

Session 3

It's All About *Change Talk*

11:00 AM – 12:00 PM ET

Watch Video: *TV Psychology*

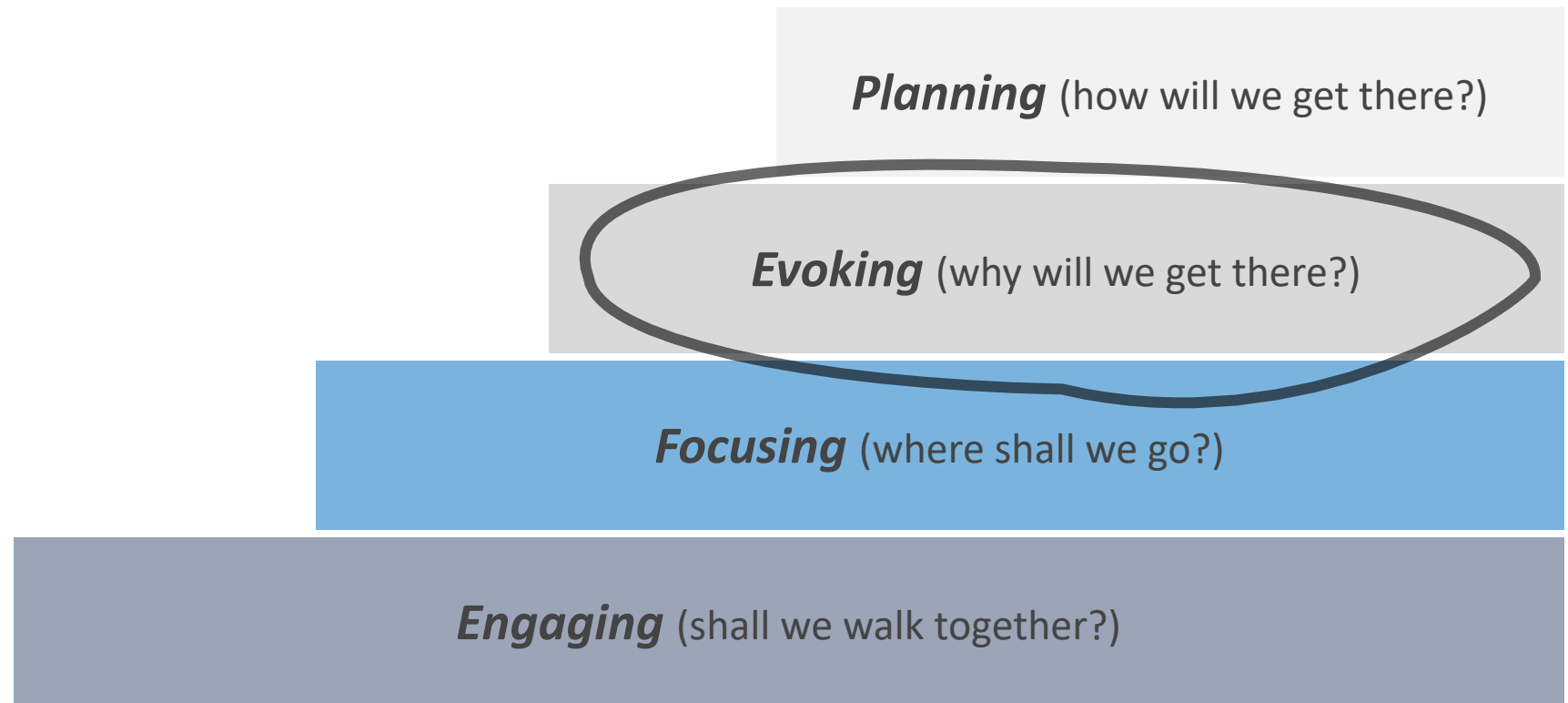




Video: TV Psychology *Debrief*



Four Foundational Processes of MI



*“People are generally better persuaded by the reasons
which they have themselves discovered than by those
which have come into the mind of others.”*

- Blaise Pascal, 17th century philosopher

Change Talk

- Patient speech that favors movement in the direction of positive change
- Specific to a particular behavior change target

Patient Language

- A special focus in Motivational Interviewing
- The physician facilitates or elicits the expression of change talk or self-motivational statements such as:
 - I want to change
 - I can change
 - I have good reasons to change
 - I will change
- What are some examples of change talk?

Change Talk

- Expressed in the context of a therapeutic interaction
 - Increases the patient's own motivation for change
 - Increases the probability that change will occur

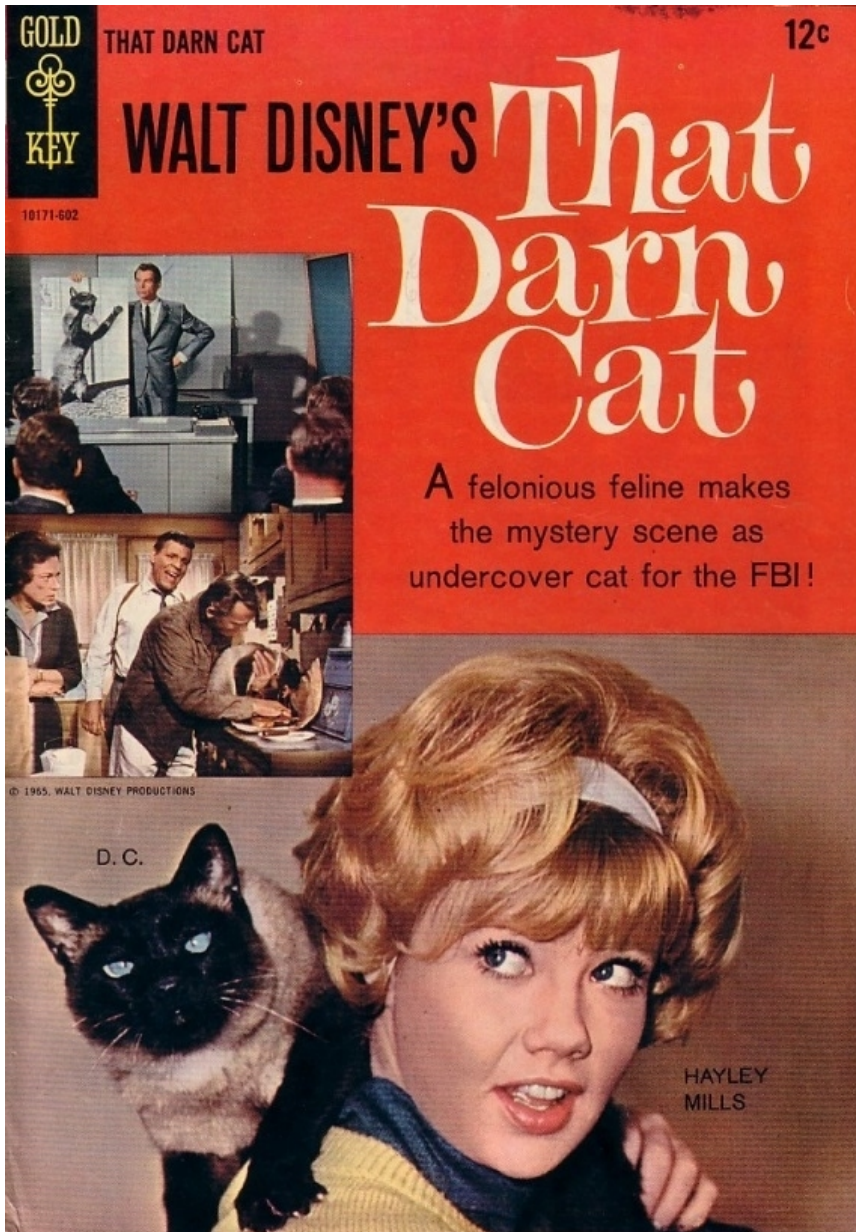
Two Kinds of Change Talk



- ***Preparatory*** change talk
 - Like revving your engine



- ***Mobilizing*** change talk
 - Like driving away



Preparatory Change Talk

Four Kinds

D A R N

DESIRE to change (want, like, wish...)

ABILITY to change (can, could...)

REASONS to change (if... then)

NEED to change (need, have to, got to...)

Mobilizing Change Talk

Reflects resolution of ambivalence.

C A T S

COMMITMENT to change (intention, decision, readiness)

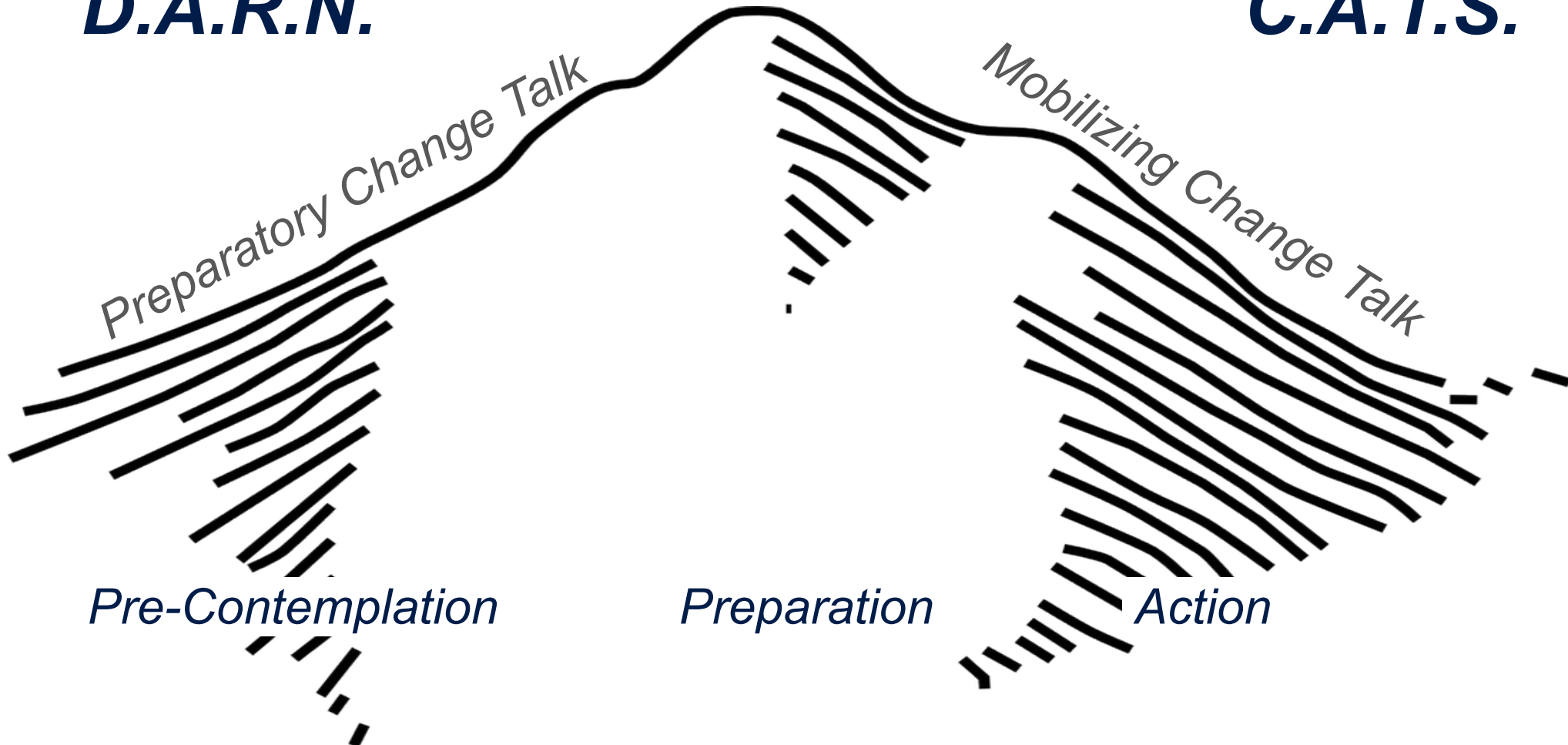
ACTIVATION to change (read, prepared, willing)

TAKING **S**TEPS

The MI Hill

D.A.R.N.

C.A.T.S.



Recognizing Change Talk



Drumming for Change Talk

Drumming for Change

When you hear change talk:

- **D – A – R – N:** Drum on your table



- **C – A – T – S:** Clap



- **Sustain Talk:** No response



Drumming for Change Talk

1. I am here because I want to stop using pills.
2. It's just too hard to change!
3. I don't want to be drug sick anymore.
4. At this point I don't have much choice - I have used up all my savings and maxed out my credit cards.
5. But my friends all use and I don't want to stop hanging out with them.
6. Later today, I will call the guys at work who don't use and keep asking me to get together with them.
7. I have also been getting in more trouble at work; my lunch breaks have been getting too long.

Now, practice listening for change talk.

Drumming for Change

Debrief



Court Judge-Witness Exercise

Encourage & Reinforce Change Talk - **DARN CAT**

D*esire* – want; wish; like

A*bility* – can; could; able

R*easons* – specific reason for change

N*eed* – need to; have to; must; important

Commitment Language Predicts Change

C*ommitment* – will; intend to; going to

A*ctivation* – ready to; willing to (w/o specific commitment)

T*alking Steps* – report recent specific action toward change



Court Judge-Witness Exercise

Five Volunteers Please...

Court Witness-Judge Exercise *Debrief*



Change Talk and Sustain Talk

Change Talk

- **D**esire for Change
- **A**bility to Change
- **R**easons for Change
- **N**eed for Change

- **C**ommitment to Change
- **A**ction/Activation
- **T**aking Steps

Change Talk

- Opposite of Change Talk statements
- May be against the direction or irrelevant to the target behavior
- Communication style may involve arguing, interrupting, negating, or ignoring the clinician (aka discord)

Evoking Change Talk

How to Elicit Change Talk:

- Ask Evocative Questions
- Use The Readiness Ruler (Importance and Confidence)
- Explore Decisional Balance
- Elaborate
- Query Extremes
- Look Back / Look Forward
- Strengths and past successes
- Explore Goals and Values

Importance Ruler

On a scale of 1-10, how important is it for you to change your drinking?



What makes you say 6 rather than, say, a 3?

Confidence Ruler

On a scale of 1-10, how confident are you that you can change your drinking?



What makes you say 4 rather than, say, a 2?

What would it take to go from a 4 to a 6?

Responding to Change Talk

The goal is to elicit more change talk.

E A R S

Elaborating: asking for more information, more detail, in what ways, an example, etc.

Affirming: commenting positively on the person's statement

Reflecting: continuing the paragraph, etc.

Summarizing: collecting bouquets of change talk.

Change Talk and Sustain Talk

Change Talk

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- **A**bility to Change
- **R**easons for Change
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- **C**ommitment to Change
- **A**ction/Activation
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Sustain Talk

- Opposite of Change Talk statements
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Sustain Talk

- You will get more of whatever you reflect
- If you reflect sustain talk, you are likely to hear more sustain talk and vice versa
 - i.e., “continuing the paragraph”

Lunch Break

12:00 PM ET – 1:00 PM ET