Motivational Interviewing Training



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Session 4:

Change Talk

Session Learning Objectives:

1. Describe different types of change talk.
2. Demonstrate skills necessary to recognize and reinforce change talk.
3. Describe ways to elicit change talk.



Recognizing change talk (DARN CATs)

Preparatory

D: Desire
- "I like the idea of having fewer hang-overs"

A: Ability
- "I could probably try to drink less"

R: Reasons
- "I'd sure have more money if I cut back"

N: Need
- "I must get some sleep"

C: Commitment
- "I will…" "I intend to…"

A: Activation
- "I'm ready to try…" "I'm willing to…"

Ts: Taking steps
- "I tried a couple of days without drinking this week"

WILLING

ABLE

READY

MOBILIZED!

Research suggests behavior change occurs if and only if "DARN" is followed by "CATs" (i.e., expressed commitment)



Listening for Change Talk

C: Well, you know, I guess because…I wasn't aware that I was drinking much more until people pointed it out, so…maybe I could just kind of just keep track and set…some goals and some limits and see if that works.

F: …How would you go about keeping track?

C: I guess I could count the glasses, I don't know of any other way. I drink wine, so other than getting a clean glass every time and counting them up or something…

C: I'd much rather take care of it now and cut down than have to quit completely later because I've really let it become a problem. So that might be a good idea, to kind of get a handle on it now.

F: If you can cut back now, you won't have to quit all together.

C: Yeah, and I can still use it in a reasonably sane manner.



https://casaa.unm.edu/download/session1.pdf

Reinforcing change talk

From an operant perspective, the MI facilitator

1. "responds to [student] speech in a way that **differentially reinforces change talk** and
2. minimizes verbal commitment to [the] status quo
3. while minimizing resistance that may block the opportunity for change talk to occur."[1]

- We are always shaping student's verbal behavior toward change and commitment.

[1]Miller & Moyers (2006), p. 7

Reinforcing change talk

What does it mean to "differentially reinforce" change talk?

Student	**MI Facilitator**
Change talk: "I could do without the hangovers."	**Reflection:** "You might be willing to make a change to your drinking if you could get more of the stuff you want and fewer hangovers."
Sustain talk: "It's no fun to be the only sober person at a party."	**Reframe it:** "If you wanted to make the choice to not drink or drink less on a given occasion, it would be easier if your friends made the same choice." **Ask a question to elicit change talk:** "How do you feel the day after a party where you drank less vs. one where you drank more?"

[1]Miller & Moyers (2006), p. 7

Exercise 4.1: Recognizing & Reinforcing Change Talk

Now we are going to watch the whole video for which you have viewed small clips during Session 2 and Session 3.

After you have watched/listened to the video, use **MI Session 4 Exercise Worksheet** to answer**:**

1. What did the client say that was **change talk**?
2. For each expression of change talk, how did the facilitator respond? (*What element of OARS did the facilitator use?*)

*REMINDER: If you didn't complete **Exercise 3.5** on the **Ask-Tell-Ask technique** demonstrated **within the first 3 minutes of the video**, please complete it along with Exercise 4.1.*

Pause this video now and **open the video found at** https://youtu.be/67I6g1I7Zao Once done, please resume this video.

Eliciting and *strengthening* change talk

- "I'm all **EARS"**
- **Elaborating:** In what way… ?; What's an example?
  Tell me more…; What else?
  Why would you want to make this change?
  How important is it to you, and why?
  How you could do it if you decided to?
  What do you think you'll do?



- **Affirming:** That took a lot of courage; You're a person who can make changes when you need to…
- **Reflecting:** That's really important to you …;
  You realize it's become a problem…
- **Summarizing:** There are a number of things I'm hearing about your situation. First, you're concerned about…
  Also, you feel…, and you're thinking…

From: https://www.motivationalinterviewing.org/sites/default/files/EARS Practice Cheat Sheet Sue EckMaahs.pdf

When in doubt, **reflect**!

I suggest you always reflect **change talk**



Because reflections are statements, not questions, your **voice goes down at the end**

"That's hard for you." vs. "That's hard for you?"

"Up-speak"

Advanced techniques to elicit change talk

- **“Running Head Start”**
  - Ask about the pros of engaging in the behavior.
- **Using Extremes**
  - “What concerns you the most about what might happen if you don’t change (or keep going the way you’re going)?”
- **Looking Back**
  - “Think back to before this issue came up for you. What has changed since then?”
- **Looking Forward**
  - “How would you like things to turn out for you?”



Rulers

- **Using a Ruler**
  - "How **important** would you say it is for you to reduce your drinking at this point, on a **scale from 0 to 10**, where **0 is *not at all important***, and **10 is *extremely important***?"
  - "How **confident** are you in your ability to drink less next time you party, on a scale from **0% to 100%**, where **0% means you're *not at all confident***, and **100% means you're *totally confident***?"
  - **Ready, willing, able** rulers

- **Responding to the # given by the student:**
  - To get change talk: ask **"Why a # and not a (lower #)?"**
  - To get barriers to change: ask **"What would it take to get from a # to a (higher #)?"**



Exercise 4.2: Eliciting & Strengthening Change Talk

Use the **MI Session 4 Exercise Worksheet** to record:

(a) a reflection that strengthens the provided change talk statements, and

(b) an open-ended/elaborating question to elicit more change talk.

1. "If I don't stop drinking I'm probably going to be right back in this mess again. Maybe not right away but somewhere down the road."
2. "If I get out of this, if I can save my house and my job I'd better do something that's gonna keep me from doing this again, don't you think?"
3. "I did something about the fighting thing. I just didn't go to the bars no more."
4. "As long as I'm putting all this money into it I'd like to come out with something."



Exercise 4.2: Eliciting & Strengthening Change Talk

Example:

Student: **I don't want to get to a place where I have to have a beer in the morning just to get going.**

(a) a reflection that strengthens the provided change talk statements:

It's important to you to avoid more serious problems with alcohol, like feeling like you need to have a beer in order to function.

(b) an open-ended/elaborating question to elicit more change talk:

What might be some ways you could avoid that outcome?

If you were to make a change now to avoid that outcome, what might it look like (or how might you go about it)?

Exercise 4.2: Eliciting & Strengthening Change Talk

Please record your responses to this exercise on the **MI Session 4 Exercise Worksheet** now.



Need more time for Exercise 4.2?

If you need more time, please pause the video now and resume it when you are done with Exercise 4.2



Please download and complete the **MI Session 4 Post-video Reflection** now.

Code for Session 5 Video: **Options**

(Write down this code to access the video later)

