

Project TEACH

Motivational Interviewing (MI)

in Tobacco Cessation: An

Overview—Part 8

Change Talk/Sustain Talk

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Change Talk & Sustain Talk



Change Talk and Sustain Talk

Opposite Sides of the Coin



~~RESISTANCE~~

Now known as



SUSTAIN TALK

DISCORD

Sustain Talk & Discord

- **Sustain Talk** is about the target behavior:
 - I really don't want to quit smoking.
 - I have to have my pills to make it through the day.
- **Discord** is about your relationship:
 - You can't make me quit.
 - You don't understand how difficult it is for me.
- **Both** are highly responsive to counselor style. The Spirit of MI helps diffuse discord.

Miller, WR and Rollnick, S. *Motivational Interviewing. Helping People Change*. New York: The Guilford Press. 2013. Third Edition.

Sustain Talk

- The other side of ambivalence/change talk
- Speech that favors arguments against change
 - Desire for things to stay the same (status quo)
 - Ability to continue with things just as they are
 - Reasons NOT to change
 - Need for things not to change
 - Commitment to things just as they are

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Sustain Talk

- Avoid arguing for change
- Not directly opposed
- A signal to respond differently

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Snatching Change Talk from the Jaws of Ambivalence

“I really don’t want to stop smoking, but I know that I should. I’ve tried before, and it’s really difficult.”

--You really don’t want to quit.

--It’s pretty clear to you that you ought to quit.

--You don’t think you can quit.

Change Talk

- Speech that favors movement in the direction of change....
 - Opposite of “Sustain Talk”
 - Specific to a particular target behavior or set of target behaviors (e.g., smoking, diet, exercise)
- What sorts of things do you say when you are considering a change? What do we watch for...?

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Change Talk

DARN-CATs



Preparatory Change Talk—DARN (usually comes before Activating Change Talk)

- **D**ESIRE to change (want, like, wish...)
- **A**BILITY to change (can, would...)
- **R**EASONS to change (if...then)
- **N**EED to change (need, have to, must, got to...)

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Example - In the Courtroom/At the Wedding

- “Do you swear to tell the whole truth...?”
 - Desire
 - Ability
 - Reason
 - Need



Activating Change Talk

- **C**OMMITMENT Language (intention, decision)
- **A**CTIVATION (ready, prepared, willing)
- **T**AKING steps



You now have the **DARN-CAT**

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Questions to Possibly Elicit/Evoke **COMMITMENT** Language

- Is that what you want to do?
- Can you do it?
- Do you have enough reasons to do this?
- How important is it to do this for you?
- Will you do it?

(YIKES—**CLOSED-ENDED QUESTIONS**—can you make them **OPEN-ENDED**...or turn in them into reflections?) And sometimes a closed-ended question is needed/ok. Even more so as of Oct. 2014!

Which question would you ask to elicit/evoke ACTIVATION language?

- What do you want to do?
- Do you think you can do it?
- What steps are you willing to take?
- What are the best reasons for making a change?
- How important is this change to you?
- How will you do this?

Example - In the Courtroom/At the Wedding Revisited

- “Do you swear to tell the whole truth...?”
- “Do you take this man/woman...?”
- COMMITMENT: “I DO!” “I WILL!”



Find the Activating or Commitment Language

- I've got to start exercising.
- I wish I could eat better.
- I'm not buying anymore junk food.
- I think I can eat better.
- I'd be a lot more healthy if I ate better.
- I know I can lose weight.

Find the Activating or Commitment Language

(continued)

- I've got to quit smoking.
- I wish I could quit.
- I'm not buying another pack.
- I'd be healthier if I quit.
- I think I can quit.

Find the Activating or Commitment Language

(continued)

- I've got to start exercising.
- Dr. S. won't do reconstructive surgery if I'm not nicotine free for two weeks beforehand.
- My kids really want me to quit smoking.
- I have to have a clean UA for my parole officer.

Handout

- Strategies for Evoking Change Talk in Motivational Interviewing

Strategies for Evoking Change Talk in Motivational Interviewing
<ul style="list-style-type: none">• ASK EVOCATIVE QUESTIONS (DARN/CAT)<ul style="list-style-type: none">◦ Why would you want to make this change? (Desire)◦ How might you go about it in order to succeed? (Ability)◦ What are the three best reasons for you to do it? (Reasons)◦ How important is it for you to make this change? (Need)◦ So what do you think you'll do? (Commitment/Action/Taking Steps)• REASONS FOR CHANGE<ul style="list-style-type: none">◦ Why would you want to make this change a part of your life?◦ If nothing changes, what might happen? What's at stake?◦ What are other people in your life worried about? Why are they worried?◦ How has _____ stopped you from doing things you want to do? Being the person you want to be?◦ What are some of your concerns about _____?• CHANGES IN THE ABSTRACT<ul style="list-style-type: none">◦ Suppose that you did succeed and are looking back on it now: what most likely worked? How did it happen?◦ Suppose that this one big obstacle wasn't there: if the obstacle were removed, how might you go about making this change?◦ If you wanted to, how might you do it?◦ If you were to try again, what might be the best way to do it?• IMAGINE QUESTIONS<ul style="list-style-type: none">◦ Suppose a miracle happened, and you quit smoking completely. What would your life be like then? How would your family respond?• EXCEPTION QUESTION<ul style="list-style-type: none">◦ How did you stop yourself from smoking on an occasion when you were really stressed?◦ What was going on when you were keeping records of your smoking consistently?• ASK FOR ELABORATION/DETAILS<ul style="list-style-type: none">◦ When a change talk theme emerges, ask for more detail:<ul style="list-style-type: none">▪ Tell me about the last time this happened.▪ Describe a specific example of when this happens.▪ What else?• LOOKING BACK<ul style="list-style-type: none">◦ Ask about a time before the current concern emerged:<ul style="list-style-type: none">▪ How have things been better in the past?▪ What were things like before _____? What were you like back then?▪ How has _____ stopped you from growing, moving forward?▪ Way back then, what was inspiring you to _____?▪ What did you do to you recall when things were different?• LOOK FORWARD<ul style="list-style-type: none">◦ Ask about how the future is viewed:<ul style="list-style-type: none">▪ What may happen if things continue as they are (status quo)?▪ If you were 100% successful in making the changes you want, what would be different?▪ How would you like your life to be in the future?



QUIZ: Recognizing Change & Sustain Talk/Responding

- I think I could quit.
- I've got to do something about my smoking.
- I really like fast food, and it's so convenient.
- I'm probably gonna start exercising.
- I need to smoke pot to relax.
- I want to get my kids back, and I can't do that unless I stop drinking.
- I'd like to have better control of my eating.
- I'm gonna keep smoking, and no one can tell me what to do.

Change or Sustain?

- Smoking is the only way I can relieve stress
- It costs too much to eat healthy
- I think I could get a good deal on a gym membership
- What would my friends think if I stopped drinking?
- My family could care less whether or not I quit smoking.
- Everyone is always telling me what to do...I don't have to listen to them.
- I'm going to eat more fruits and vegetables.
- My heart medicine makes me feel dizzy when I first wake up.
- My sister quit smoking on chantix. It might work for me.

Change or Sustain Talk?

Reflect/respond to this statement

Aw, hell, I got nine lives. I can spare a few.



ACKNOWLEDGEMENTS/REFERENCES

Unless otherwise noted, the materials in this presentation are from/adapted from the following publications/individuals/organizations:

Miller, WR and Rollnick, S. *Motivational Interviewing. Helping People Change.* New York: The Guilford Press. 2013. Third Edition.

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Stephen Malcolm Berg-Smith. Advanced MI Training. Sept. 28-30, 2011, San Francisco, CA.

The Motivational Interviewing website: <http://www.motivationalinterviewing.org/>

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