



**Activity**  
Is it change talk, sustain talk, or something else?



**Focus: Drinking**  
I like to drink. It's what I do.



**Focus: Drinking**  
If I drank less, I'd probably feel less groggy the next day.



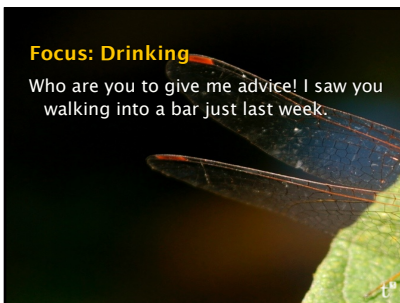
**Focus: Drinking**  
I'd like to quit, but it's so hard.



**Focus: Drinking**  
I drink way less than most of my friends.



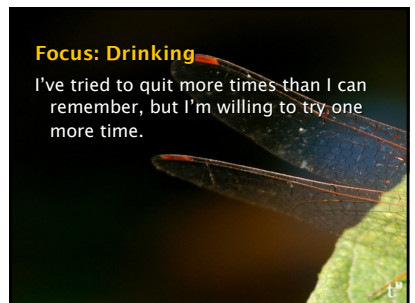
**Focus: Drinking**  
I've got to do something about my drinking. It's really getting out of hand.



**Focus: Drinking**  
Who are you to give me advice! I saw you walking into a bar just last week.



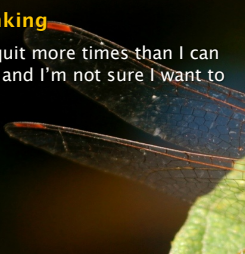
**Focus: Drinking**  
I've tried to quit more times than I can remember, and I'm done trying.



**Focus: Drinking**  
I've tried to quit more times than I can remember, but I'm willing to try one more time.


**Focus: Drinking**

I've tried to quit more times than I can remember, and I'm not sure I want to try again.



**Focus: Drinking**

If I quit, I'm sure my liver will thank me.




**Focus: Drinking**

Maybe I could cut back by drinking less whiskey and more beer.



**Activity:**  
**Change Talk Quiz**

1. Underline the client's change talk
2. Drum for change talk
3. Note which OARS used by interviewer
4. Practice




**Activity:**  
**Listening for Change Talk**

Dr. Gabor Maté  
Physician, Author, Public Speaker


Featured Book:  
GABOR MATÉ, MD  
*In the Realm of Hungry Ghosts*

Maté, Gabor. *In the Realm of Hungry Ghosts: Close Encounters with Addiction*. Toronto: Knopf Canada, 2008.




**Jake**

- It's hard to get away from it.
- When I'm older, I'll worry about pension plans and stuff.
- I don't see my own family for a year, and I don't care...
- Yeah, the coke's my life...I care more about the dope than my loved ones or anything else
- I don't know how to be without it. I don't know how to live everyday life without it.



**Jake**

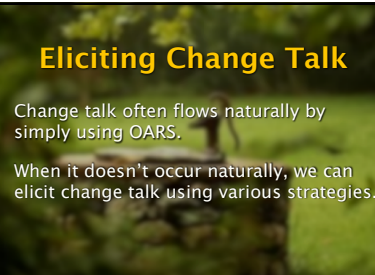

- You take it away, I don't know what I'm going to do
- If you were to change me and put me in a regular-style life...
- I was there once in my life.
- Do you think you could send me to a skin specialist?
- I'll go, Doc. Don't worry, I'll go.
- That frog you're talking about. That's me.



**Eliciting Change Talk**

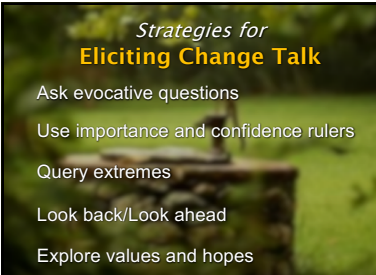

Change talk often flows naturally by simply using OARS.

When it doesn't occur naturally, we can elicit change talk using various strategies.

**Strategies for Eliciting Change Talk**

- Ask evocative questions
- Use importance and confidence rulers
- Query extremes
- Look back/Look ahead
- Explore values and hopes

**Evocative questions**

What's important to you in life?

What concerns, if any, do you have about getting screened? How might it benefit you?

How do you know when your stress is and is not well controlled?

What does heroin do for you? What concerns do you have about using it?

What are some things that you know can be triggering for you?

**Evocative questions**

What would you lose if you gave up smoking?

What's at stake if you don't make this change?

What would be some possible benefits of limiting your screen time?

What strengths do you bring to this situation?

What do you think you'll do next?

How can I, or others, support you?

**Importance Ruler**

**Ask**

"On a scale from 0 to 10, how **important** is it to you to take this action/make this change?"

**Explore**

"What makes you say \_\_\_ and not \_\_\_ (several numbers lower)?"

"What would it take to move from a \_\_\_ to a \_\_\_ (next highest number)?"

"How might I help you with that?"

**Confidence Ruler**

**Ask**

"On a scale from 0 to 10, how **confident** are you that you would be *able* to do this?"

**Explore**

"What makes you say \_\_\_ and not \_\_\_ (several numbers lower)?"

"What would it take to move from a \_\_\_ to a \_\_\_ (next highest number)?"

"How might I help you with that?"

"What concerns you absolutely most about \_\_\_\_\_?"

**Query Extremes**

What are the very best results you could imagine if you \_\_\_\_\_?

**Looking Back**

"What were things like before \_\_\_\_\_?"

"What has changed?"

**Looking Ahead**

"How would you like things to be different a month/a year/three years from now?"

**Values and Hopes**

"What are the rules you'd say you live by?"

"How does \_\_\_\_\_ impact the person you want to be?"

"What do you long or yearn for?"

"Where do you find meaning in life?"

"What gives you joy?"

"What are your hopes for the future?"

**Responding to Change Talk**

**Responding to Change Talk: OARS+I**

- O**pen, elaborative questions
- A**ffirmations
- R**eflective statements
- S**ummaries
- +
- I**nformation and suggestions

**Providing Information and Suggestions**

“It is easy to overestimate how much information and advice clients need to be given.”

Miller & Rollnick

**Elicit-Provide-Elicit**

A simple strategy for exchanging information

**Elicit-Provide-Elicit**

**Elicit**

- Ask what person already knows
- Ask what person would like to know
- Ask permission to provide information

**Elicit-Provide-Elicit**

**Provide**

- Prioritize what person most wants to know
- Be clear; use everyday language
- Offer small amounts of information with time to reflect
- Acknowledge freedom to disagree or ignore

**Elicit-Provide-Elicit**

**Elicit**

- Ask for person’s response, interpretation, understanding

**Activity: E-P-E**

**Elicit**

- Ask what person already knows
- Ask what person would like to know
- Ask permission to provide information

**Provide**

- Offer small dose of suggestions, advice

**Elicit**

- Ask for person's response

**In conclusion...**


**General Practice Guidelines**

- Breathe
- Let MI spirit guide you
- Know where you are
- Use your OARS
- Trust reflections
- Elicit more, impart less
- Focus on the good stuff
- Invite to action
- Breathe

### Now What?

- Read more about MI
- Get additional training
- Observe and discuss professional training videotapes
- Tape and critique your own practice
- Work with someone knowledgeable about MI to provide coaching and feedback
- Form a learning circle to support mutual skill-building

### Resources



- Motivational Interviewing (3rd Ed.), Miller, WR & Rollnick, S., The Guilford Press, 2013.
- Motivational Interviewing in Health Care, Rollnick, S, Miller, WR and & Butler, C. The Guilford Press, 2008.
- Motivational Interviewing in the Treatment of Psychological Problems. Edited by Arkowitz, Westra, H, Miller, WR, & Rollnick, S, The Guilford Press, 2007.

### Resources



- Motivational Interviewing DVD, 2013. The Change Companies [www.changecompanies.net/motivational\\_interviewing.php](http://www.changecompanies.net/motivational_interviewing.php)
- Building Motivational Interviewing Skills (2<sup>nd</sup> edition), Rosengren, D.B., The Guilford Press, 2017.
- Motivational Interviewing with Adolescents and Young Adults, Near-King, S. & Suarez, M., The Guilford Press, 2011.

Website: [www.motivationalinterviewing.org](http://www.motivationalinterviewing.org)

