



Change Talk MI

Objective



Discuss how to use patient language cues (change talk and resistance) in the application of MI skills.

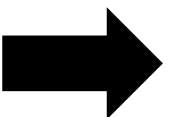


Change Talk

Any patient speech that favors movement toward a particular change goal.

Sustain Talk

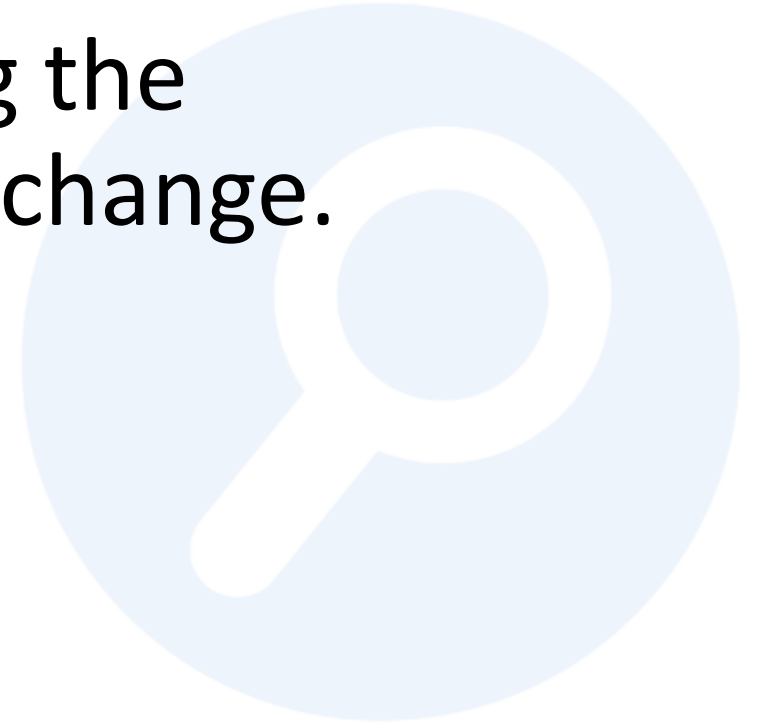
Any patient speech that favors status quo rather than a movement toward a change goal.



Focusing for Change

Focus on the negative of continuing the status quo and positives of making change.

- **Step back** and ask for input
- **Consider** options
- **Share** information



Knowing what to listen for



Preparatory change talk

- Considering change
- Still some ambivalence



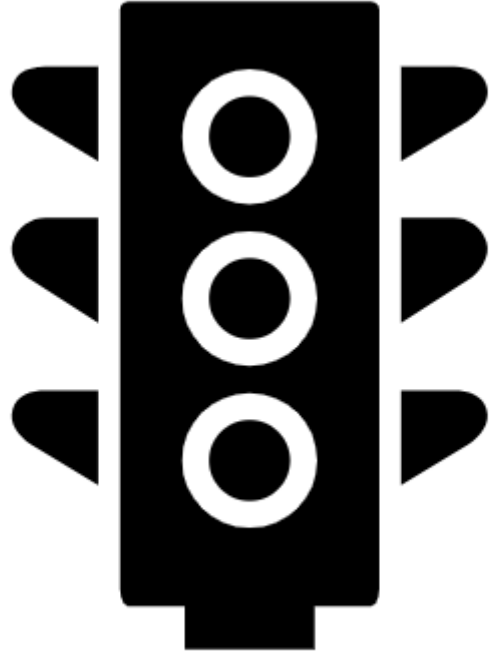
Desire

Ability

Reasons

Need

Mobilizing Change Talk



- Resolution of ambivalence
- Intention, decision, readiness

Commitment

Activation

Taking steps

Elevate Change Talk Minimize Sustain Talk



Responding to Change Talk

Reflection

“You don’t like the way this makes you feel sometimes, *and* you’re looking for ways you might change things.”

Elaboration

“What other concerns have you had about...? What other things have people told you about this? Tell me more about...”

Summarizing

“Let me see if I’ve got it so far...” (Summarize client statements, including ambivalence).

Affirming

“That sounds like a good idea.”

Clarifying Ambivalence

“What do you like about drinking... what is the other side, things you don’t like?” (Explore both sides).

Clarify Values

“Our children are really important to you”. (Help move beyond ambivalence, important aspects of tipping the decisional balance in favor of change).

Change Talk

Using Reflections

Complex

- Goes beyond what they said
- Aims to capture what they meant
- Deepens understanding
- Forward movement

