

# Ambivalence, Discord, Change & Sustain Talk

Session 3





# Session 3 Agenda



Review Learning Activity from  
Session 2



Introduce MI  
Concepts:

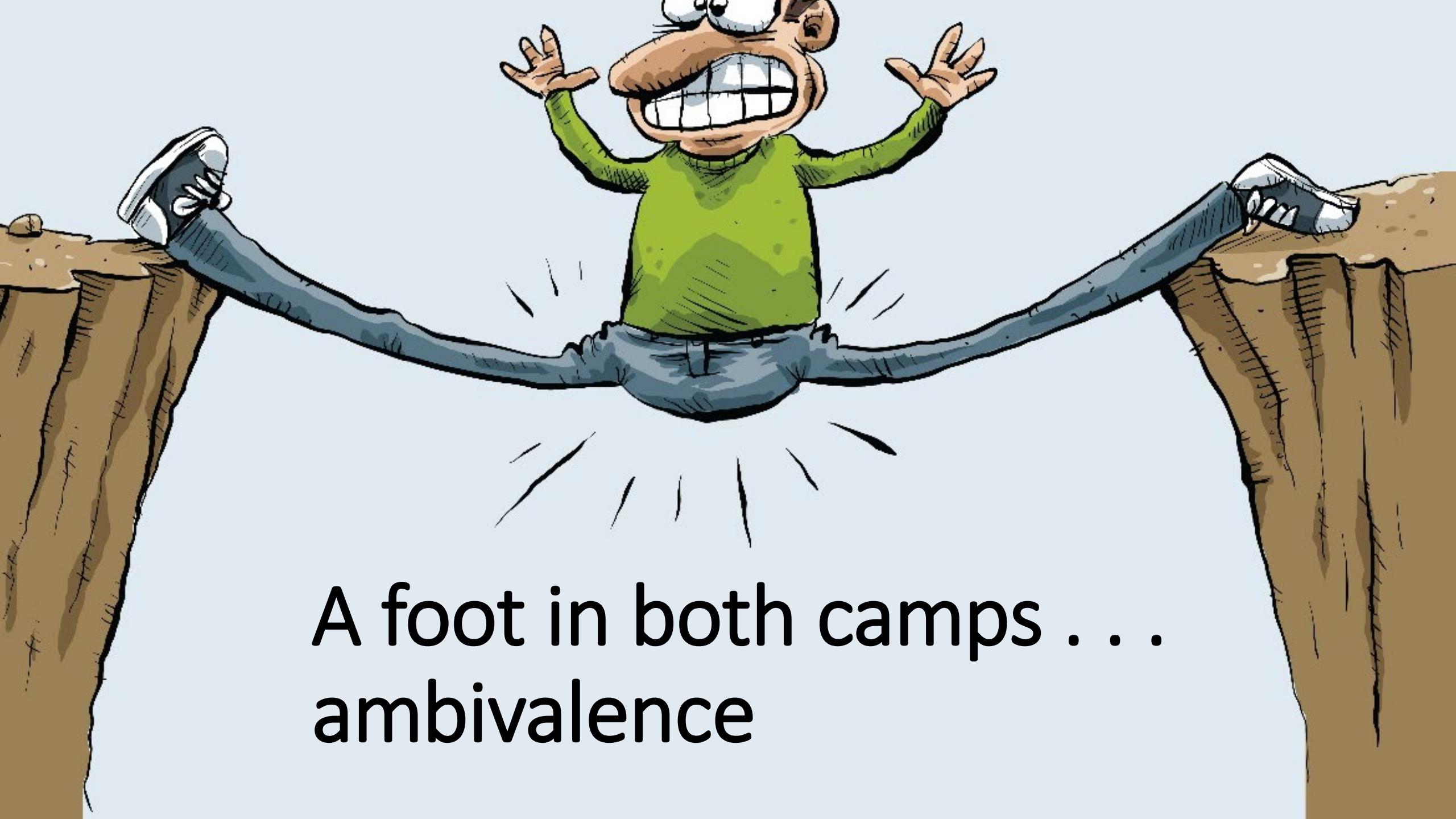
Ambivalence  
Discord  
Change Talk  
Sustain Talk



Session 4 Learning Activity

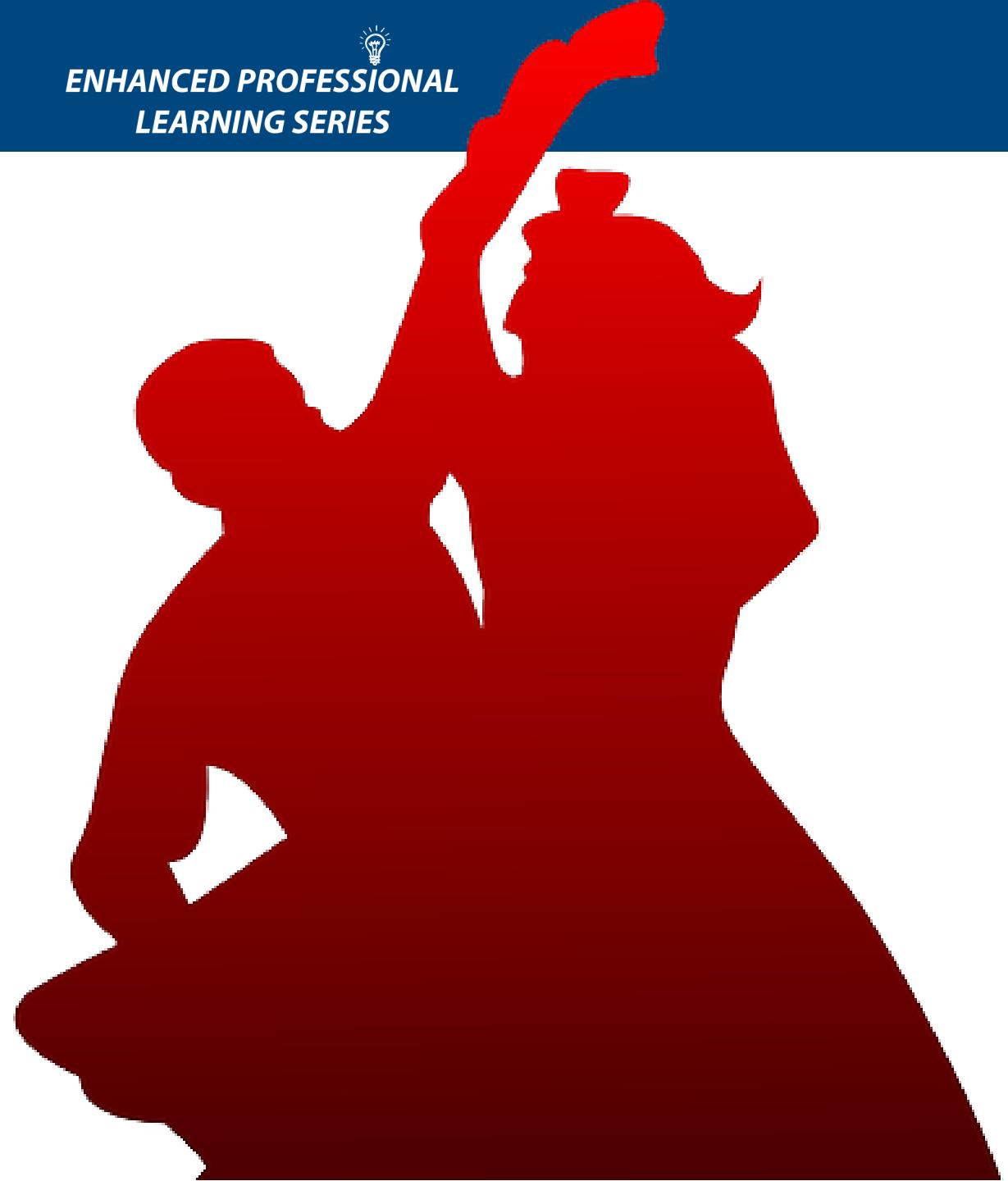


Let's talk  
about last week's  
Learning Activity!



A foot in both camps . . .  
ambivalence

 **ENHANCED PROFESSIONAL  
LEARNING SERIES**





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



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



# Planting and Cultivating the Seeds of Change

## The Art of Resolving Ambivalence & Evoking Change

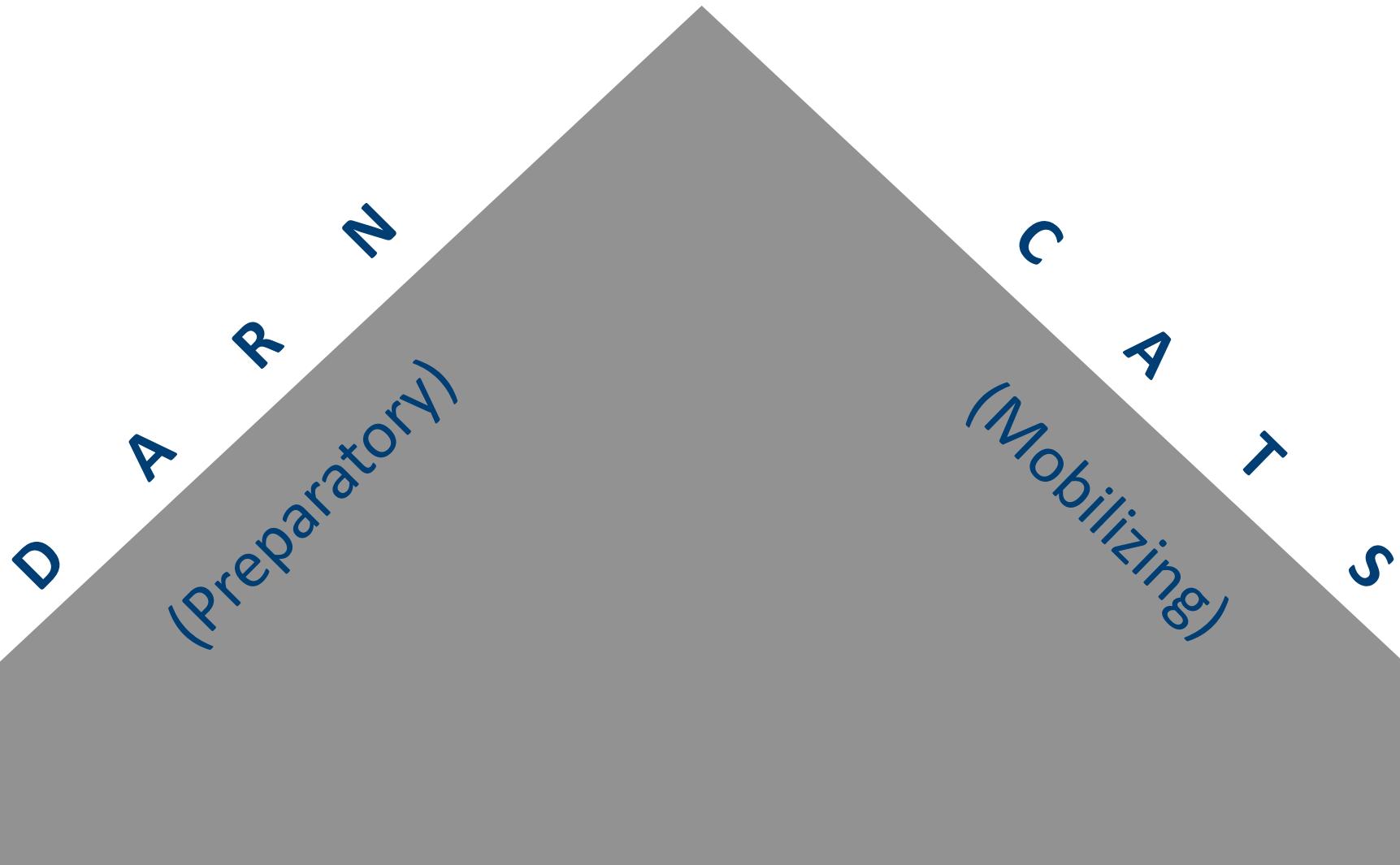
### Talk

# Listening for Change Talk Statements



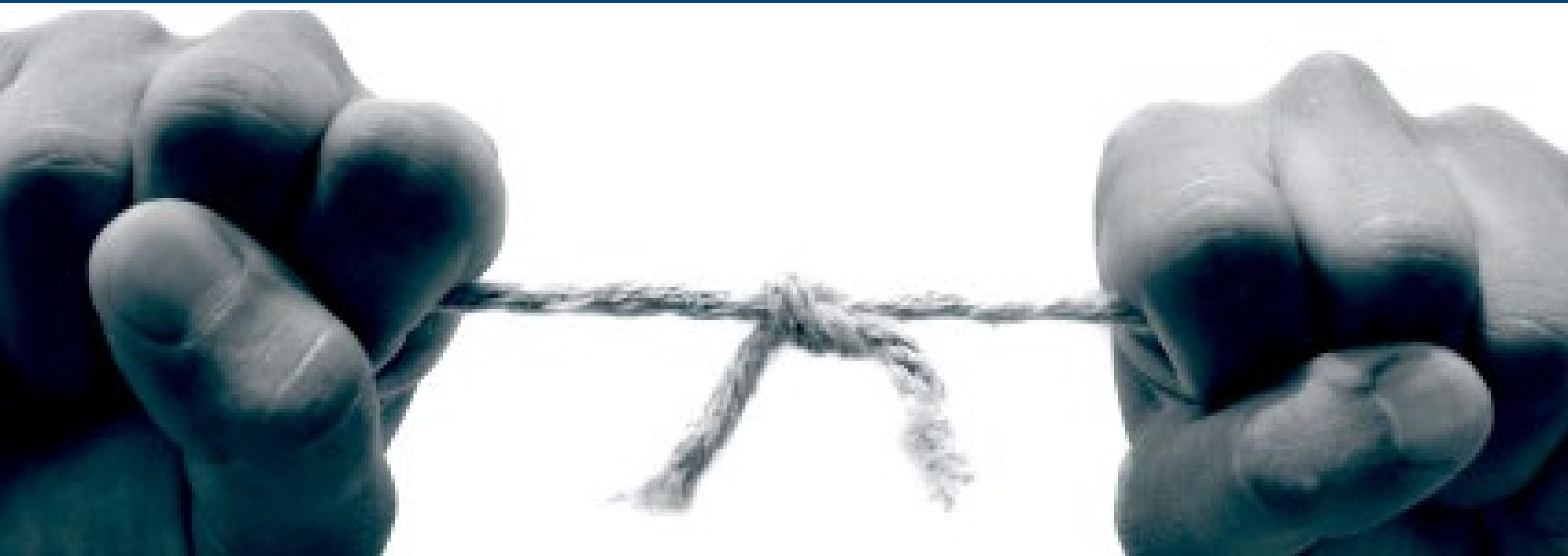


# DARN CATS



## 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](https://www.youtube.com/watch?v=f8QSA_5PEFM)



THANK  
YOU!

