

Recognizing and Responding to Change Talk, Evocation

Session 6



**ENHANCED PROFESSIONAL
LEARNING SERIES**



Mountain Plains ATTC (HHS Region 8)

ATTC

Addiction Technology Transfer Center Network
Funded by Substance Abuse and Mental Health Services Administration





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Session 6 Agenda



Review Learning Activity from
Session 5




Deeper Dive into MI Concepts



Discuss Session 7 Learning
Activity



Why is change
talk so
important?



With Intention, How and When do We Evoke Change Talk ?

- **The Seeds of Change:**
 - **Cultivating**
 - **Growing**
 - **Harvesting**

DARN: Opportunities for Movement

Desire	<i>“I want a better life”</i>
Ability	<i>“At this point in my life, I feel I can do this now”</i>
Reason	<i>“I don’t want to lose my job”</i>
Need	<i>“I have to quit or I will lose my kids”</i>

With Intention, how do we work with these statements to strategically build motivation ?

10 Strategies for Evoking Change Talk

Evocative questions

What have you considered?

Decisional Balance

What's good...? What's not so good...?

Ask for elaboration

What else?

Ask for examples

What does a typical day look like?

Look back

In the past . . .

Look forward
two...?

If something changed, what would it look like in a year,

Query extremes

Worst/Best Case

Use I C R rulers

On a scale of 1 – 10

Explore goals and values

What's most important to you now?

Come alongside

This change might be just too hard right now.

Listening for Change Talk

The **Fine Art** of Listening for change talk statements and intentionally anchoring into or weaving these statements back into the conversation at a later date in order to explore and reinforce (EARS).





Responding to Change Talk Using EARS!

Elaborating	In what way . . . ? Tell me more . . . What else?
Affirming	That took a lot of courage You're a person who can make changes when you need to ...
Reflecting	That's really important to you . . . You realize it's become a problem . . .
Summarizing	There are a number of things I'm hearing about your situation. First, you're concerned about . . . also, you feel . . . and you are thinking . . .

Session 7 Learning Activity

- Watch video “Part 5 Evoking Change Talk”
- Identify Change Talk: Pick 3 examples
- What type of CT you are hearing - using **DARN CATS** as guide
- Use **EARS** to respond to each CT statement identified
- Develop intentional summary of Change Talk
- Write out your summary for review and group discussion next week

VIDEO LINK : <https://www.youtube.com/watch?v=w7wAcMW8uk8>

