang tu. Tarik nafas. Katakan pada inner childmu, Kamu tenang ya. Semua orang-orang baik</i>] (Anyway, when you get there, when you arrive, show your self-confidence. Inhale. Tell it to your inner child. "You calm down. Everyone here is a good person).
Client	[Diam] (Silent).

(Source: XYZ, 13 Juni 2025).

In the dialogue, the hypnotherapist's utterances function as suggestive language. The hypnotherapist offers gentle direction rather than strict commands, using persuasive language to make the advice more easily accepted, as shown in the following table.

Table 5a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Induction Stage.

Hypnotherapist's – Client's Wife's Utterance		Speech Acts
HU	(1) <i>Abang coba latihan.</i>	Directive
	(2) <i>Itu penting.</i>	Representative
	(3) <i>Beko cubo, saran awak, yang paliang rami cari.</i>	Directive
	(4) <i>Jadi tinggal abang duduak.</i>	Directive
	(5) <i>Baik beko Yu, ke Parewa Shop Coffee tu latihan.</i>	Directive
CW	CW- <i>Yo, Parewalah.</i>	Representative
HU	(6) <i>Pokok di sina tu, satok tibo se,</i>	Directive
	(7) <i>Angkek badan Bang tu.</i>	Directive
	(8) <i>Tarik nafas.</i>	Directive
	(9) <i>Katakan pada inner child mu, kamu tenang ya!</i>	Directive
	(10) <i>Semua di sini orang baik-baik.</i>	Representative
CU	[Diam].	Exspressive

Table (5a) contains twelve text fragments with the sequence of speech acts being *directive-representative-expressives (DRE)*. In the dialogue, the hypnotherapist's utterances function as suggestive speech acts in (1), (3), (4), and (5), while the client's wife's response is expressed in a representative speech act in (2). It is done to create effective delivery of the message.

It is also evident in (4) and (5), where the advice is framed concretely, making it feel achievable and non-threatening. The client's wife's response shows acceptance, indicating that the advice has successfully guided the client's actions while maintaining a supportive and persuasive therapeutic atmosphere. Furthermore, within the induction stage of the client's hypnotherapy session, another variation of the dialogue model is illustrated in the following table.

Table 6. Suggestive Speech Acts in the Induction Stage.

Text 6	
Client	[<i>Kadang wak, kadang, ngecek kareh. Kadang wak di kafe tu, Kadang ketek-ketek ngeceknyo. Wak takuik kan, kok kareh suaro, beko salah sabuik. Berang urang ka wak.....</i>]
Hypnotherapist	[<i>Urang tu dak peduli do bang. Lupo nyo jo awak. Kadang itu wak kepedean namonyo tadi ndak ?. Beko dak ingek nyo jo awak ko</i>] (People do not really care, you know, Bang. They have forgotten about you. Sometimes that is what I call being overconfident. Later on, they will likely forget about you.
Client	[<i>Tertawa ringan</i>] (laughed lightly) (Source: SRC, 13 June 2025).

By reframing the client's perception of their social environment, the hypnotherapist delivers implicit suggestions that direct the client not to focus excessively on others' judgments. Moreover, the hypnotherapist also employs narratives or personal stories as a form of indirect suggestion in the text above. The sequence of speech acts in the above text is illustrated in the following table.

Table 6a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Induction Stage.

Client's (CU) - Hypnotherapist's Utterances (HU)		Speech Acts
CU	(1) <i>Kadang wak, kadang, ngecek kareh.</i>	Representative
	(2) <i>Kadang Wak di kafe tu, ketek-ketek ngeceknyo.</i>	Representative
	(3) <i>Wak takuik kan,</i>	Directive
	(4) <i>Kok kareh suaro, beko salah sabuik.</i>	Representative
	(5) <i>Berang urang ka wak.</i>	Representative
HU	(1) <i>Urang tu dak peduli do Bang.</i>	Representative
	(2) <i>Lupo nyo jo awak.</i>	Representative
	(3) <i>Kadang itu wak kepedean namonyo tadi ndak ?</i>	Directive
	(4) <i>Beko dak ingek nyo jo awak ko.</i>	Representative
CU	[<i>Tertawa ringan</i>].	Expressive

Table (6a) contains ten text fragments. The sequence of speech acts in the text is *representative-directive-expressives (RDE)*. From the above data, a form of suggestive speech act is evident in the representatives' utterances of the hypnotherapist (1) and (2). The utterances are representative illocutions designed to help the client recognize that the anxiety experienced originates from flawed personal assumptions or thought patterns.

In the induction stage, a crucial phase where the hypnotherapist guides the client from a state of consciousness into a state of hypnosis, the use of suggestive speech acts is

observed to play a central role in shaping this transition of awareness. At this stage, the alertness of the client's conscious mind is gradually reduced, while mental and physical relaxation are enhanced, allowing the client to become more receptive to suggestions. During this phase, the communication between the hypnotherapist and the client shifts from ordinary interaction to a more profound and more suggestive form of communication. Language becomes the primary tool that bridges the client's consciousness with their subconscious.

During the induction stage of hypnotherapy, the communicative process between the hypnotherapist and the client undergoes a significant shift from ordinary interaction to a more profound and suggestive form of communication. The goal of induction is to guide the client from a state of consciousness into a hypnotic state. In this condition, the alertness of the conscious mind decreases significantly while mental and physical relaxation increase. At this stage, language plays a central role as the primary tool for bridging the conscious and subconscious minds of the client. The example is illustrated in the following excerpt.

Table 7. Suggestive Speech Acts in the Induction Stage.

Text 7	
Hypnotherapist	[<i>Bangga jo diri? Berarti yang tidak berdamai adalah inner child. Inner child tu ndak berdamai</i>]. (Proud of yourself? It means you are not at peace with your inner child).
Client	[<i>Tapi akurnyo</i>]. (but the inner child is okay).
Hypnotherapist	[<i>Kadang-kadang akur. Tapi kan terjadi konflik ndak?. Baa caro melenyapkan inner child ?. Acok Bang sampaikan ka inyo. Acok bang berbicara dengan diri. Wahai diri kecilku, kalau dak karno iko, dak mungkin nyo berada di titik iko. Mungkin dak saya berada di titik iko? Bersyukur dak?</i>]. (Sometimes it is Okay. But there is a conflict, is it? How to get rid of the inner child? Tell him frequently!. Ooo, my inner child!. If not because of you, I would not be at this point. Could I be in this situation? Be grateful, right?).

The text above generally describes the inner conflict faced by the client. In this stage, the client was still troubled. The client still cannot focus his mind. He had not been able to calm his mind. There is a debate between the hypnotherapist and the client about the inner child. This was reflected in the dialogue between the hypnotherapist and the client during the induction stage. A description of each speech act used in the induction stage is presented in the following table.

Table 7a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Induction Stage.

Hypnotherapist's – Client's Utterances		Speech Acts
HU	(1) <i>Bangga jo diri!</i>	Directive
	(2) <i>Berarti yang tidak berdamai adalah inner child.</i>	Representative
	(3) <i>Inner child tu ndak berdamai."</i>	Representative
CU	<i>Tapi akurnyo.</i>	Representative
HU	(3) <i>Kadang-kadang akur.</i>	Representative
	(4) <i>Tapi kan terjadi konflik ndak?</i>	Representative
	(5) <i>Baa caro melenyapkan inner child?</i>	Directive
	(6) <i>Acok Bang sampaikan ka inyo!</i>	Directive
	(7) <i>Acok bang berbicara dengan diri.</i>	Directive
	(8) <i>Wahai diri kecilku, kalau dak karno iko,</i>	Representative
	(9) <i>dak mungkin nyo berada di titik iko.</i>	
	(10) <i>Bersyukur dak?</i>	Directive

From the excerpt above, the hypnotherapist not only provides affirmations in an explicit form, as in (2), which contains implicitly positive suggestive speech acts, but also employs rhetorical questions or guiding questions to lead the client toward a particular therapeutic understanding. Hypnotherapist's utterances (1) to (10) can function as suggestive speech acts intended to direct the client's thoughts toward recognition, acceptance, and healing. The sequences of speech acts are *directives-representatives* (DR). Suggestive speech acts are embedded in this sequence.

Structurally, the utterance takes the form of a question. However, pragmatically, it serves an imperative function, guiding the client to reflect on their experiences, accept reality, and come to terms with their past. It still falls under the directive category, even though its form is not explicitly stated. Its function remains the same to deliver suggestions in a subtle yet therapeutic manner.

3.4 Suggestive Speech Acts in the Suggestion-giving State.

Subsequently, in the suggestion-giving stage, the hypnotherapist delivers a series of statements or advice directed at the client's subconscious, intending that these suggestions remain embedded in the client's mind even after the session ends. Once the client has entered the hypnotic state, the hypnotherapist articulates a sequence of suggestions intended to instill ideas, behavioural changes, or desired healing outcomes. The suggestive speech acts identified in this stage are evident in the illocution of the following text.

Table 8. Suggestive Speech Acts in the Suggestion-giving State.

Text 8	
Hypnotherapist	[<i>Kita lanjut relaksasi ya. Okay, Bang, ya. Lebih nyaman Bang, dari pada sebelumnya?</i>]. (Okay. Let us continue with the relaxation. Okay, Bang? Feeling more comfortable now than before?).
Client	<i>Nyaman Bang.</i> [Suara lirih].
(Source: XYZ, 13 Juni 2025).	

The text above is a continuation of the dialogue between a hypnotherapist and a client during the induction stage. It describes a situation where the hypnotherapist and the client have almost reached a common understanding. The hypnotherapist's goal of creating a comfortable atmosphere for the client is evident in the positive signs. The client responds positively to the hypnotherapist. The sequence of speech acts is illustrated in the following table.

Table 8a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Suggestion-giving State.

No	Hypnotherapist's (HU) – Client's Utterances (CU)	Speech Acts
HU	(1) <i>Kita lanjut relaksasi ya?</i> .	Directive
	(2) <i>Okay, Bang, ya ?</i> .	Directive
	(3) <i>Lebih nyaman Bang, dari pada sebelumnya?</i> .	Directive
CU	<i>Nyaman Bang</i> [Suara lirih].	Representative

The dialogue above shows that the hypnotherapist enters the suggestion-giving phase, marked by utterances (1) and (2). The sequence of speech acts is *directives-representatives* (DR), with directives being the primary type. These utterances function to label and bring the client's awareness to the behavioural pattern being experienced, while simultaneously redirecting the client's focus back to the therapeutic process. The utterance

(2) and (3) represents a directive illocution delivered gently to guide the client into a deeper state of relaxation. Furthermore, utterances (3) and (4) take the form of a suggestive question intended to instill the belief that the client's condition has improved. Although framed as a question, this utterance contains a positive suggestion that encourages the client to affirm the sense of comfort they are experiencing.

After observing the client's psychological state, the hypnotherapist creates scenarios that can help them develop a positive emotional state. Through his imagination, the client is asked to choose a comfortable location to calm himself, as described in the following text.

Table 9. Suggestive Speech Acts in the Suggestion-giving State.

Text 9	
Hypnotherapist	[<i>Okay. Sekarang rileks. Temukan tempat yang nyaman!</i>]. (Okay. Now, be relaxed. Find a comfortable place!).
Client	[<i>Diam tetapi seperti mengikuti arahan Hypnotherapist</i>].
Hypnotherapist	[<i>Okay. Kalau boleh tahu, Abang pilih tempat itu di mana? Silakan jawab sambil tutup mata. Sudah dipilih tempatnya? Di mana tempatnya?</i>]. (Where did you choose the place, Bang? Please answer while keeping your eyes closed. Have you chosen the place?. Where is it?).
Client	[<i>Di bukit</i>]. (In the hill).
Hypnotherapist	[<i>Nyaman di bukit? Di sana hanya ada siapa saja? Abang sendiri atau ada orang lain?</i>]. (You feel comfortable on the hill? Who is with you? Are you alone, or is someone else?).
Client	[<i>Diam</i>]. (Silent).

(Source: XYZ, 13 Juni 2025).

The text above depicts a scenario in which a hypnotherapist asks a client to relax and imagine finding a comfortable place to calm themselves. A few moments later, the hypnotherapist asks the client to choose a preferred location. The client responds that their preferred location is *bukit* (hill). The sequence of speech acts in the text above is illustrated in the following table.

Table 9a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Suggestion-giving State.

Hypnotherapist's (HU) – Client's Utterances (CU)		Speech Acts
HU	(1) Okay. Sekarang rileks.	Directive
	(2) Temukan tempat yang nyaman.	Directive
	(3) Okee. Kalau boleh tahu,	Directive
	(4) Abang pilih tempat itu di mana?	Directive
	(5) Silakan jawab, sambil tutup mata.	Directive
	(6) Sudah dipilih tempatnya?	Directive
	(7) Di mana tempatnya?	Directive
CU	[Tempatnya] di bukit.	Representative
HU	(8) Nyaman di bukit?	Directive
	(9) Di sana hanya ada siapa saja ?.	Directive
	(10) Abang sendiri atau ada orang lain?.	Directive
CU	[Diam].	Expressive

Table (9a) contains twelve text fragments. The sequence of speech acts is *directive-representative-directive* (DRE). The form of a suggestive speech act, in the form of directives, is also found. Utterances as in (1) to (5) are direct but non-literal, because although they appear as questions, their purpose is not merely to obtain factual answers. Instead, these questions are directed to encourage the client to imagine a specific calming situation or location, thereby eliciting a positive emotional response in a state of relaxation.

Similarly, the utterances in (6) to (8) are also non-literal, suggestive questions, as they guide the client toward a more detailed visualization. In this way, questions not only elicit information but also serve as a medium for suggestion, shaping a mental experience that supports the therapeutic process.

Next, after the client has found a comfortable position, the hypnotherapist reinforces the suggestion to strengthen the client's self-confidence. The construction of the dialogue text is evident in the following passage.

Table 10. Suggestive Speech Acts in the Suggestion-giving State.

Text 10	
Hypnotherapist	<p>[<i>Di bukit ini, anda duduk, dengan damai. Tenram? Oke. Bagus. Karena ada punya inner child, luka batin masa lalu, suruh dia keluar dari tubuh anda. Dia adalah bagian dari diri kecil anda. Dia mirip dengan anda. Tarik nafas, keluarkan dari hidung. Buang. Dia duduk di samping anda</i>].</p> <p>(On this hill, you sit, peacefully. Serene? Okay. Good. Because you have an inner child, a past emotional wound, ask it to leave your body. It is a part of your childhood. It is like you. Breathe in, breathe out through your nose. Exhale. It sits beside you).</p> <p>[Jeda]</p> <p>[<i>Itu adalah diri anda. Kasi warna jelas!. Kalau bisa memperlihatkan. Silakan bayangkan. Kalau hanya bisa merasakan, silakah rasakan. Kalau hanya bisa mendengarkan silakan dengarkan. Kalau boleh tahu, inner child anda pakai baju warna apa dia, masa kecil anda?</i>].</p> <p>(That is you. Please give it a clear color! If you can show it, please imagine it. If you can only feel it, please feel it. If you can only hear it, please listen. What color clothes did your inner child wear when you were a child?).</p>
Client	<p>[Biru].</p> <p>(Blue).</p>

(Source: XYZ, 13 Juni 2025).

The text above is a continuation of a dialogue between a hypnotherapist and a client in a state of suggestion-giving. The hypnotherapist praises the location the client has chosen. The hypnotherapist asks the client to become comfortable in that location and release any negative feelings he has experienced. The hypnotherapist even suggests the client contemplate his childhood. The expressions used by the hypnotherapist are designed in the form of metaphors. The sequence of speech acts in the text above is illustrated in the following table.

Table 10a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Suggestion-giving State.

Hypnotherapist's (HU) – Client's Utterances (CU)		Speech Acts
HU	(1) <i>Di bukit ini, anda duduk, dengan damai</i>	Representative
	(2) <i>Tenram?</i>	Directive
	(3) <i>Oke. Bagus.</i>	Expressive
	(4) <i>Karena ada punya inner child, luka batin masa lalu,</i>	Representative
	(5) <i>suruh dia keluar dari tubuh anda.</i>	Directive
	(6) <i>Dia adalah bagian dari diri kecil anda.</i>	Representative
	(7) <i>Dia mirip dengan anda.</i>	Representative
	(8) <i>Tarik nafas!</i>	Directive
	(9) <i>Keluarkan dari hidung!</i>	Directive
	(10) <i>Buang!</i>	Directive
	(11) <i>Dia duduk di samping Anda.</i>	Representative
	[Jeda]	
	(Pause)	
	(12) <i>Itu adalah diri anda</i>	Representative

(13) <i>Kasi warna jelas!</i>	Directive
(14) <i>Kalau bisa memperlihatkan</i>	Directive
(15) <i>Silakan bayangkan</i>	Directive
(16) <i>Kalau hanya bisa merasakan, silakah rasakan!</i>	Directive
(17) <i>Kalau hanya bisa mendengarkan silakan dengarkan!</i>	Directive
(18) <i>Kalau boleh tahu, inner child anda pakai baju warna apa dia ?</i>	Directive
(19) <i>Masa kecil Anda?</i>	Directive
CU Biru.	Representative

In the data above, the suggestive speech acts are embedded in speech acts of *representatives-directives-expressives* (RDE), which are dominated by directives followed by representatives and expressives, as in (1) to (19). These utterances are representative illocutions that construct a particular mental image in the client's mind. The utterances create a calm atmosphere while simultaneously directing the client's focus toward visualization as part of the therapeutic process. These instructions represent directive illocutions that explicitly guide the client to perform imaginary and physical actions. Such commands strengthen the engagement of the subconscious mind and help the client build a symbolic interaction with their inner child. What is interesting to note is the fact that utterances (4), (5), (6), (7), and (11) to (19) used by the hypnotherapist are metaphorical expressions. Metaphor is a comparison of one thing with another by examining the similarities in the semantic components of the two entities being compared (Lakoff, 1994; Oktavianus, 2024; Revita, 2024).

There is also variation in communication strategies during the suggesting-giving stage. The communication strategy employed in this stage can be observed in the following text, which is a transcript from a hypnotherapy session practice.

Table 11. Suggestive Speech Acts in the Suggestion-giving State.

Text 11	
Hypnotherapist	[<i>Kamu tidak perlu malu mengekspresikan diri kamu. Paham? Sampaikan semua yang kamu tahan selama ini. Sampaikan semuanya. Apapun itu, silakan kamu sampaikan</i>] (You do not have to be shy about expressing yourself. Okay? Say everything you have been holding back. Say it all. Whatever it is, feel free to say it).
Client	[Diam] (Silent).
Hypnotherapist	[<i>Pernah disalahkan? Sering? Dipukul? Dimaki-maki? Tidak diperhatikan? Direndahkan? Pernah? Oke. Inner child, kamu jawab sejujur-jujurnya. Kira-kira berapa persen kamu mau memaafkan papa kamu. Skala 1 – 10, sepuluh tertinggi. Saya tidak paksa hari ini</i>]. (Have you ever been blamed? Often? Hit? Swearred at? Ignored? Demeaned? Ever? Okay. Inner child, answer as honestly as you can. Approximately how much would you forgive your father? On a scale of 1 to 10, 10 is the highest. I will not force you today).
Client	[Diam]. (Silent)
Hypnotherapist	[<i>Siap gak kamu memaafkan papa? Siap? Kira-kira berapa persen?</i>]. (Are you ready to forgive your father? Ready? Approximately what percent?
Client	[Diam. Expresi berat] (Silent with complicated expressions).
Hipnoterapist	[<i>Delapan? Sepuluh tertinggi. Paham?</i>]. (Eight?. Ten is the highest. Okay?
Client	[Jawab berbisik]. [<i>Delapan</i>] (Answered in a whisper). (Eight).

(Source: XYZ, 13 June 2025)

In the text above, the hypnotherapist inspires the client to express themselves without shame or hesitation. The hypnotherapist asks the client to express everything they are feeling. The hypnotherapist even challenges the client to forgive their parents. The sequence of speech acts is illustrated in the following table.

Table 11a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Suggestion-giving State.

No	Hypnotherapist's (HU) – Client's Utterances (CU)	Speech Acts
HU	(1) <i>Kamu tidak perlu malu mengekspresikan diri kamu</i>	Representative
	(2) <i>Paham?</i>	Directive
	(3) <i>Sampaikan semua yang kamu tahan selama ini</i>	Directive
	(4) <i>Sampaikan semuanya</i>	Directive
	(5) <i>Apapun itu</i>	Representative
	(6) <i>Silakan kamu sampaikan</i>	Directive
CU	[diam]	Expressive
HU	(7) <i>Pernah disalahkan?</i>	Directive
	(8) <i>Sering?</i>	Directive
	(9) <i>Dipukul?</i>	Directive
	(10) <i>Dimaki-maki?</i>	Directive
	(11) <i>Tidak diperhatikan?</i>	Directive
	(12) <i>Direndahkan?</i>	Directive
	(13) <i>Pernah?, Okay</i>	Directive
	(14) <i>Inner child, kamu jawab sejujur-jujurnya!</i>	Directive
HU	(15) <i>Siapa nggak kamu memaafkan papa?</i>	Directive
	(16) <i>Siapa?</i>	Directive
	(17) <i>Kira-kira berapa persen?</i>	Directive
CU	[Diam. Ekspresi berat]	Expressive
HU	(18) <i>Delapan?</i>	Directive
	(19) <i>Sepuluh tertinggi</i>	Representative
	(20) <i>Paham?</i>	Directive
CU	[Jawab berbisik]. <i>Delapan</i>	Representative

Another form of suggestive speech act found in the data is expressed through commands as in (3), (4), (5), and (6). These instructions are categorized as direct non-literal speech acts because, although they structurally appear as commands, their meaning functions as emotional encouragement for the client to express long-suppressed feelings. The instructions are delivered empathetically, creating a safe environment in which the client can self-express without fear of judgment. In addition to commands, there are also suggestive questions, such as those in sections (7) to (20). The sequence of the speech acts is representatives-directives – expressives (*RDE*), dominated by directives.

Furthermore, we can also observe the other strategy employed by the hypnotherapist during the treatment stage, specifically the suggestion-giving stage, as shown in the following table.

Table 12. Suggestive Speech Acts in the Suggestion-giving State.

Text 12	
Hypnotherapist	[<i>Kamu hebat. Kamu pemaaf. Saya bangga. Kamu bertarung dalam kehidupanmu. Saya bangga. Tapi saya minta mulai hari ini, coba slow motion hidup kita. lebih santai. lebih rileks. Nikmati setiap detik kehidupan dengan teknik mindfulness</i>]. (You are amazing. I am proud of you. You are forgiving. I am proud of you. You are fighting for your life. I am proud of you. However, starting today, you should slow down your life and be more relaxed. Enjoy every second of your life with mindfulness techniques).
Client	[Diam]. Ekspresi biasa. Mata tertutup. Badan rebah. Tiduran.

(Silent). (Normal expression. Eyes closed. The body is lying down).

(Source: XYZ, 13 June 2025)

In the text above, the hypnotherapist praises and flatters the client. Then, the hypnotherapist advises the client to be more relaxed and enjoy life in the future. Details of the speech acts are presented in the following table.

Table 12a. Hypnotherapist's (HU) – Client's Utterances (CU) in in the Suggestion-giving Stage..

No	Hypnotherapist's (HU) – Client's Utterances (CU)	Speech Acts
HU	(1) <i>Kamu hebat</i>	Expressive
	(2) <i>Kamu pemaaf</i>	Expressive
	(3) <i>Saya bangga</i>	Expressive
	(4) <i>Kamu bertarung dalam kehidupanmu</i>	Representative
	(5) <i>Saya bangga</i>	Expressive
	(6) <i>Tapi saya minta mulai hari ini</i>	Directive
	(7) <i>coba slow motion hidup kita,</i>	Directive
	(8) <i>lebih santai,</i>	Directive
	(9) <i>lebih rileks</i>	Directive
	(10) <i>Nikmati setiap detik kehidupan dengan teknik mindfulness</i>	Directive
CU	[Diam]. Ekspresi biasa. Mata tertutup. Badan rebah. Tiduran	Expressive

A form of congratulatory or positive acknowledgment speech is found in (1) to (5). These utterances function as an affirmation that strengthens the client's self-confidence and self-esteem. By providing explicit validation, the hypnotherapist encourages the client to recognize and appreciate positive values within themselves and carry those feelings into their everyday life. The sequence of the speech acts is *expressive-representative – directives (ERD)* and balanced between expressive and directive elements.

The stage of suggestion delivery represents the core phase in the hypnotherapy process, as in (6) to (10), in which the hypnotherapist delivers a series of utterances designed to implant beliefs, behavioural changes, or emotional healing within the client's subconscious. At this phase, the client has already entered a hypnotic state, marked by slowed brain waves, making them more receptive to verbal suggestions. In hypnotherapy practice, this stage demonstrates that language is not merely a communication tool but has evolved into a therapeutic medium rich in meaning and significance. We can also observe the other model of the text in this suggestion-giving state, as in the following table.

Table 13. Suggestive Speech Acts in the Suggestion-giving Stage

Text 13	
Hypnotherapist	[Apakah perjuangan ini buruk di akhirnya? Tidak. Dari Anda ndak makan, dari Anda kuliah, sampai ada modal lima ribu, sampai Anda menahan lapar semuanya, ya. Sampai Anda kuliah harus dengan bayar beasiswa, sampai Anda harus berhenti kuliah, hari ini Anda nikmati. Nikmati gak? Bersyukur? Ternyata ada niat baik Tuhan untuk Anda]. (Is this struggle bad at the end? No. From not eating, to going to college, to having money five thousand rupiah, to enduring hunger, yes. From attending college on a scholarship to having to drop out. Today, you are enjoying it. Are you enjoying it? You must be grateful? It turns out that God has good intentions for you).
Client	[Diam] (Silent)
Hypnotherapist	[Tarik nafas panjang. Buang. Sampaikan ke inner child. Thank you, ya inner child. Aku bangga]. ([Take a deep breath. Exhale. Say it to your inner child. Thank you, inner child. I am proud]).

(Source: XYZ, 13 June 2025)

The text above is worth examining. The hypnotherapist attempts to explain everything the client is experiencing. Then, the hypnotherapist narrows down the situation to what is happening, explaining that whatever happens, we must be able to face it and emerge from it. The sequence of speech acts is illustrated in the following table.

Table 13a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Suggestion-giving State.

No	Hypnotherapist's (HU) – Client's Utterances (CU)	Speech Acts
HU	(1) <i>Apakah perjuangan ini buruk di akhirnya?</i>	Directive
	(2) Tidak.	Representative
	(3) Dari Anda ndak makan.	Representative
	(4) dari Anda kuliah.	Representative
	(5) sampai ada modal lima ribu.	Representative
	(f) sampai Anda menahan lapar semuanya, ya.	Representative
	(7) <i>Sampai Anda kuliah harus dengan bayar beasiswa.</i>	Representative
	(8) <i>Sampai Anda harus berhenti kuliah.</i>	Representative
	(9) <i>hari ini Anda nikmati.</i>	Representative
	(10) <i>Nikmati gak ?.</i>	Directive
	(11) <i>Bersyukur?</i>	Directive
	(12) <i>Ternyata ada niat baik Tuhan untuk Anda.</i>	Representative
CU	[Diam]	Expressives
HU	(13) Tarik nafas panjang!.	Directive
	(14) Buang!.	Directive
	(15) Sampaikan ke inner child!	Directive
	(16) Thank you, ya inner child!	Expressive
	(17) Aku bangga.	Expressive

Table 13a contains eighteen speech acts with the sequence of *directives* – *representatives* – *expressives* (DRE) as in (1) to (17), dominated by representatives followed by directives and expressives. The hypnotherapist flashed back to the client's past, starting with questions as in (1), and the question is answered by the hypnotherapist himself as in (2). Next, the hypnotherapist portrayed what the client experienced in the past, as in (3) to (8). It concluded by stating that past experiences need to be appreciated and are not always negative, as in (9) to (12). The hypnotherapist then asks the client to bring out his inner child and express gratitude to the inner child who has made the client get what he is enjoying now, as in (13 to 17). The client provides a limited number of responses. He just stayed silent.

3.5 Suggestive Speech Acts in The Termination Stage.

Subsequently, in the termination stage, which is the closing phase of the hypnosis session, the subject is gently guided back to a conscious state to avoid disorientation or post-session psychological disturbances. An example of suggestive speech acts found in this stage is presented in the following table.

Table 14. Suggestive Speech Acts in the Termination Stage.

Text 14	
Hypnotherapist	[<i>Satu, dua, nanti hitungan ketujuh buka mata. Tiga. Empat, mulai masuk ke ruang praktik saya. Lima, pelan-pelan ya. Enam, mulai merasakan kaki, badan, seluruh badan, leher. Oke. Tujuh, perlahan-lahan silakan buka mata. Jauh lebih fresh lagi. Lebih segar. Lebih bahagia. Lebih happy.</i> (One, two, on the count of seven, open your eyes. Three. Four, start entering my practice room. Five, take it slow. Six, start feeling your feet, your body, your whole body, your neck. Okay. Seven, slowly open your eyes. Much fresher. Fresher. Happier. Happier)]
Client	[Mulai membuka mata perlahan].
Hypnotherapist	[<i>Baa ketika abang basobok jo inner child abang? Itu pertama kali sobok ndak?</i> (What about when you met your inner child? Was that the first time you met?)]
Client	[Murah hati nyo. Tapi kalau tersakiti, gampang nangihnyo]. (He is generous. But if he is hurt, he is likely to cry.)

(Source: XYZ 13 June 2025)

The text above is the closing dialogue between the hypnotherapist and the client. The atmosphere appears relaxed. The client is starting to feel happier. The dialogue has become more dynamic. The client even expresses his feelings. The sequence of nonverbal cues in this final session is also illustrated in the following table.

Table 14a. Hypnotherapist's (HU) – Client's Utterances (CU) in The Termination Stage.

Hypnotherapist's (HU) – Client's Utterances (CU)		Speech Acts
HU	(1) <i>Satu, dua, nanti hitungan ketujuh buka mata!.</i>	Directive
	(2) <i>Tiga. Empat, mulai masuk ke ruang praktik saya!.</i>	Directive
	(3) <i>Lima, pelan-pelan ya!.</i>	Directive
	(4) <i>Enam, mulai merasakan kaki!.</i>	Directive
	(5) <i>Mulai merasakan badan!.</i>	Directive
	(6) <i>Mulai merasakan seluruh badan!.</i>	Directive
	(7) <i>Mulai merasakan leher, Okay?.</i>	Directive
	(8) <i>Tujuh, perlahan-lahan silakan buka mata!.</i>	Directive
	(9) <i>Jauh lebih fresh lagi.</i>	Expressive
	(10) <i>Lebih segar.</i>	Expressive
	(11) <i>Lebih bahagia.</i>	Expressive
	(12) <i>Lebih happy.</i>	Expressive
CU	[Mulai membuka mata perlahan].	Expressive
HU	(13) <i>Baa katiko basobok jo inner child Abang?.</i>	Directive
	(14) <i>Itu partamo kali, Ndak?.</i>	Directive
	(15) <i>Murah hatinyo.</i>	Representative
CU	<i>Tapi kalau tersakiti, gampang nangihnyo.</i>	Representative

Text 14 contains seventeen fragments with a sequence of speech acts, *directives* – *expressives* – *representatives* (DER), where directives are dominant and are followed by expressives and representatives. The termination stage constitutes an essential part of the hypnotherapy session structure. Furthermore, in this sequence, we also observe the use of transitional markers that guide the subject back to consciousness, as seen in (1) to (12). It represents a literal directive speech act designed to lead the subject toward wakefulness. The utterance demonstrates a planned, linear sequence with a strong illocutionary effect, incorporating repetition and positive affective reinforcement, as seen in (9), (10), (11), and (12), which serves to strengthen post-hypnotic suggestion.

Thus, the termination stage is not merely a technical procedure of awakening the client but also a reflection of a complex communicative strategy that integrates literal, indirect, expressive, and educative utterances into a unified sequence. It affirms that in the

hypnotherapist's practice, the structure of speech serves procedural purposes and embodies a reflective and therapeutic interpersonal relationship.

3.6 Suggestive Speech Acts in the Post-hypnosis stage.

At the post-hypnosis stage, the client returns fully to normal consciousness, accompanied by evaluating the impact of the suggestions and reinforcing the positive effects that were implanted earlier. The text in the post-hypnosis stage is presented in the following table.

Table 15. Suggestive Speech Acts in the Post-hypnosis stage.

Text 15	
Hypnotherapist	[<i>Itulah inner child. Tingkatkan taruih kapasitasnyo. Tanamkan sugesti terus menerus. Ada yang mau ditanya?</i>]. (That's the inner child. Keep developing its capacity. Continuously improve suggestives. Do you have any questions?)
Client	[<i>Lah plong dado</i>] (I feel relieved)

(Source: XYZ, 13 June 2025)

The text above is the final dialogue between the hypnotherapist and the client. The client states that the inner child needs continuous suggestion. Its capacity is constantly being developed. The sequence of speech acts is illustrated in the following table.

Table 15a. Hypnotherapist's (HU) – Client's Utterances (CU) in the Post-hypnosis stage.

No	Hypnotherapist's (HU) – Client's Utterances (CU)	Speech Acts
HU	(1) <i>Itulah inner child.</i>	Representative
	(2) <i>Tingkatkan taruih kapasitasnyo!.</i>	Directives
	(3) <i>Tanamkan sugesti terus-menerus!.</i>	Representatives
	(4) <i>Ada yang mau ditanya?.</i>	Directives
CU	<i>Lah plong dado.</i>	Expressives
HU	(5) <i>Berarti lapang nyo, yo?</i>	Exspressives

At this stage, the interaction between the hypnotherapist and the subject shifts from the process of induction and suggestion toward the stage of integration, namely, when the client regains everyday awareness and is asked to evaluate the impact of the entire hypnosis process that has been undertaken. The sequence of speech acts is representatives – directives – expressives (*RDE*).

At the post-hypnosis stage, the hypnotherapist continues to employ directive speech acts subtly through sequences of suggestive interrogatives. It is one of the study's interesting findings because it reveals that linguistic strategies in hypnotherapy are not always explicit, but are often wrapped in forms of speech that are light, relaxed, and even casual. This gap suggests that the study of speech acts in hypnotherapy necessitates an analytical approach that considers not only grammatical form but also the context of use and the speaker's intentions concealed within the utterance structure.

In general, suggestive speech acts function to guide, influence, and instill belief in the hearer, enabling them to better receive, understand, and process the emotional experiences they undergo. In relation to this, the findings of this study reveal that, in the hypnotherapy practice conducted by hypnotherapist on a client six forms of suggestive speech acts were identified as therapeutic communication strategies five forms – statements, prohibitions, commands, advice, and expressions of praise – fall under directive speech acts, namely,

utterances intended by the speaker to prompt the hearer to act: the first form, suggestive statements. Here, the hypnotherapist affirms the client's lived experiences to instill a positive meaning toward suffering and construct a self-image of resilience and strength.

4. CONCLUSION

Based on this study, we can conclude that suggestive speech acts play a crucial role in enhancing the effectiveness of hypnotherapy for anxiety disorders. The suggestive speech acts are deeply embedded in *directives*, *representatives*, and *expressives*. There are fifteen sequences of suggestive speech acts in fifteen texts during the hypnotherapist–client interactions. The sequences are (1) *representatives – directives – expressives* (RDE); (2) *representatives – directives* (RD); (3) *directives – representatives* (DR); (4) *directives – expressives* (DE); (5) *directives – representatives – expressives* (DRE); (6) *representatives – directives – expressives* (RDE); (7) *directives – representatives* (DR); (8) *directives – representatives* (DR); (9) *directives – representatives – expressives* (DRE); (10) *representatives – directives – expressives* (RDE); (11) *representatives – directives – expressives* (RDE); (12) *expressives – representatives – directives* (ERD); (13) *directives – representatives – expressives* (DRE); (14) *directives – expressives – representatives* (DER); and (15) *representatives – directives – expressives* (RDE).

The results of this study have demonstrated the importance of language in providing hypnotherapy to a person with anxiety disorders. The suggestive speech acts can increase the client's self-confidence. However, this study is still limited to types and sequences of suggestive speech acts. Therefore, this study can be expanded in future research to examine the effective and appropriate suggestive speech acts in the hypnotherapy practice of clients with anxiety disorders.

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