



**Important  
Announcement**

**You are** an agent of change.

(As the saying goes...) TALK IS CHEAP...

UNLESS IT'S CHANGE TALK!

Using our MI principles (DEARS) and skills (OARS), a client in contemplation may benefit from your use of eliciting change talk methods, towards resolving their ambivalence and tipping the scales to commitment in changing their target behavior.

**CHANGE TALK:**

**DARN-C**

(Talking about change)

Desire: I want to...

Ability: I can/I could...

Reason: ...because...

Need: cost of status quo

Commitment: deadline

**DIRN**

(Resistance; defending status quo)

Desire: I don't want to...

Inability: I cannot...

Reason: ...because...

Need: cost of change



**A BRIEF SUMMARY OF METHODS FOR ELICITING CHANGE TALK (IQLEDGE):**

(details in your MI training materials)



**Importance ruler/Confidence ruler):** On a scale of 1 to 10...

**Querying extremes** (best/worst case): If you don't stop\_, what's the worst things that could happen..

**Looking forward** (to the future)/**Looking back** (before the problem): What could be going better for you in a few years if you \_\_\_? What was going well for you before you \_\_\_?

**Evocative questions** (open ended questions): What would be some of the good things about \_\_\_?

**Decisional balance** (pros & cons): What are some of the good and not so good things about \_\_\_?

**Goals & values:** How does \_\_\_ fit in with your goals of \_\_\_?

**Elaborating:** What other positive things could happen if you \_\_\_?

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**A HINT:** So you don't miss an opportunity for more change talk, respond to change talk with at least one of these skills from your tool kit:

Reflecting      Elaborating      Summarizing      Affirming



**LET'S PRACTICE RESPONDING TO CHANGE TALK FROM A CLIENT:**

1. Once I use ice just one time I cannot stop, then I don't take care of my family and lose my job, and then I end up back in prison again. I do this over and over and it's killing me.
2. I want to stop getting so angry at my wife, because I always end up yelling at her and then I don't mean to, but I end up saying I going make her sorry ... and then I do.
3. You know I like the bars, drinking with my friends and laughing all the time. But then, I always gotta watch how I drive, try avoid the cops, and make sure I don't smell like liquor when I come home so my boyfriend and kids cannot tell where I was. I can stop going and drinking, because I just know one of these nights I'm going to get another DUI.