

Friday, September 17. 2010

Plausibel, überzeugend und gut: Was macht gute therapeutische Geschichten aus?

Einem sozialkonstruktionistischen und narrativen Ansatz folgend, geht Gianmarco Manfreda, Psychiater Psychologe und psychotherapeutischer Direktor des Zentrums zur Erforschung und Anwendung Relationaler Psychologie in Prato sowie Professor für Systemische Relationale Psychologie an den Universitäten Florenz und Siena, der Frage nach, welche Kriterien gute therapeutische Narrative erfüllen müssen. "Cicero says that there are three ways to persuade others: with the force of the facts, by gaining their favor, by moving them. But of these three, he adds, only one must be apparent in the discourse, the one that refers to the facts, while the other two must flow through it invisibly, like blood in the body. This work, which makes detailed reference to a sociological approach of social constructionism and a narrative model, proposes to define what characteristics a therapeutic story must have in order to be effective in the sense of bringing about a change, identifying these characteristics as plausibility, persuasiveness and esthetic value. Particular emphasis is given to the persuasive aspects of communication of the new story; the models inspired by classic rhetoric are flanked with the results of studies of social psychology, drawing on strategies of persuasion currently used in advertising, trade and politics, and illustrating them through the detailed examination of a conclusive restitution." Der Text ist auf der website der EFTA veröffentlicht worden und hier nachzulesen...

Posted by Tom Levold in Links at 00:00