

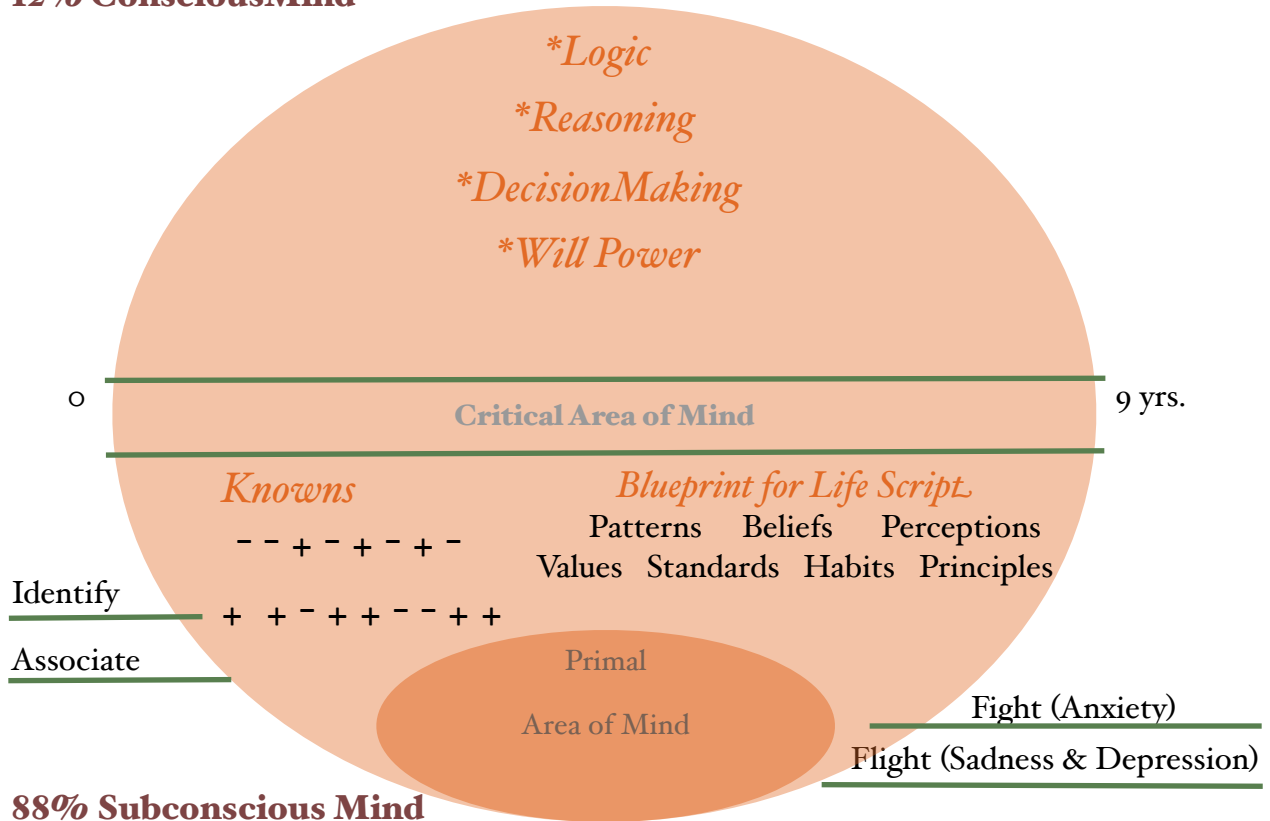


# THEORY OF THE MIND

Here is my version of Dr. Kappas' model of the "Theory of Mind."

Dr. Kappas is the founder of the Behavioral Science Center, which is where I studied this powerful knowledge.

**12% Conscious Mind**



**88% Subconscious Mind**

- Message Units:** Body, Environment, Subconscious Mind, Conscious Mind
- Knowns:** Unit of Communication that doesn't propose a threat
- Defense Mechanism:** Created based upon proposed or perceived threat
- Abreaction:** When perceived as a threat, there is a physical response
- Pain/Pleasure Syndrome:** Knowns are pleasurable, Unknowns are painful

\*\*Please note this is a copywrited diagram by Dr. Kappas, Hypnosis Motivation Institute and may not be used without permission.