



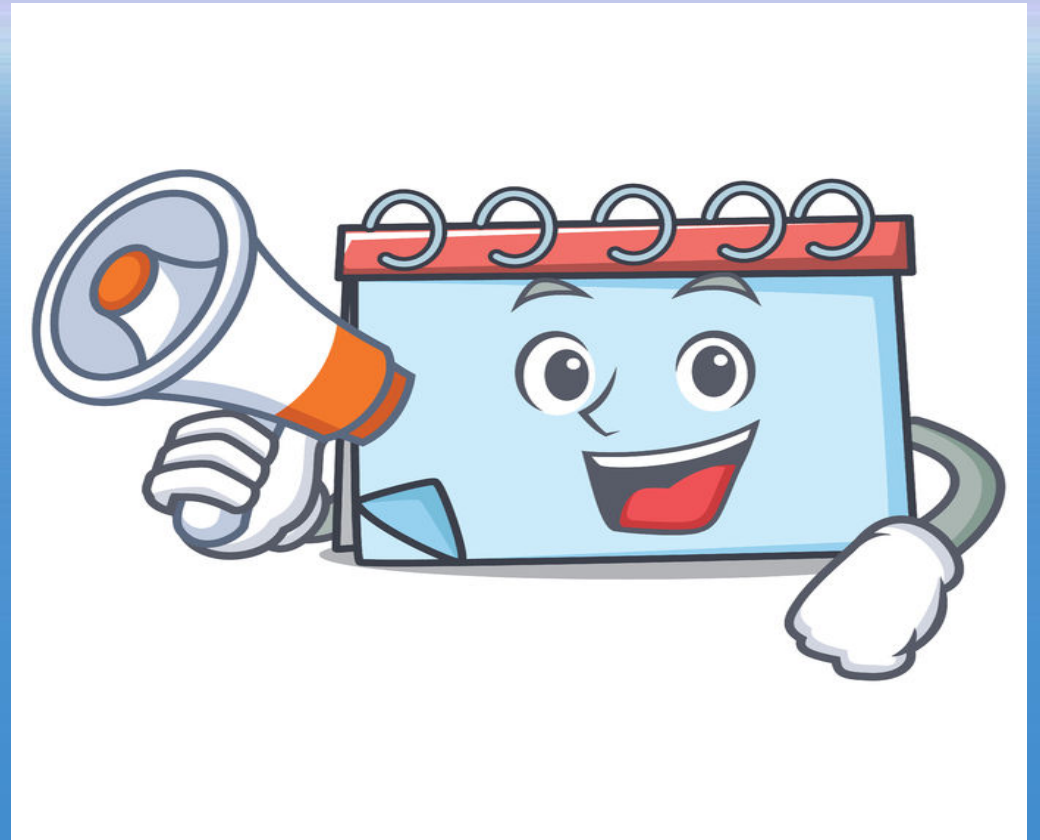
Motivational Interviewing



NFAR*tec*
National Frontier and Rural
Telehealth Education Center

Week #6 - Agenda

- **Review Learning Opportunity from Week 5**
- **Deeper Dive into MI Concepts:**
- **Preparatory Change Talk**
- **Change Talk**
- **Introduce Darn CATS**
- **Discuss Next Assignment**



Let's talk about last week's Learning Opportunity

PRACTICE

makes

PROGRESS,

NOT

PERFECT.

Why is Change Talk so important ?



With Intention, How and When do We Evoke Change Talk ?



The Seeds of Change

- Cultivating
- Growing
- Harvesting

The Darn C'sOpportunities for Movement

- **Desire** - “I want a better life”
- **Ability** - “At this point in my life, I feel I can do this now”
- **Reason** - “I don’t want to lose my job”
- **Need** - “I have to quit or I will lose my kids”

With Intention, how do we work with these statements to strategically build motivation ?

10 Strategies/Tools for Evoking Change Talk

1. Ask evocative questions (DARN CAT)
2. Explore decisional balance PRO's & CON's
3. Ask for elaboration WHAT ELSE?
4. Ask for examples TYPICAL DAY
5. Look back IN THE PAST.....
6. Look forward LOOKING TO THE FUTURE
7. Query extremes WORST/BEST CASE
8. Use change rulers 1 - 10
9. Explore goals and values CLARIFICATION
10. Come alongside PARTNERSHIP



Listening for Change Talk Statements



The Fine Art of Listening for change talk statements and intentionally anchoring into, or weaving these statements back into the conversation at a later date in order to explore and reinforce (EARS) .

Responding to Change Talk: Using EARS!

Elaborating: In what way ... ?; Tell me more ...;
What else?

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 are thinking ...



Week 6 Learning Opportunity



- **Watch video “Part 5 Evoking Change Talk”**
- **Identify Change Talk -Pick 3 examples**
- **What type of CT you are hearing- using DARN CATS as guide**
- **Use EARS to respond to each CT statement identified**
- **Develop intentional summary of Change Talk**
- **Document your summary for review and group processing next week**

VIDEO LINK :

- <https://www.youtube.com/watch?v=w7wAcMW8uk8>

And to all of you ...



... and see you all next week !!!