

Change Talk: Help Your Clients Talk Themselves into New Behaviors

“The Language of Change: Working with a Client’s Own Words to Support Change”

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Our Outline

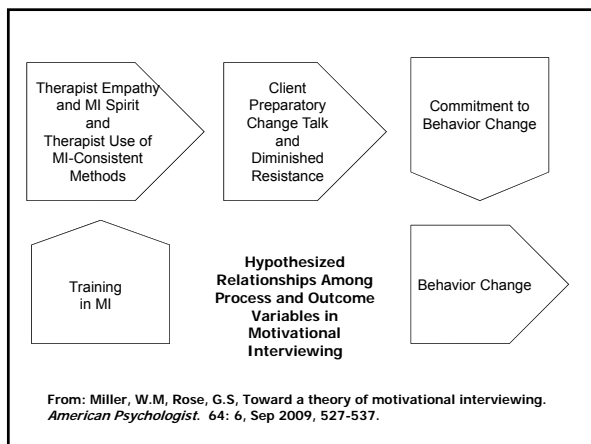
- What is Motivational Interviewing?
- The role of change talk in MI
- What is change talk?
- Practice searching for change talk
- Responding to change talk
- Questions

Motivation is a fire from within.
If someone else tries to light that fire under you,
chances are it will burn very briefly.

Stephen R. Covey

What is motivational interviewing?

Motivational interviewing is a collaborative conversation to strengthen a person’s own motivation for and commitment to change



Change talk



- Desire
- Ability
- Reasons
- Need
- Commitment
- Activation
- Taking Steps

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DARN

- **Desire:** Statements about preference for change. "I want to.. I would like to... I wish..."
- **Ability:** Statements about ability. "I could... I can... I might be able to..."
- **Reasons:** Specific arguments for change. "I would probably feel better if... That would give me more energy to play with my kids."
- **Need:** Statements about feeling obliged. "I ought to... I really should... I need to..."

CAT

- **Commitment:** Statements about likely change. "I will..." "I am going to..."
- **Activation:** Statements about readiness, willingness "I'm ready to look for..." "I'm willing to..."
- **Taking Steps:** Statements about action taken. "I actually went out and..." "This week I started to..." "I am now doing..."

Practice recognizing change talk

- TV shows, movies
- Videos of participants
- Listen to others' interactions
- Ask interns to tally change talk
- Audio record your sessions



Celebrate what you want to see more of.

Tom Peters

Responding to change talk

- **E**laborate with open questions
- **A**ffirm efforts and strengths
- **R**eflect the change talk
- **S**ummarize all the change talk you heard

Elaborate

- "In what way?"
- "Tell me more"
- "How did you do so well?"
- "What/who supported you to do that?"
- "What do you see doing this week?"
- "What is your next step?"

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Affirm

Reflect what patient is already doing
and strengths you hear
“You are already someone who...”
“That took a lot of courage/persistence...”
“You are a person who can make changes.”
“Anyone would find that difficult.”

Reflect

“You really want...”
“Your health is really important to you.”
“You realize it’s become a problem.”
“You know your kids would be
healthier.”
“You are able to cook vegetables.”

Summarizing

You reflect a collection of change
talk that you have heard from
the client.

It’s not about you.

Eliciting Change Talk

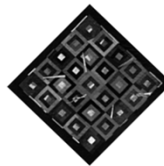
- **Desire:** What do you want, like, wish, hope...
- **Ability:** What is possible? What could you do?
What are you able to do?
- **Reasons:** What would be the benefits? What
would get better?
- **Need:** How important is this change? How much
do you need to do this?
- **Commitment:** What are you going to do? What is
your plan?
- **Action:** What have you done so far?

Suggested Reading

Motivational Interviewing in Health Care;
Stephen Rollnick, William Miller,
Christopher Butler; 2008

Counseling Tips for Nutrition Therapists:
Tips # 69, #110, #122 at
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