

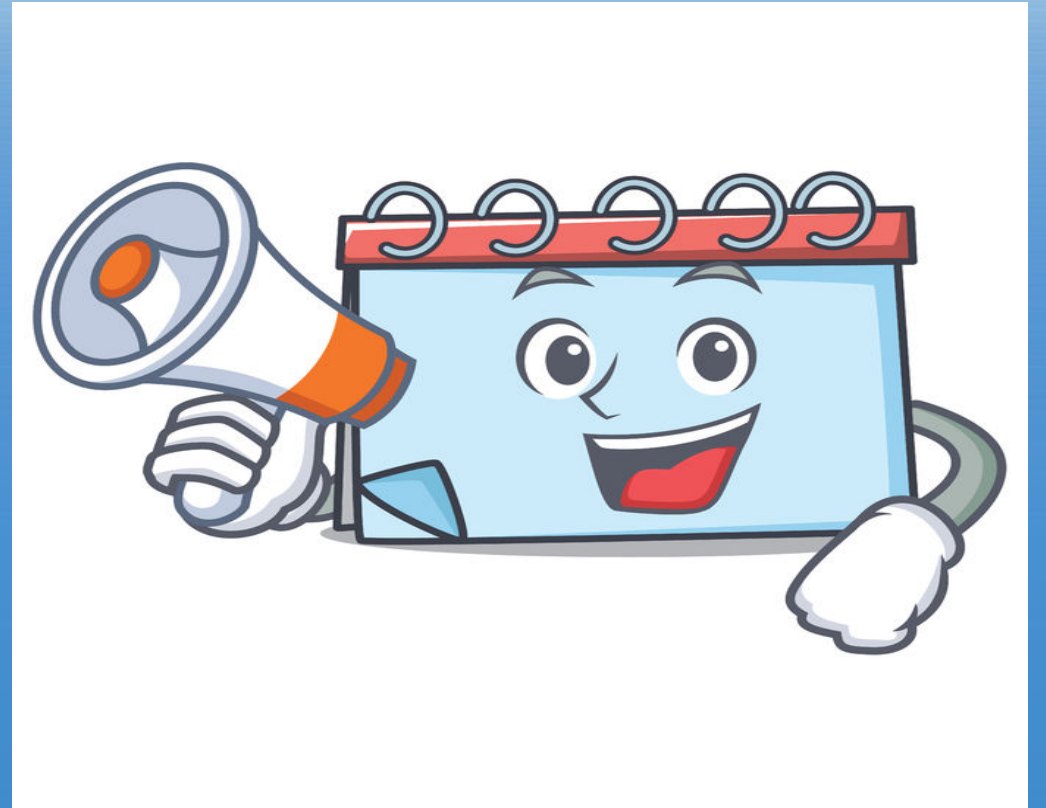


# Motivational Interviewing



# Week #3 - Agenda

- Review Learning Activity from Week 2
- Introduce MI Concepts:
- Resistance
- Ambivalence
- Sustain Talk
- Discord
- Change Talk
- Darn C's
- Discuss Next Learning Activity



# Let's talk about last week's Learning Activity!



A foot in both camps . . . . ambivalence

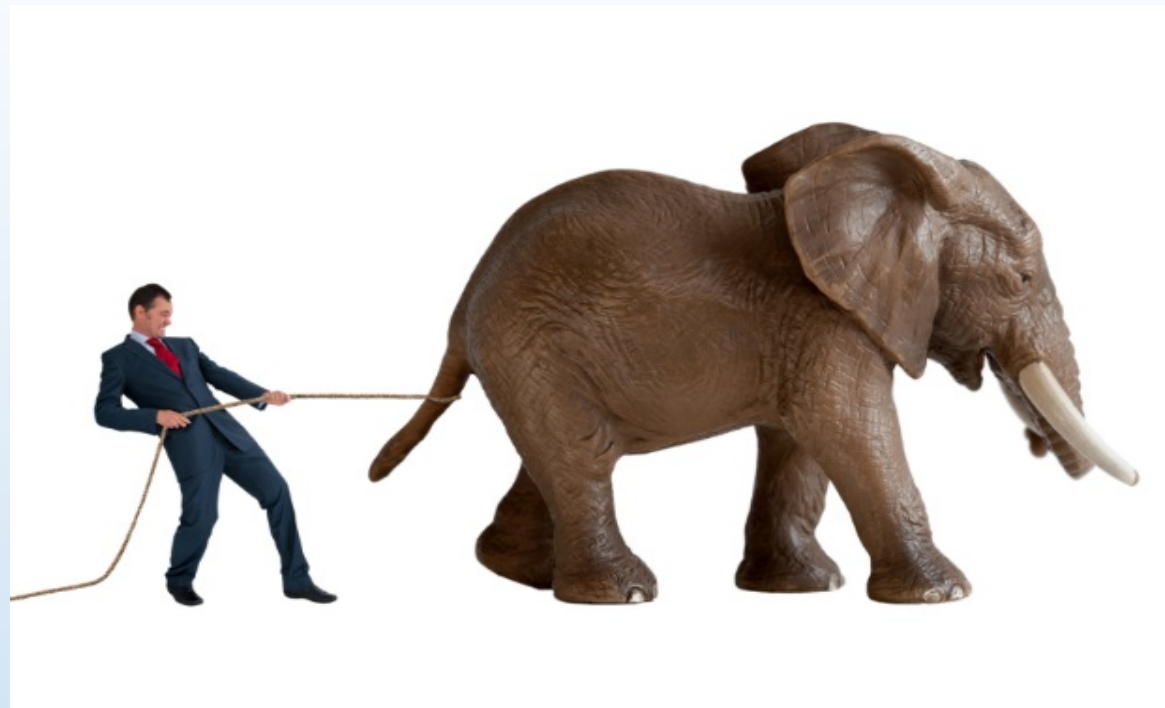


Rolling . . . with “resistance”



Is now changed to a new MI term and MI concept

Changed to “Discord”



Versus “resistance” by client

“Discord” now is seen as a



Shared responsibility and dynamic

# Change Talk vs. . . .Sustain Talk



.... Movement versus Stasis !



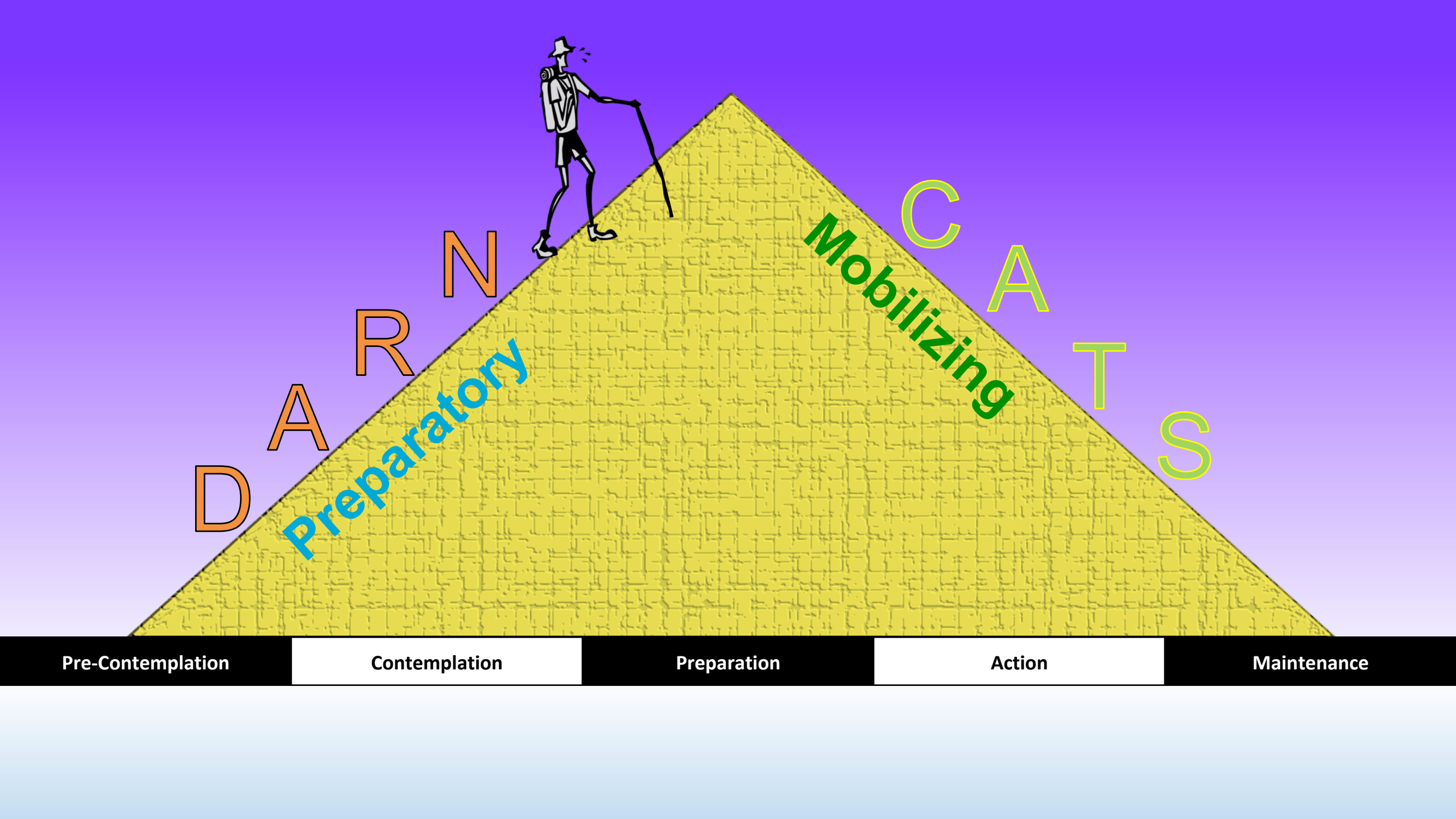
# Planting and Cultivating the Seeds of Change



The Art of Resolving Ambivalence & Evoking Change Talk

# Listening for Change Talk Statements





D  
A  
R  
N

Preparatory

Mobilizing  
C  
A  
T  
S

Pre-Contemplation

Contemplation

Preparation

Action

Maintenance

# The Darn C's ....Statements of 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”

# Strengthening Change Talk . . .



Strategic Use of Reflections & Summarizing to Reinforce

# Week 3 Learning Activity



To watch 2 short videos (links below)

Review and come prepared to discuss:

**VIDEO 1 – What did the “Ineffective Dentist” do to evoke sustain talk ?**

Link: <https://www.youtube.com/watch?v=3xrEaFPbYC8>

**VIDEO 2 - What did the “Effective Dentist” do to evoke change talk ?**

**What did the “Effective Dentist” do with the change talk ?**

Link: [https://www.youtube.com/watch?v=f8QSA\\_5PEFM](https://www.youtube.com/watch?v=f8QSA_5PEFM)

*And to all of you ...*



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