

Ambivalence, Discord, Change & Sustain Talk

Session 3



***ENHANCED PROFESSIONAL
LEARNING SERIES***



ATTC HHS REGION 8
Mountain Plains

Session 3 Agenda



Review Learning Activity from
Session 2



Introduce MI
Concepts:

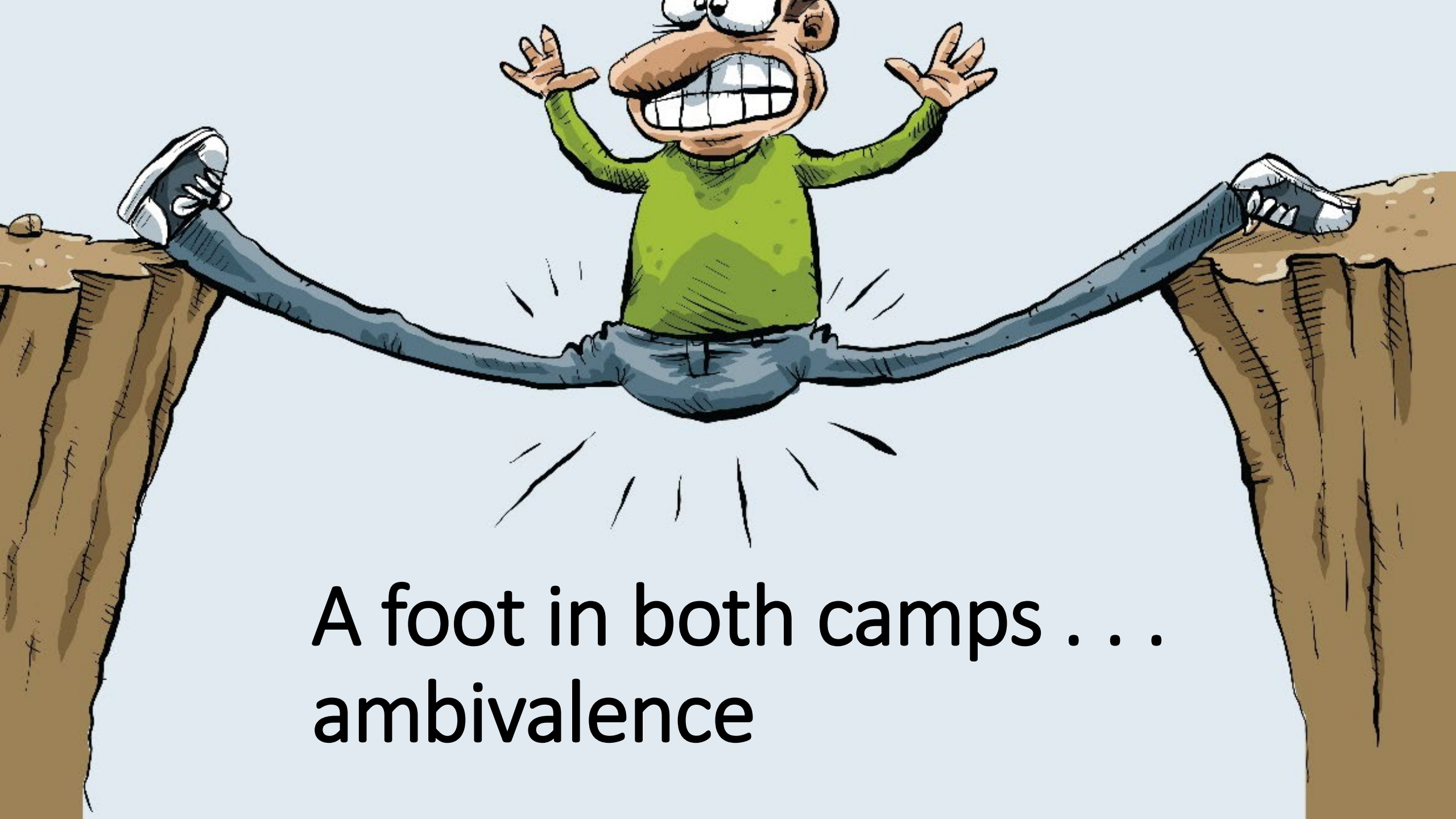
Ambivalence
Discord
Change Talk
Sustain Talk



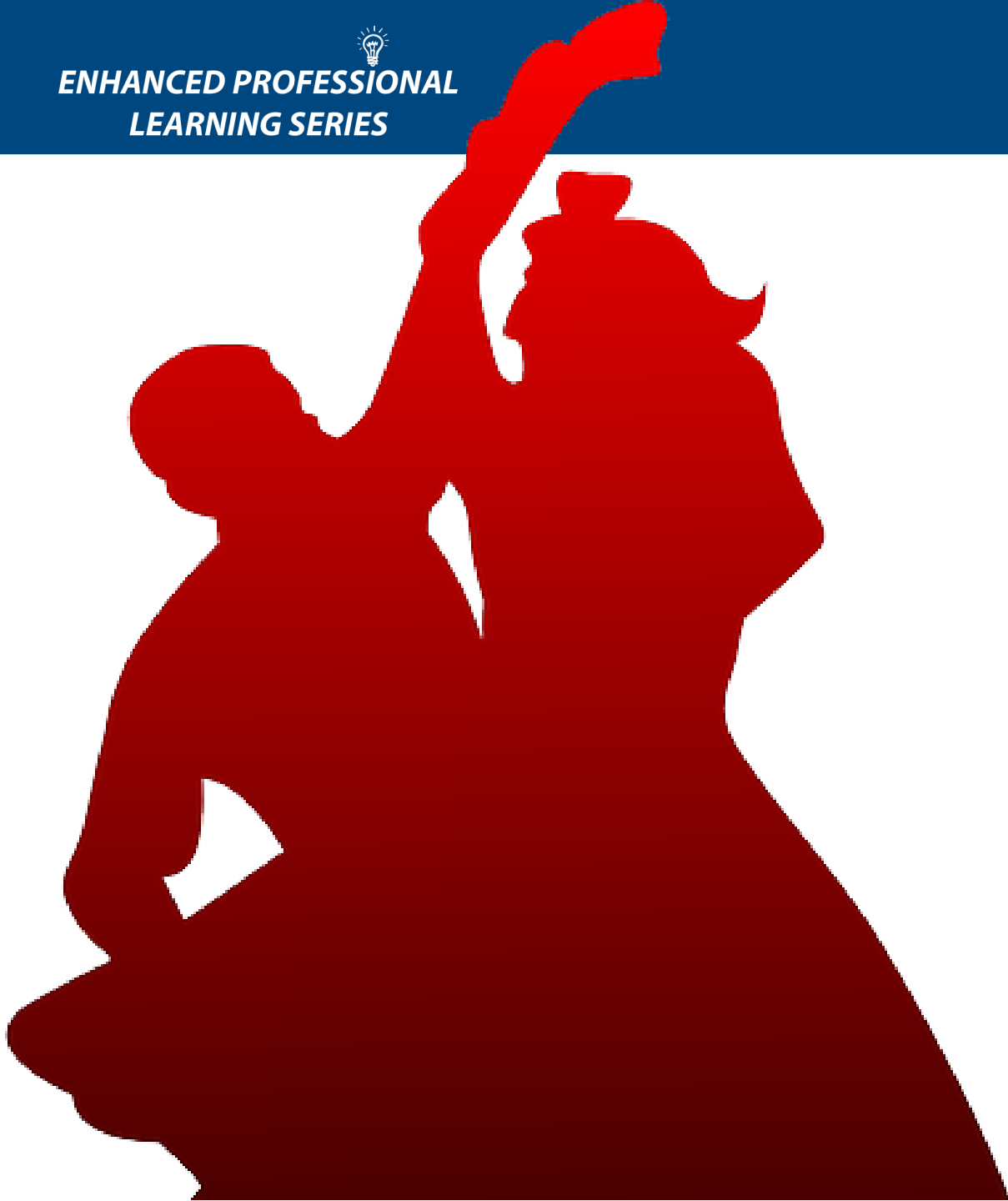
Session 4 Learning Activity



Let's talk about last week's Learning Activity!



A foot in both camps . . .
ambivalence






“Discord” now is seen as a Shared responsibility, dynamic



Change Talk vs Sustain
Talk . . . Movement vs
Stasis!

A man wearing a blue long-sleeved shirt, blue jeans, and a dark baseball cap stands in a field of tall, golden wheat. He is looking down at something in his hands. In the background, there is a dark wooden barn with a brown roof, a white barn, and a long white structure that looks like a greenhouse or a covered walkway. The sky is a clear, pale blue.

Planting and Cultivating the Seeds of Change

The Art of Resolving Ambivalence & Evoking Change

Talk

Listening for Change Talk Statements



DARN CATS

D A R N
(Preparatory)

C A T S
(Mobilizing)

The DARN.....Statements of Movement

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



Strengthening Change Talk

Intentional Use of Reflections & Summarizing

Session 4 Learning Activity

Watch the 2 short videos (links below).

Review and come prepared to discuss:

VIDEO One – 1) What did the “Ineffective Dentist” do to evoke sustain talk?

Link: **<https://www.youtube.com/watch?v=3xrEaFPbYC8>**

VIDEO Two – 1) What did the “Effective Dentist” do to evoke change talk? 2)

What did the “Effective Dentist” do with the change talk?

Link: **https://www.youtube.com/watch?v=f8QSA_5PEFM**

