

Softening Sustain Talk, Cultivating Change Talk & Recognizing Readiness to Change

Session 7



***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 7 Agenda



Review Learning Activity from Session 6



Softening Sustain Talk



Intentional Change Talk – Demonstration



Recognizing Readiness to Change

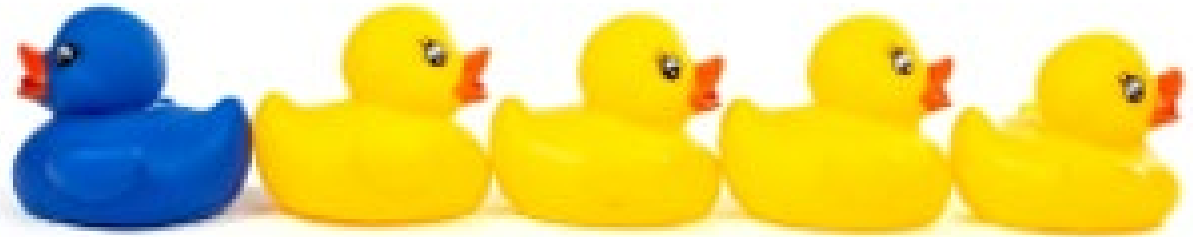


Discuss Session 8 Learning Activity

Let's talk about
Session 6
Learning Activity!



What is Unique to MI?



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

Evocation – with intention –drawing out and reinforcing one’s change talk.

Ambivalence

“Convincing” people who are ambivalent can be counter-productive – they respond by:

- Arguing
- Defending
- Giving Lip Service
- Becoming Passive

Guiding them to explore their own **D A R N s** to change is more effective



What is it?
How do we
soften it?

SUSTAIN TALK

Sustain Talk – Discord – Change Talk

Sustain Talk

"I really want to quit smoking but there are times when smoking is really great."

Sustaining Counselor:

"Tell me more about what you get out of smoking?"

Counselor hearing change talk:

"You really want to quit smoking, say more about that."

Discord

Where does it come from?

*Previous experiences,
communication roadblocks,
lack of engagement*

How does it show up?

*Arguing, Ignoring,
Interrupting, Discounting*

What to do?

*Reengage, Emphasize Autonomy,
Apologize, Shift Focus*

Change Talk

Desire

Ability

Reason

Need

Commitment

Activation

Taking Steps

Recognizing Readiness to Change

Recognizing & Reinforcing Change Talk

With intention, we guide the discussion away from sustain talk and more toward change talk.

We listen for statements that indicate more of a commitment, activation or taking steps toward change.



Session 8

Learning Activity

How do you know there is enough motivation to begin planning?

Over the next week, consider:

1. Someone who is not ready for planning.
How did you know they weren't ready? What would you do next?
2. Someone whose is ready for planning.
How did you know they were ready for planning? What would you do next?

Remember you can use your journal to note your course experiences!



To all of you ...

