

## Self-Hypnosis Training to Improve Self Confidence in Students for Speaking in Public

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**Abstract:** The purpose of this study is to determine the effects of giving Self Hypnosis Training to improve confidence in public speaking to students at Psychology Faculty in the University of Muhammadiyah Malang. This research uses a quantitative approach with pure experimental type and with One Group Pre Test Posttest design. Determination of research subject used purposive sampling techniques. Collection of data uses a public speaking confidence scale measurement tool that consists of 23 items with a reliability index by 0.890. Analysis techniques of data use nonparametric test and Wilcoxon Signed Ranks Test. The result shows an increase in self-confidence of public speaking between Pretest and post intervention (Posttest) (sign-tailed = 0.043 < 0.005). This proves that Self Hypnosis Training can be used to increase selfconfidence of students in university when public speaking.

**Keywords:** selfhypnosis training, selfconfidence, public speaking, college student

### I. INTRODUCTION

There are many compulsory student competencies that must be met by them to support their success in a career. Especially Psychology students who in the eyes of ordinary people mostly understand about healthy psychological conditions and understand the character of people in demand to always have a prime performance. It is important for Psychology students to have the ability to speak, both in the classroom and in the wider scope of the public. Of the 11 compulsory competencies that must be possessed by graduates of Psychology graduates, one of them is the competence in effective communication (Decision of the Association of Providers of Higher Education of Psychology Indonesia, Number 01 / Kep / AP2TPI / 2013 About Curriculum Core Psychology Undergraduate Program Level).

But in reality, there are still many psychology students who feel anxious to express their thoughts orally, group discussions when asking questions to lecturers or speaking in public. Hence it is very clear that student's self-confidence will affect the ability of the presentation in front of the class (Al-Hebaish, 2012). In the long term, it will automatically affect the value of the student achievement index.

In general, new students usually have problems in terms of self-confidence. New students have a low level of confidence when compared with students who have been studying for 2-3 years. For example, Psychology Study Program of University of Mulawarman Samarinda class of 2009 has higher confidence than a student of the class of 2010 (Wahyuni, 2014). Moreover, it will increase the problem if the student's confidence remains low despite being in the final semester. Special treatment that can increase student self-confidence is needed in the first semester.

Based on the phenomenon caused by the lack of confidence in students when speaking in public, then in

need of a form of therapy that can reduce the symptoms of lack of confidence in students. Hypnotherapy is a method of therapy that uses Hypnosis as a medium. Hypnosis can be used to affect one's emotions (Doris, 2010). In other words, the condition of hypnosis is a condition where intelligent, critical, logical, and analytical functions of the conscious mind are not temporarily functioned. Meanwhile, the performance of subconscious mind that innocent, honest, and seem stupid functioned (Noer, 2010).

In the medical world, Hypnosis has widely been used to help birth (Hypnobirthing), anesthesia without anesthetic (Hypnoanesthesia), also used by dentists (Hypnodentist) (Soedirdjo, 2013). Hypnosis with the goal of effective therapy to reduce anxiety and pain in children when going to perform dental anesthesia (Adelina, 2011). As an amplifier in migraine cures and excessive anxiety (Bowring, 2016). As an amplifier in treating the stress of gambling in the workplace (Earle, 2016). Help reduce the anxiety of blindness and post facial surgery caused by car battery explosion (Chan, 2012). Self-Hypnosis can help the behavioral cognitive therapy of groups of gamblers (Lloret, Montesinos & Capafons 2014). Selfhypnosis is believed to balance the Internal Drive, Ego and Super Ego person (Navaneedhan, 2012).

Bandura explained that self-confidence is a belief possessed by a person that he or she is capable of behaving as needed to achieve the desired result (in Siska, Sudardjo & Purnamaningsih, 2003). Confidence is needed when a student performs and speaks in public. The ability to communicate or speak in public is one of the main capitals possessed by a student. As a group studying college education, students are required to be able to pour their ideas and thoughts verbally, including in performing in front of the public (Khoirul, 2013). If a teenager who is a college student does not have high confidence when speaking in public, the

student will feel the negative impact of anxiety when speaking in public (Wahyuni, 2014). In the long run if the left, it will have an impact on the value of their achievement index. Confidence to obtain the expected results can arise if aspects of confidence can be optimized.

The aspects of self-confidence according to Lauster, is; (1) believing in its own ability is a self-belief of all phenomena that occur that relate to the ability of individuals to evaluate and overcome the phenomena that occur; (2) acting independently in making decisions that can act in making decisions against self-done independently or without the involvement of others and able to believe in action taken; (3) having a positive sense of self is a good judgment from within yourself, both from the views and from actions taken that cause a positive sense of self and its future; and (4) dare to express an opinion. the existence of an attitude to be able to express something in the self that wants to be revealed to others without any coercion or taste that can inhibit the disclosure (Wahyuni, 2014).

Theoretically, Hypnosis is a branch of science that uses the foundation of Psychoanalysis Sigmund Freud as its basis. Nevertheless, Hypnosis is also widely used as a combination of behavioral approach applications that are done, especially in order to take advantage of the impact of strengthening is perceived positive for patients (Putranto, 2016). According to Freud the biggest part in one's mind is the subconscious such as lust, instinct, memories or traumatic emotions. The subconscious is the source of motivation and encouragement of one's desires, both simple (eating and sex) and creativity (work) (Ahmad, 2011).

The contents of the unconscious come from 2 sources. First, conscious perception is the things that perceived a person consciously. Second, sourced from unconscious nature. Freud believes that the mind can enter the subconscious through a hidden form or a self-defense mechanism (in Feist & Feist, 2010). When entering Alpha status, the door between the conscious and the subconscious is exposed so that the memory and storage of information will be more easily accessible, but one will also be more suggestive. All of our habits, temperament and thought patterns are the result of a subconscious program, created by parents, teachers, peers, coworkers or television shows that are often watched. This subconscious program can encourage individuals to succeed. Therefore, it is very important to be in control of the subconscious (Hunter, 2011).

In principle, Hypnosis is Selfhypnosis. All activities of Hypnosis are activities undertaken by the client against him (Nurindra, 2008). This happens because Hypnosis is contractual, Hypnosis would not occur if without the consent of the internal client. A Hypnotherapist is just a facilitator or steering client. So the essence of any Hypnosis activity is the receipt of a suggestive message given either by the client's own self as well as by the Hypnotherapist. The role of Hypnotherapist in a therapeutic process is only to guide and help, not to control. Hypnotherapists help clients to understand that they are responsible for developing

their mental capacity (Kusumawati, 2010). Although the Hypnotherapist can direct the client to relax and enter a trance condition or condition when the client has entered his subconscious. However, real Hypnosis teaches a person to focus internally within himself and master his own consciousness (Setiawan, 2009).

In general, the steps in the implementation of Self Hypnosis are: (1) relaxation; making the body and mind as comfortable as possible; (2) make the mind focused and aware of the breathing that is done; (3) deepening the trance; imagine a pleasant sight; (4) giving positive suggestion; utter a positive suggestion sentence that has been learned beforehand while imagining the desired positive aspirations is happening; and (5) termination; process out of hypnosis condition (Kusumawati, 2010).

## II. METHODS

In conducting the research process, the researcher chose the type of research using true experimental method (pure experiment). The research method is chosen because it allows researchers to perform the control with a relatively high level so that researchers can say that the independent variables cause changes in the dependent variable (Shaughnessy, Zechmeister & Zechmeister, 2007). Thus, the results obtained from the experiment more convincing. Then the design used is one group design, namely One Group Pretest-Posttest Design. In this design, at the beginning of the study conducted measurements of the dependent variables that have been subjected. After the intervention, re-measurement of the variables depends on the same measuring instrument (Seniati, Yulianto & Setiadi, 2014).

Subjects in this study were students totaling 5 people, consisting of 4 women and 1 man. Taking the subject using purposive sampling technique that is the technique of determining the sample with certain considerations (Sugiyono, 2014). The criteria of research subjects are aged between 18-20 years, while studying Psychology Psychology University of Muhammadiyah Malang force 2016/2017 (semester 2), willing to follow the screening process to identify introvert or medium personality type and average IQ score, as well as indicated to have a score of Pretest confidence to speak in public low. To classify research subjects into categories of low, medium or high. Researchers make the norm of 3 categories by using Descriptive Statistic analysis using SPSS Software for Windows Version 21.

The preliminary research data obtained from the research instrument using a measurement model with a scale of Pretest. To make the measurement of Pretest, the researcher modified from 4 aspects of self-confidence which has been compiled by Lauster in 2013 and in an adaptation by Wahyuni in 2014. The four aspects of the researcher described to 40 items. Each subject is asked to answer the suitability and incompatibility with the existing statement item. The choice of subject in answering consists of four categories of answers namely SS (strongly agree), S (agree), TS (disagree) and STS (strongly disagree).

Before the scale of Pretest is disseminated to all UMM Psychology students of 2nd semester, the scale is tested first to the students of class A semester 2 of 41 people to know the validity and reliability of the scale items that have been made. As for the results of the validity index and Cronbach's Alpha will be presented in Table 1. In general, experimental research conducted by researchers consists of 5 procedures as follows: (1) Stage of preparation; starting from literature review to make a scale of self-test confidence of public speaking, scale test to Psychology student of UMM 2nd semester

class A and also item validity and reliability analysis using SPSS for Windows Version 21 so that at get the best scale that can be used to capture prospective research subjects. After the pretest scale is completed in the analysis, the researcher then deepens the material about the intervention (Self Hypnosis Training) which will be given and perform the role play (simulation) training to 7 students of Psychology student of UMM consisting of the force of 2013 number 6 people and 2015 amount 1 person.

**Table 1**  
**Index Validity and Reliability Item Pre-test Scale**

Measuring instrument	Number of Initial Items	Number of Valid Items After Trial	Validity Index	Cronbach's Alpha
Scale of Self Confidence to Public Speaking	40	23	0.312 – 0.679	0.890

Based on the results of the role play the training is declared worthy of improvement in terms of delivery of material that must be slow or not in a hurry; (2) Screening, consists of 2 stages; The first stage, the researchers conducted a screening in the form of pretest scale dissemination to students of Psychology UMM force 2016/2017 (semester 2) a total of 227 people.

From the results of the scale of pretest that has been in the spread, in get, 23 people indicated to have a low self-esteem confidence in public speaking. Then the researchers contacted 23 people to participate in the second stage screening. In addition to increasing the number of research subjects, researchers also spread posters through social media to all students of Psychology UMM semester 2 on Self Hypnosis training that will be carried out by writing the requirements of participants, such as:

1. Students from Psychology Faculty UMM semester 2;
2. Feel low self-confidence when speaking in public, (3). Want to follow the screening process. From the first stage screening, get 11 people who are willing to participate. Then the second phase, the screening was held on Saturday, May 20, 2017. Eleven people who have been willing to participate in the psychology test Culture Fair Intelligence Fair (CFIT) type 3A for intelligence identification and scale Eysenck's Personality Inventory A for identification of personality types. From the screening process, in obtaining as many as 5 people research subject in accordance with the criteria of the subject of research and willing to follow Self Hypnosis Training and meeting for posttest;
3. Intervention; namely the provision of Self Hypnosis Training increasing confidence in public speaking to 5 subjects who have followed the previous two stages of screening. The training was held on Thursday 25 May 2017 held in classroom 509 on the 5th floor of Gedung Kuliah Bersama 1, Campus 3, University of Muhammadiyah Malang, starting from 08.30 am to 15.15 pm;
4. Posttest; carried out 11 days after the intervention Training Self Hypnosis given, on Tuesday 6 June 2017. In this Posttest stage, subjects are asked to fill

the scale of confidence to speak in public to know the difference score with the scale of Pr test. Then proceed with a Selfhypnosis practice simulation and discussion, public speaking practice and end with another discussion of the impact felt after following Self Hypnosis Training. In the discussion, the researcher uses an interview guide that has been made based on the aspects of self-confidence in public speaking that want to be measured;

5. Data analysis, in this last stage the researchers analyzed the results of the entire intervention process. Then input data that has been obtained from the results of Pretest and Posttest and processed using Microsoft Excel and SPSS Software for Windows Version 21 by using nonparametric test of Wilcoxon Signed Ranks Test to analyze the difference between the results of Pretest and Posttest.

### III. RESULT AND DISCUSSION

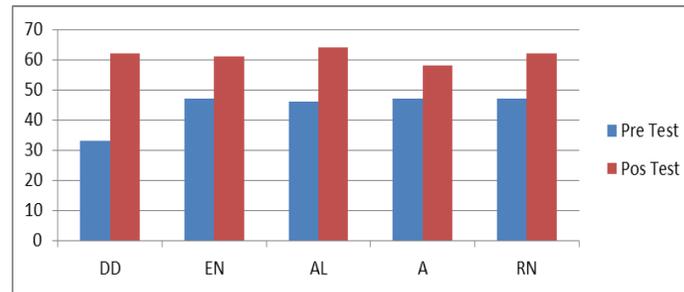
After the research, some results will be presented in the following Table 2. The next step the researcher make a diagram to know picture difference of each subject between before (pretest) and after (posttest) given treatment. Here's a drawing of diagrams per subject (Figure 1).

Before the treatment, the five subjects were in the low category with a score range of 33-47. Then after giving the fifth treatment the subject is in the medium category with a score range 58-64. This indicates an increase in self-confidence in public speaking among students before and after being given Self Hypnosis training. Then for testing the research hypothesis, researcher use non-parametric test of Wilcoxon Signed Ranks Test (Table 3).

This is because the subject of research is less than 30 people, so researchers do not use assumptions test first (Ghozali, 2015). In Table 3, it can be seen that the significance value of 0.043 which the value is smaller than 0.05 so that the hypothesis of this study is accepted. From this explanation, it can be concluded that Self Hypnosis training can increase confidence in public speaking.

**Table 2**  
**Description of Subject Characteristics**

Subjects	Gender	Age	Personality type	IQ Score	Pre-test Score	Post-test Score
DD	Male	18 years 8 months	Introvert	96 (average)	33 (low)	62 (moderate)
EN	Female	18 years 7 months	Introvert	94 (average)	47 (low)	61 (moderate)
AL	Female	19 years 3 months	Introvert	91 (average)	46 (low)	64 (moderate)
A	Female	19 years 6 months	Introvert	91 (average)	47 (low)	58 (moderate)
RN	Female	19 years 6 months	Medium	106 (average)	47 (low)	62 (moderate)
TOTAL					220	307



**Figure 1**  
**The Difference of Each Subject between Before (Pretest) and After (Posttest) Given Treatment**

**Table 3**  
**Wilcoxon Signed Ranks Test**

		N	Mean Rank	Sum of Rank	Asymp. Sig (2-tailed)
<i>Pre - Post</i>	<i>Negative rank</i>	0	.00	.00	
	<i>Positive rank</i>	5	3.00	15.00	
	<i>Ties</i>	0			
	<i>Total</i>	5			
<i>Pre - Post</i>					.043

The material presented in Self Hypnosis training uses lecture, discussion, and role play methods. So in the process participants are required to be actively involved in learning. After each training session is completed, the trainer asks the participants about the material that has been conveyed so that the participants understand more deeply. In the video viewing subsection, the trainer invites participants to discuss and give opinions on the lessons or lessons they can take from the videos. According to Gilsrap & Martin (in Dimiyati & Mudjiono, 2002), the advantages of the method of discussion can, among others, provide an opportunity for participants to examine, alter and develop views, values, and decisions that show their faults through careful observation and group considerations. This means that through the method of discussion participants can recognize and realize their views of a thing so it will be easy for them to see the error in their perspective and then change it with a new perspective. In the context of this research, the perspective that is changed is about the self-image of each participant when speaking in public.

Then in the last session, participants are invited to perform role play or play the role of Hypnotherapist to self (Self Hypnosis). This method is in accordance with the learning by doing the theory of John Dewey, the participants are encouraged to understand the knowledge given and apply the skills to the situation they face. Thus the participants are able to learn

actively and independently. Basically, role play aims to strengthen the trainer's knowledge and skills and participant responses in learning, so the learning process becomes a fun thing for them (in Dimiyati & Mudjiono, 2002). The role play method can give the participants pleasure (Bobbi & Mike 2000). Learning will be effective if the learning activities are directed at the effort for individuals to be able to work, perform job tasks in a particular field of work. (Hamalik, 2007). Thus, it can be seen that the role play method can invite participants to be active in the learning process and provide a pleasant atmosphere so that participants are more enthusiastic in undergoing the learning process. Thus, the impression of Self Hypnosis training to increase public speaking confidence can be accepted by the participants.

In collecting literature, researchers have not found previous research with the exact same variables. However, researchers found research related to Hypnosis. Because based on the principle that has been described above, Hypnosis is Selfhypnosis. Findings from several journals such as Hypnotherapy's effectiveness to increase adolescent self-esteem proving that between the experimental and control groups have significant differences caused by the Hypnotherapy sessions (Delgosha, Rokni & Seyedan, 2016). Hypnotherapy is effective to improve the self-esteem of patients treated with methadone (Kord & Pourasghar, 2015). Waking Self Hypnosis is effective

for improving motivation, self-efficacy, and hope for recovery for gambling addicts (Lloret, Montesinos & Capafons, 2014), then Rapid Self Hypnosis is an effective method for improving self-control (Capafons, 1998). Selfhypnosis has been proven successful to reduce symptoms, recurrence rates and hospitalization at Dr. Moewardi Hospital Surakarta in Asthma patients (Kusumawati, 2010). Furthermore, previous research which most closely related to the title in the left by the researchers is Selfhypnosis can balance the three important qualities that determine the personality traits of people: Internal Drive (ID), Ego and Super Ego. Mental disorders such as phobias, trauma, depression, anxiety and even less confidence in someone when speaking in public are caused by the ongoing conflict between Internal Drive (ID), Ego and Super Ego (Navaneedhan, 2012). These studies have proven and support that Self Hypnosis is effective for improving confidence in public speaking

From various advantages that have been described above, it does not mean to show this study that has no shortcomings. Some of the obstacles that emerged in this study include the difficulty of determining the schedule with the subject hours and difficulty in finding references, especially the journals on Hypnosis or Hypnotherapy publications in Indonesia (Indonesia). So in this study, more researchers take reference from the journals Hypnosis and Hypnotherapy published abroad, such as India and Australia.

#### IV. CONCLUSION

Based on the results of this study, it can be concluded that there is a difference in confidence in public speaking between before and after the intervention provided in the form of Self Hypnosis training. This study proves that the provision of Self Hypnosis training can increase confidence in public speaking.

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