Project TEACH Motivational Interviewing (MI) in Tobacco Cessation: An Overview—Part 8 Change Talk/Sustain Talk

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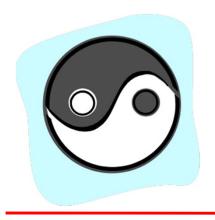








Change Talk & Sustain Talk







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.



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

Sustain Talk

Avoid arguing for change

Not directly opposed

A signal to respond differently

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...?



Change Talk DARN-CATs



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

- DESIRE to change (want, like, wish...)
- ABILITY to change (can, would...)
- REASONS to change (if...then)
- NEED to change (need, have to, must, got to...)



Example - In the Courtroom/At the Wedding

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



Activating Change Talk

- COMMITMENT Language (intention, decision)
- ACTIVATION (ready, prepared, willing)
- TAKING steps





You now have the **DARN-CAT**



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?

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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

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    ASK EVOCATIVE QUESTIONS (DARN-CAT)

    How mighty ou go about it in order to succeed? (Ability)

                             What are the three best reasons for you to do it? (*cason(s]) 
How important it is for you to make this change? (Need)

    So what do you think you'll do? (Commitment/Action/Taking Steps)

. CHANGES IN THE ABSTRACT

    Suppose that you did succeed and are looking back on it now: what most likely worked?

                                How did it happen?

    Suppose that this are big obstade wasn't there. If the tobstade were removed, how

                   o Suppose one one one of grounds wash tunore in the contract might you go about making the change?

of you wanted to how might you do it?

of you want to by again, what might be the best way to do it?

    MIRACLEQUESTION
    Suppose a miracle happened, and you gut a moking at migliotely. What would your life

                               be like then? How would your family respond?

    EXCEPTION QUESTION

    How did you stop yourself from smoking on an occasion when you were really stressed?

    What was going on when you were keeping recents of your smaking consistently?
    A SK FOR ELASORATION/EXAMPLES

    When a change talk thome emerges, ask for more details
    Tell me about the last time this happened.

                                                 Describe aspecific example of when this happens

    What disc?

    Ask about a time before the current concern emerged:

    Associate the process of the content of the co

    LOOK FORWARD
    Ask about how the future is viewed:
    What may happen if things or

                                                What may happen if things continue as they are (status que)?
                                    if you were 100% successful in making the changes you want, what would be different?

    Mow would you like your life to be in the future?

                                                                                                                                                                                                   TEGAS
TOBACCO FREE
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Strategies for Evoking Change Talk in Motivational Interviewing

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.

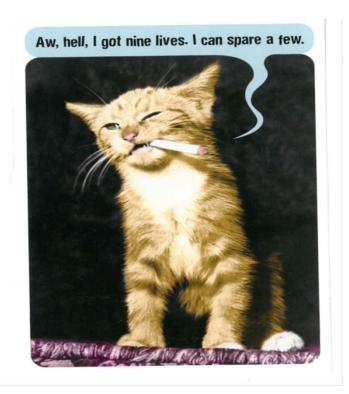


Change or Sustain?

- 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





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

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