

(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



Important Announcement

You are an agent 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 ____?

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.
