

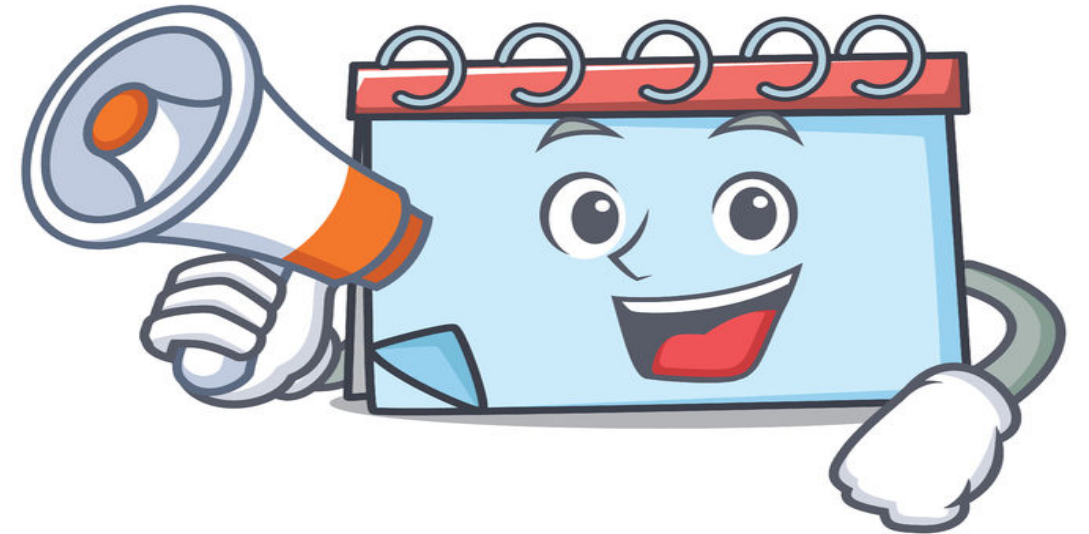


Motivational Interviewing



Week # 4 - Agenda

- Review Learning Activity from Week 3
- Ambivalence vs. Resistance
 - Sustain Talk
 - Discord
 - Change Talk
- Developing Discrepancy
 - Decisional Balance
- Week 5 Assignment



Let's talk about Week 3 Learning Activity !



Week 3 Learning Activity Assignment

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

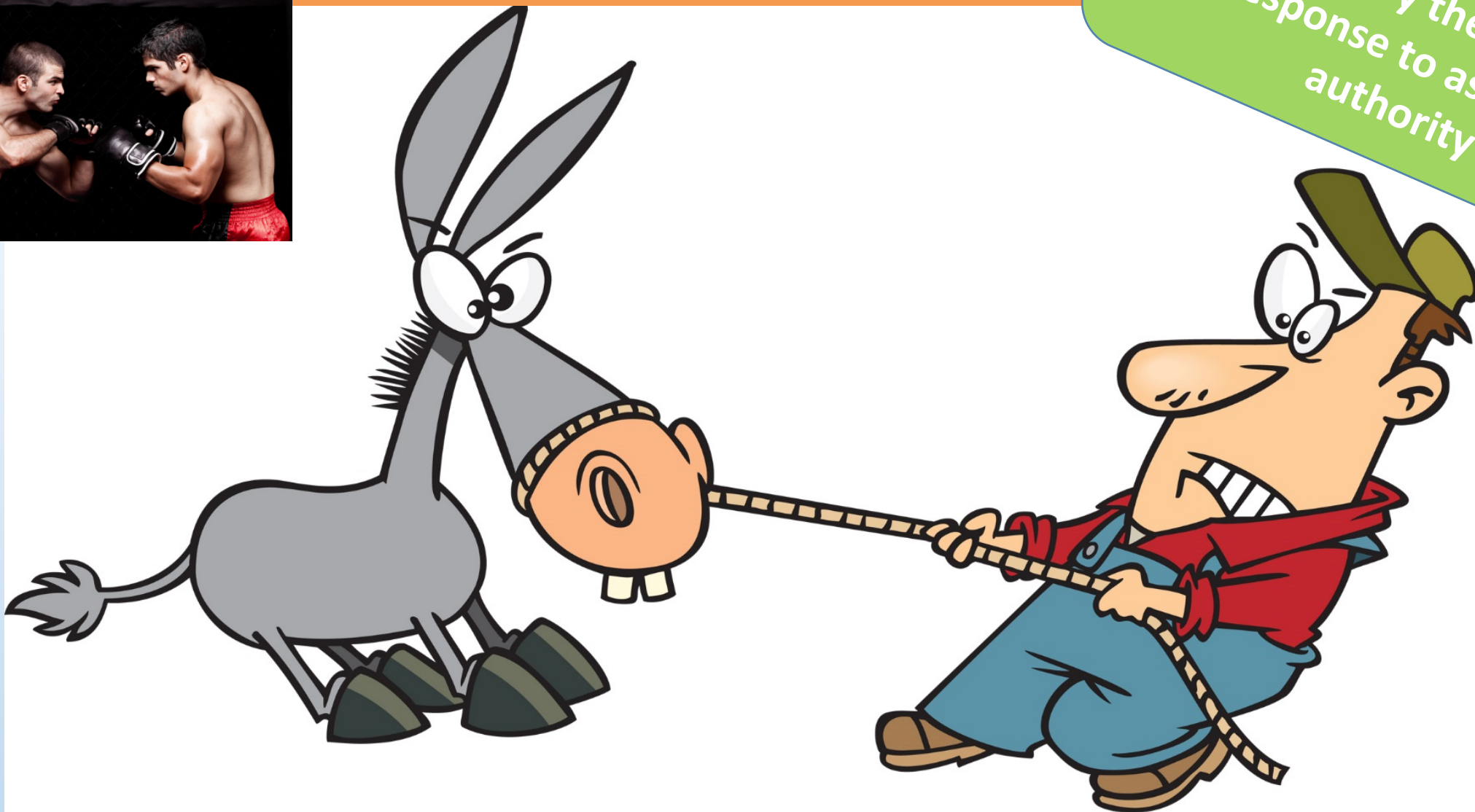
AMBIVALENCE

- Hesitancy about change is human nature and people present with a wide range of readiness for change.
- They want it, and they don't.
- Ambivalence is **not** logical



Motivational Interviewing MI was created to explore and resolve ambivalence and to increase motivation for change.

Ambivalence is NOT Resistance



Sustain talk and Discord can be generated by the clinician in response to asserting authority

Sustain Talk and Discord

- **Sustain Talk** - about the target behavior
 - "I really don't want to stop smoking."
- **Discord** - about the relationship
 - "You don't understand how hard it is for me".

BOTH are indicators of **AMBIVALENCE**



Get off my back!



Why would I trust YOU?



Sustain Talk and Discord



Dissonance



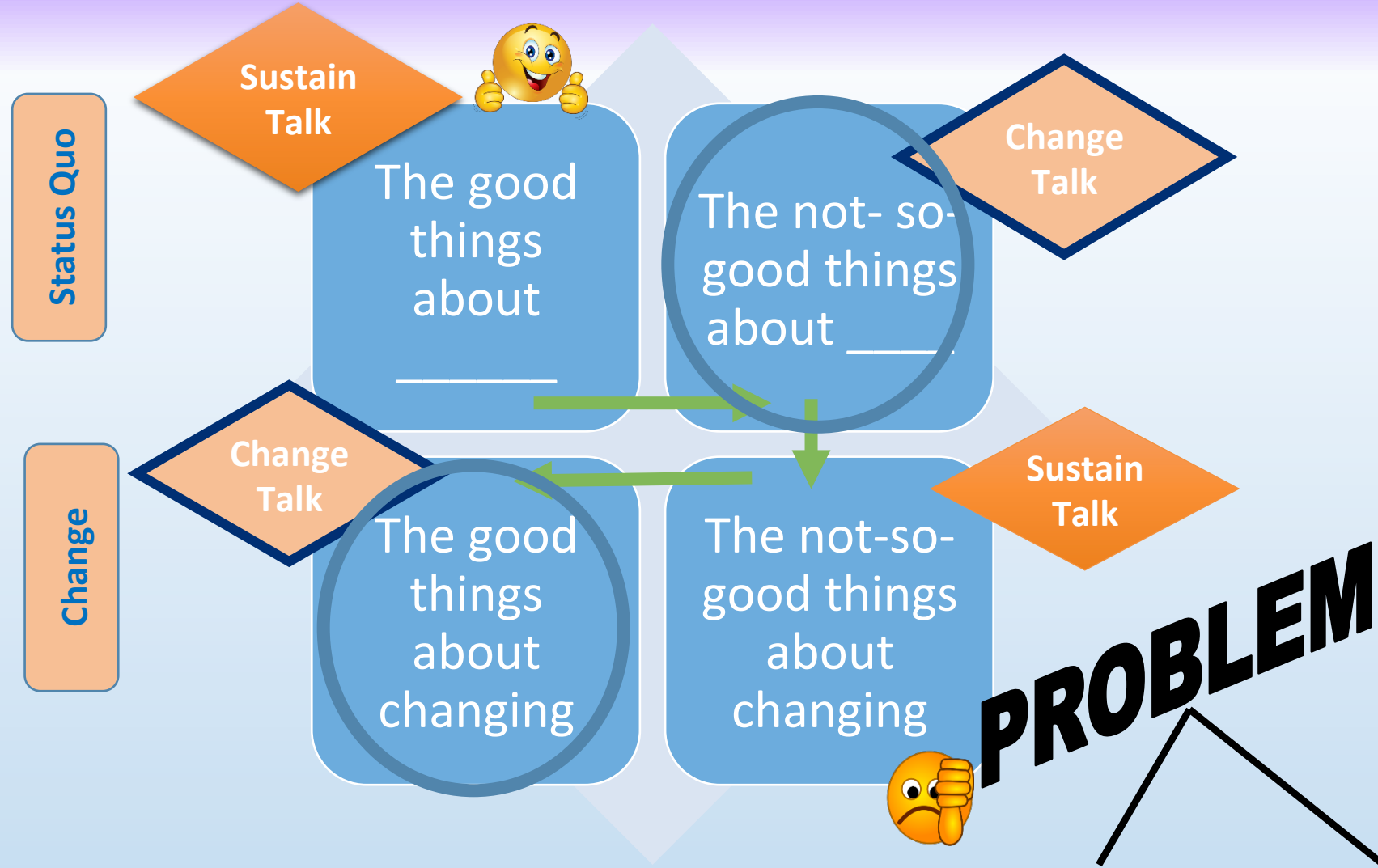
DISAGREEMENT

DISHARMONY

DISCORD

CONFLICT

Decisional Balance – Developing Discrepancy



Change Talk DARN CAT



Preparatory Change Talk

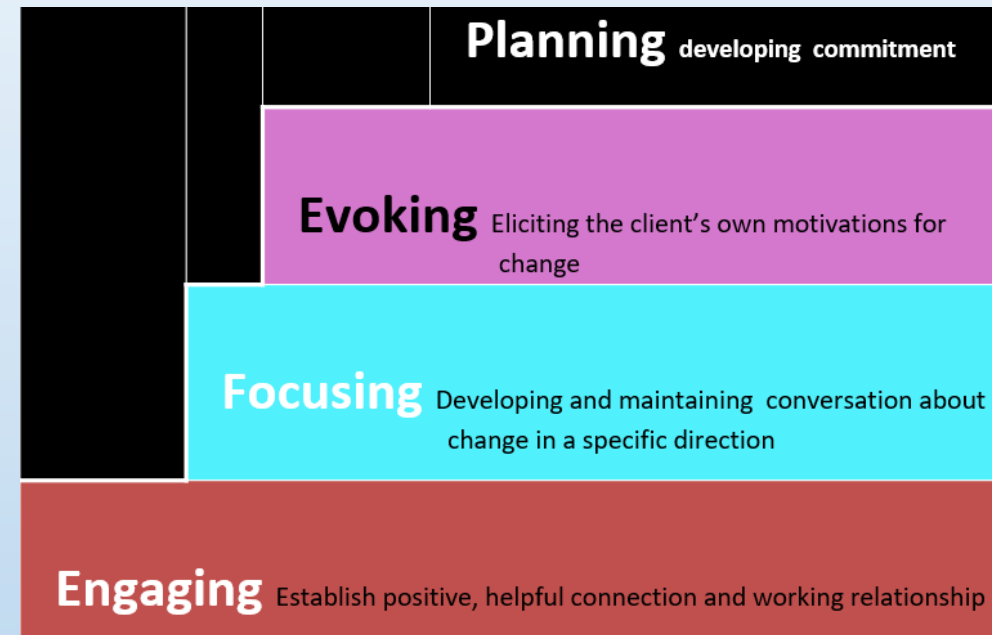
- D (DESIRE): want, wish, like
- A (ABILITY): can, could, able
- R (REASON): specific reason for change
- N (NEED): need to, have to, must, important, etc...
(without stating specific reason)

Mobilizing Change Talk ... Commitment Language

- C (COMMITMENT): will, intend to, going to
- A (ACTIVATION): ready to, willing to
(without specific commitment)
- T (TAKING STEPS): reporting recent specific action
(steps) towards change

HANDOUT - HOW DO YOU ELICIT/EVOKE CHANGE TALK?

- Asking evocative questions
- Exploring the decisional balance
- Good things/Not so good things
- Elaboration
- Querying extremes
- Looking back/looking forward
- Exploring goals and values
- Using the Importance Ruler
- Coming Alongside



EARS – CHANGE TALK The Skill of MI



O.A.R.S.

Building Rapport - Engaging

Listening

Responding to Change Talk

When you hear Change Talk, don't just sit there... Be ALL EARS:

• Evoke

- *"What other benefits can you think of?"*
- *"What else could you do if you felt better?"*

• Affirm

- *"It's great that you are talking about making that step."*
- *"You've done hard things before; it seems you can accomplish things once you decide."*

• Reflect

- *"So making this change could really affect your goal of your child's asthma being better controlled."*

• Summarize

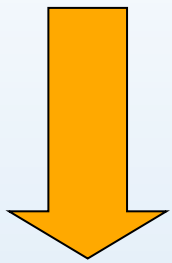
- *"You listed a lot of reasons to change. I heard..."*

E.A.R.S.

Evoking Change Talk
Enhancing Motivation

Readiness/ Importance/Confidence Rulers

“On a scale of 1-10”



- What makes it that important? Why so confident?*
- Why are you at a ___ (lower #) and not a ___ (higher #)?*
- What else?*

Week 5 Learning Activity



- Pick one or more of these 4 ways to explore ambivalence with a client:

- Decisional Balance,
- Readiness Ruler
- Importance Ruler
- Confidence Ruler

... and have a conversation about change with that person.

Be able to discuss your experiences on how it went for the client – and – how it was for you.

- Remember to use your journal to document your course experiences!

Change Rulers to Cultivate Change Talk
Change rulers (Importance, Confidence, Readiness)

On a scale of 1-10, 10 being the most ready to change, and 1 being not ready at all, where are you in your readiness to change?
What has you at a _____ and not a (lower number) _____?
What would it take to bring you from a (initial given #) _____ to a higher number _____?

To all of you ...



Getting to know you . . .

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