MOTIVATIONAL INTERVIEWING: FOCUSING ON CHANGE TALK

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HOW MI IS DIRECTIONAL

- Selective eliciting questions
- Selective reflections
- Selective elaboration
- Selective summarizing
- Selective affirming

(William Miller, 2010)
Motivational Interviewing: Helping People Change
Third Edition

What’s new.....

Primary Source
“A person-centered counseling style for addressing the common problem of ambivalence about change.”

Miller & Rollnick, 2013
Change Talk

Ambivalence

Sustain Talk
FOUR PROCESSES OF MI

Engaging

Focusing

Evoking

Planning
“Shall we travel together?”

20% RULE
“Where shall we go?”
Whether and Why?
“We are usually convinced more easily by reasons we have found ourselves than by those that have occurred to others.”

Blaise Pascal (1623-1662)
PREPARATORY CHANGE TALK

DESIRE

ABILITY

REASON

NEED
WHAT’S NEXT?

- **DARN** statements by themselves do not trigger change.

- **COMMITMENT** is missing:
  - “I will...”
  - “I plan to...”
  - “I intend to...”
  - “I am ready to...”
  - “I will think about...”
  - “I will consider...”
CHANGE TALK

Preparatory

- Desire
- Ability
- Reason
- Need

Mobilizing

- Commitment
  - Activation
  - Taking Steps

Behavior Change

Eliciting Change Talk

**Box 13.1.** Strength of Commitment Language during MI Sessions

*Note.* Negative values represent commitment to continue drug use; positive values represent commitment to stop drug use.

Can Counselor Influence Change Talk?

**Box 13.2.** Percent Change Talk and Sustain Talk Vary with Counselor Approach

Note. FA, functional analysis condition; CT, change talk condition. Based on Glynn and Moyers (2010).
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
WHAT TO DO IF THE PERSON DOESN’T SEEM TO EVEN BE AMBIVALENT?

- Providing Feedback
- Exploring other’s concerns
- Exploring goals and values
- Honoring autonomy
- “Running Start” technique
Recognize

Evoke

Respond
SNATCHING CHANGE TALK FROM THE JAWS OF AMBIVALENCE

- Change talk often comes intertwined with sustain talk
- That’s the nature of ambivalence

(William Miller, 2010)
“I know I should keep taking the medication, and the voices do stop when I’m taking it, but I can’t handle the way it makes me feel.”

- You don’t like the way the meds make you feel.
- You recognize the importance of taking your meds
- One reason to take the meds is to stop the voices
“I really don’t want to quit cutting altogether, I know I probably should. I’ve tried to stop before and it’s hard.”

- You really don’t want to stop cutting
- You recognize the importance of not cutting
- You’re not sure if you can quit.
RESPONDING TO CHANGE TALK
ALL EARS

E: Elaborating: Asking for elaboration, more detail, in what ways, an example, etc.

A: Affirming – commenting positively on the person’s statement

R: Reflecting, continuing the paragraph, etc.

S: Summarizing – collecting bouquets of change talk
Elaboration/Example
Affirm
Reflect
Summarize
Practices using Recognizing, Evoking and Responding strategies
Work in triads or dyads
Speaker plays role of script
Listener plays role identified on card
Identify change talk (internally)
Use evoking strategy followed by EARS
1. You are moving from focusing to evoking

2. Listener: Select 2-3 Evoking strategies you want to use from card deck

3. Use one strategy at a time and follow up with EARS before moving to the next strategy

4. Goal: to practice skills and gather change talk
• Listen carefully to the speaker and using the Change Talk Observer Sheet write-down each piece of change talk you hear.....

• This is an important role because you can help your team “WIN”
Mental Shifts:
• Evoke don’t install motivation
• Requires a Focus
• Letting go of gathering the facts first

MI Skills:
• Eliciting change talk strategies
• OARS
• Developing Discrepancy

Miller, 2012
RESOURCES FOR LEARNING MOTIVATIONAL INTERVIEWING

- *Motivational Interviewing* (2013), Miller & Rollnick
- [www.motivationalinterview.net](http://www.motivationalinterview.net) (training tapes, articles, bibliographies, training opportunities)
- [www.motivationalinterview.org](http://www.motivationalinterview.org) (MI resources ATTC website)
REFERENCES

D`Ofrino, G. et al. (2005) Yale Brief Negotiated Interview