



2° World Congress of Brief Strategic and Systemic Therapy World NETWORK
THE MAGIC OF WORDS AND GESTURES



Villa Vittoria - Palazzo dei Congressi - FLORENCE (Italy) - 15th-19th October 2014

Mi place 795 32 0 0 65



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PROGRAMME

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1° DAY WEDNESDAY 15TH OCTOBER - PRE CONFERENCE WORKSHOP

THE ART OF LYING TO OURSELVES & OTHERS

Giorgio Nardone	CTS & STC Change Strategies
Diego Ingrassia	I&G Paul Ekman International

*Lying is a language game that needs to be learned: first of all not to suffer it, however it raises the capabilities of the individual.
 L. Wittgenstein*

Lying and deceit have always been a fundamental aspect when working in the field of human relationships. Even St. Agostine had dedicated a lot of his efforts and works on this argument. He sustained that the act of lying to ourselves and others, is an intrinsic factor of the language, therefore, is an effect of communication.

Lying has always been considered prejudicially a wrong thing, yet this can be regarded so if lying is done consciously, intentionally and with a manipulative intent. Therefore the great majority of lying, such as the self-deception, the consoling deception, the therapeutic deception, the educational deception and the love deception can be dismissed from an ethical and a moral condemnation.

If we look at things from a pragmatic point of view, and if we had to take in account that more than 65% of communicative interactions are not honest if not pure lies, and if we think that our nature imposes us to constant perceptive self-deceptions, just as our culture and our knowledge impose cognitive and behavioral self-deception, lying to ourselves and others becomes a fundamental field of study and application.

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Working with patients who feed their pathology on the base of dysfunctional self-deceptions, indeed, demands an intervention which converts them from dysfunctional into a more therapeutic functional ones, just like in no-clinical context benevolent lying represents a strategic tool in facing life successfully.

Owning tools to discriminate between real and false narratives, between genuine and faked emotional expressions, represents a growing need in a various contexts, such as in medicine, psychology, investigations and so on.

Therefore, the ability to recognize and learn how to use the art of lying to ourselves and to others represents one of the most important competences and skills for those working towards therapeutic and strategic change.

with **Giorgio Nardone** participants will acquire:

an operative tool on the art of deceiving ourselves and lying to others:

- ✓ deceiving ourselves: transforming self-deceptions from dysfunctional to functional ones.
- ✓ different types of self-deceptions and behavioural and psychological disorders
- ✓ self-deceptions and relational dynamics
- ✓ self-deceptions and blocks of performance
- ✓ the benevolent forms of lying to others: the strategic, therapeutic, consoling and educational lying

Identifying the liar and the Pragmatics of lying

- ✓ the basic forms of lying and advanced techniques
- ✓ detailed descriptions and plausible arguments
- ✓ mixing lies and truths
- ✓ acting the lie

Manipulating the liar

- ✓ creating confusion: supporting the lie to make it collapse
- ✓ the wise who acts the fool
- ✓ Mentire dicendo la verità
- ✓ lying by saying the truth
- ✓ real cases demonstrations

with **Diego Ingrassia** we acquire knowledge on:

- ✓ the approach to the Paul Ekman's scientific methodology in analysing the cues of truth and lie
- ✓ distinction between a real and a fake story
- ✓ the most common errors during an assessment and the false myths in the non verbal communication
- ✓ an observation technique of the 5 channels of communication
- ✓ how to identify concealed emotions through the interpretation of facial micro-expressions
- ✓ how to implement the competence of contextual listening
- ✓ real cases demonstrations

A usual practice for both speakers is to work with a constant interaction with participants and make use of volunteers from the audience for live intervention demonstrations. .

Work Timetables:

09.00	Registrazione
10.00	Opening statement
11.15	Coffee break
13.00	Lunch-break
14.30	Opening statement
16.15	Coffee break
18.30	Closing statement

Language:

The Pre-Conference Workshop will be translated from Italian to English and English to Italian following a consecutive modality.

2° DAY THURSDAY 16 OCTOBER PROGRAMME

09.00 Greetings and Opening statement from High Authorities

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- 09.30 **Introduction:** by the Coordinator of the Brief Strategic and Systemic World Network, *Prof. G. Nardone*.
 "Performative communication. Pragmatics from ancient times to our very days. Strategies of argumentation. The structure of communicative forms. Managing non-verbal and paraverbal language. Persuading, convincing, and manipulating.."
Chairman: Prof. Saulo Sirigatti
- 10.30 **Report:** "Origins and evolutions of indirect hypnotic language: linguistic and somatic metaphors for change of the individual and its systems"
Prof. C. Loriedo
- 11.15 **Report:** "The logic of the Pragmatic Act: Perceptive-reactive systems and functional and dysfunctional interpersonal relationships. From healthy to pathological systems, an effect of communication."
Prof. J.J. Wittezaele
- 11.45 **Report:** "Humor and Provocation and its effect on the therapeutic relationship"
Prof. Stefan Geyerhofer
- 12.15 **Report:** "Emotions and their evolved functions. The Paul Ekman's state of the art and the physiology of emotions . Research and new developments of its application."
Diego Ingrassia
Chairman: Prof. Enrico Molinari
- 13.00 **Panel:** "The Art of Reframing: techniques for leading interlocutors to change their point of view, prospective and actions."
Prof. J.J. Wittezaele, Prof. G. Nardone, Prof. M. Elkaim, Prof. S. Geyerhofer.
- 14.30 **Panel:** "The Art of prescription: leading the patient to follow us through injunctive communication, verbal and non verbal linguistic methods"
Dr. C. Hybarger, Prof. C. Loriedo, Prof. G. Nardone.
- 16.00 **Panel:** "The Art of Strategic Dialogue: formulating discriminating and orienting question with an illusion of alternatives. Paraphrasing so as to redefine and evoke sensations. Rendering change a co-joint discovery rather than a imposed prescription."
Prof. J.J. Wittezaele, Prof. G. Nardone, Prof. M. Elkaim
Chairman: Prof. Pio Enrico Ricci Bitti
- 17.00 **Presentation:** "The differences in communication to make patients do something or stop doing it: a work with parents"
Dr. L. Velarde
- 17.30 **PRESENTATIONS SELECTED BY THE SCIENTIFIC COMMITTEE:**
Cases resolved through innovative techniques.
- ✓ "Abracadabra: I create what I say" *Dr. Daniela Poggiolini*
 - ✓ "From psycho-diagnosis to specific treatment: the use of linguistic-corporeal metaphors within systemic co-therapeutic settings in various phases of treatment: A resolved case ." *Dr. O. Convertino, Dr. E. Berardi, Dr. V. Lucia, Dr. G. Andreoni, Dr. A. Giacobbe*
 - ✓ "Combination of psychotherapeutic discourse strategies: understanding the communication factors involved in the change process of verbal interactions within strategic and systemic therapies" *Dr. F. Verhaegen, Dr. N. Steffens, Dr. G. Lambrette, Dr. JJ Wittezaele*
 - ✓ "Utilizing intuitions of the unconscious through hypnotic-therapeutic techniques" *Dr. K. Brandt*
Chairman: Annamadia Mandese
- 18.30 **Guest Symposia: "Brief psychotherapy and psychoanalysis"**
- ✓ "Contributions of neuro-psychoanalysis in brief psychoanalytic psychotherapy" *Prof. Massimo Di Giannantonio*
 - ✓ "Mind-shaping: a brief psychoanalytic method to schizophrenia " *Prof. Marco Alessandrini*
 - ✓ "A mutative psychoanalytic process: Intra and inter-psychic transformative accelerations " *Prof. Piero Petrini*
- 18.45 Guided tour of the Poster
- 19.00 **CLOSING STATEMENT**

3° DAY FRIDAY 17th OCTOBER

- Chairman: Prof. Alessandro Salvini*
- 09.00 **Report/Demo:** "The therapist's feelings as an asset in systemic psychotherapy."
Prof. M. Elkaim
- 10.00 **Presentation:** "Pragmatic Communication in Cybertherapy: how to use new technology to work in a strategic way with clients."
Dr. T. Garcia Rivera
- 10.30 **Presentation:** "The narrative style of the integrative strategic group: tools to conduct therapy efficiently "
Dr. G. Celia
- 11.00 **Presentation:** "How should we communicate today?"
Dr. G. Gulotta
- 11.45 **Report:** "The magic of analogical language: a case report."
Dr. I. Hoffmann-Bisinger
- 12.15

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- Report: "The corrective emotional experience: integrative systemic psychotherapy in the treatment of language disorders in developmental age."**
Dr. Salvatore Gentile
- 12.45 **Video: "Lessons with the Great Masters D.D. Jackson, J. Weakland, P. Watzlawick: unedited videos of treated cases."**
Presentation:*Dr. W. Ray,*
Comments: *Prof. G. Nardone, Dr. S. Geyrhofer, Dr. T. Garcia Rivera, Prof. J.J. Wittezaele, Prof. M. Elkaim*
- 14.15 **video: "Advanced techniques of strategic dialogue: video of an exemplary case by G. Nardone."**
Presentation: *Prof. J.J. Wittezaele*
Comments: *Prof. M. Elkaim, Prof. C. Loreda*
- Chairman: Prof. Enrico Molinari*
- 15.15 **Choral Presentation: "The Use of different communicative methods in the treatment of the diverse types of psychopathologies"**
Strategic Therapy Center TEAM: *Prof. G. Nardone, Dr. G. Aloe, Dr. E. Balbi, Dr. A. Bartoletti, Dr. M. Bartoletti, Dr. E. Boggiani, Dr. F. Cagnoni, Dr. M. Chiodini, Dr. D. Crippa, Dr. G. De Santis, Dr. O. Igochina, Dr. R. Milanese, Dr. P. Mordazzi, Dr. C. Moretto, Dr. E. Muriana, Dr. B. Paoli, Dr. J. Pascual Guiteras, Dr. L. Pettenò, Dr. C. Portelli, Dr. C. Ratto, Dr. S. Scartoni, Dr. B. Skorjanec, Dr. A. Vallarino, Dr. T. Verbitz, Dr. L. Velarde*
- ✓ anxiety -phobia - panic
 - ✓ obsessions - compulsions - pathological doubt
 - ✓ paranoias and persecution manias
 - ✓ depression
 - ✓ anorexia - bulimia - vomiting - binge eating
 - ✓ anorgasmia - impotence - premature ejaculation
 - ✓ post traumatic disorder
 - ✓ grief and mourning
 - ✓ borderline and personality disorders
 - ✓ drugs dependency
 - ✓ indirect therapy: parents and children
 - ✓ learning disabilities: the student block of performance
- 18.00 **Report: "Dancing between rigour and flexibility: managing communication and therapeutic relationships in line with the individual differences and beyond the type of disorder."**
Prof. G. Nardone

19.00 **CLOSING STATEMENT**

20.30



Charity Dinner

"PROBLEM VS SOLUTION"
 in support of the
 "ONLUS Nardone-Watzlawick"

4th DAY SATURDAY 18th OCTOBER

RESEARCH AREA

- 9.00 **Dublin Project: a pilot study on the efficiency and efficacy of TBS in the treatment of post natal depression, bulimia nervosa and OCD.**
Dr. P. Gibson
- 9.30 **Stratob project: follow up research and outcomes in the treatment of binge-eating a comparative study between the brief strategic therapy and the behavioral cognitive therapy.**
Dr. G. Castelnuovo
- 10.00 **Neuroscience research on obsessive-compulsive disorder and its therapeutic change through the use of magnetic resonance 7 tesla.**
Prof. Colonnese, Prof. V. Tombolini, Prof. G. Nardone, Dr. S. De Antoniis.
- 10.30 **Strategic Diagnosis Inventory (SDI): the first strategic questionnaire for an operative diagnosis and a measurement of therapeutic efficacy.**
Dr. A. Bartoletti
- 11.00/12.30 **ACTION-RESEARCHES SELECTED BY THE SCIENTIFIC COMMITTEE:**
- ✓ A creative dialogue with our genes: psychosocial and psychotherapy genomics in healing mind and body. *Dr. G. Celia, M. Cozzolino*
 - ✓ Communication strategies for early intervention with adolescent cannabis-users (An action research project carried out by ASL Pavia)
Dr. R. Risalvato, Dr. M. Taralli

PRESENTATIONS SELECTED BY THE SCIENTIFIC COMMITTEE:

Cases resolved through innovative techniques.

- ✓ Healing with words: strategic reframing to unblock psychotherapeutic rehab programmes. *Dr. C. E. Brambilla*
- ✓ Strategic protocol specific for the treatment of respiratory psychosomatic systems in children from overprotective families
Dr. F. Lecce
- ✓ Magical tricks: A research-intervention to define a new model of treatment in abusive relationships.
Dr. M. Bonsangue

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- ✓ A loyal friend: if you get ill I will get ill too. Pet-therapy/brief strategic psychotherapy
Dr.E. Marcheselli

**THE POWER OF THE COMMUNICATION AND RELATIONSHIPS
 IN THE SOCIAL, ORGANIZATIONAL, MANAGERIAL AND BUSINESS CONTEXTS**

- 12.30 "The Strategic communication and relationships in social contexts.."
Maira Chiodini, Patrizia Meringolo
- 13.00 "The need of the effective communication within health P. A.."
*Isidoro Gollo, Deputy Director of the Department of Mental Health Services
 Preservation, ASM - Matera*
- 13.30 "The power of the communication within public institutions."
*Simone Tani,
 Florence City manager*
- 14.00 "Efficacious communication in the help-rapports."
R. Prato Previde
- 14.20 "The surgeon patient communication ."
Roberta Milanese, Simona Milanese
- 14.50 "Escaping psycho-traps through strategic communication."
*R. Prato Previde
 STC Change Strategies Consultant*
- 15.10 "Piloting change. The use of communication to know where to go and how reach
 the desired change."
*Susanna Mazzeschi ,
 Testimonial: Fausto Caravello, Responsible Selection PeopleTraining and Development
 for Iper La grande I*
- 15.40 "The Magic of words and gestures in training future leaders in the Italian Army."
*Colonel Domenico Roma,
 Leader of the Socio-psychological and Communication Agency of Maggihours State
 Military Academy of Modena*
- 16.10 "Strategic Leadership: the power of the charismatic communication."
*Paolo Mordazzi,
 Testimonial: Arnaldo Aiolfi , Product Director Club Med South Europe*
- 16.40 "The Power of the strategic communication in conflict management in generational
 changes."
*M. Cristina Nardone,
 STC Change Strategies Managing director and consultant*
- 17.00 Strategic Communication: "multiplier of the power of training
*Major Marco Granari,
 Superior Istituto di Stato Maggiore Interforze-ISSMI.*
- 17.30 "From vender to persuader, leaving after to sell before: the power of words."
Donato Frigotto
- 18.00 What would the marketing be without notice and without the relationship."
Lorenzo Sciadini
- 18.30 **PRESENTATIONS SELECTED BY THE SCIENTIFIC COMMITTEE:**
 Cases resolved through innovative techniques.
- ✓ "Organizational communication meant for engagement " *Ester Santoleri,
 Fater Spa*
 - ✓ "Winning without Fighting: managing challenging behaviours in the school
 context" *Dr. C. Portelli, Dr. M. Papantuono, Dr. P. Gibson*
 - ✓ "Enhancing communication competencies in Educational Leaders: An Action
 Research approach to practice " *Dr. C. Portelli*

19.00 CLOSING STATEMENT

21.00



GALA Dinner

AWARDS

- for the Best Poster
 -the Best Presentation

5th DAY SUNDAY 19th OCTOBER

THE MAGIC OF WORDS AND GESTURES IN COACHING

- 9.00 "From where to start? Different methods and ways to go in Coaching"
Claudio Belotti
- 9.30 "Language and logic of organizational interventions: the magic and ethics of change."
Paolo Carmassi
- 10.00 "Formulating an Assessment in a one single encounter".
Giorgio Nardone
- 10.30 "Strategic team coaching"
R. Prato Previde
- 11.00

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- 11.30** "The management of human resources through the strategic interview"
Salvatore D'Andrea,
Human Resources Management BY CREDEM bank
- 11.30** "Driving former General Managers on a new project of professional life: the self-management strategy for peak performance"
E. Balbi, G. Nardone
Testimonial: Fabio Fraternali,
Top Manager and Member of the Board of Confindustria Pesaro-Urbino
- 12.00** "Strategic Coaching disguised as Training: overcoming limits, managing talents for an all-female leadership."
Stefano Bartoli
- 12.30** "Changing top managers' perceptions, who are blocked by their psycho-traps of their success"
M. Cristina Nardone,
Testimonial: Marco Scippa, Human Resources Director, Vitec Group plc
- 13.00/14.30** **PRESENTATIONS SELECTED BY THE SCIENTIFIC COMMITTEE:**
 Cases resolved through innovative techniques.

 - ✓ "How to loose one's job and one's self-esteem: apparently magical solutions through strategic-linguistic coaching"
M. Lureau
 - ✓ "Kaizen: improvement and continuous innovations: Application of Strategic problem solving induce changes in Industrial contexts"
B. Fabiano, C. Ratto

THE MAGIC OF WORDS AND GESTURES IN COACHING

Chairman: Dr. Damioli Max

- 14.30** "The voice for the development of charisma"
Andrea Biagiotti
- 15.00** "Leadership, charisma and ethics: military performance vs business performance"
Franco Angioni, General of Italian Army
- 15.30** "From body to mind: guiding athletes overcome physical limits through communication as applied by the technological biofeedback"
Enrico De Martino, Giorgio Nardone
- 16.00** "Game over: the hidden communication in the artistic performance."
Francesco Tesei
- 16.30** "From astronauts to the manager: tools to monitor and optimize performance ."
Dr. F. Ongaro
- 17.00** **Workshop**
 "The language of change in the science of performance"
Giorgio Nardone
- 18.30** **CLOSING STATEMENT**

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