



Motivational Interviewing

RESULTS Webinar Session 3

Presented 11-13-2024

By David Christian, Ph.D.

Dealing with Challenges

“I am looking for community that shares my dream of how the world could be and I’m aligning with that, doing my best to create that dream.”

– Jeff Bridges, on Jimmy Kimmel Live

Session 3: Change Talk

- Review
- Define Change Talk
- Demo
- Do- Breakout
- Discuss



Session 1



Spirit of MI

- Partnership
- Acceptance
- Compassion
- Evocation



Four Processes

- Engage
- Focus
- Evoke
- Plan

Session 2: Core Skills- OARS

Creating Collaborative Relationship

- Open Questions
- Affirmations
- Reflections
- Summaries





| How's Your
Practice
Going?

What MI is NOT

- Manipulating
- Reasoning
- Guilt-Tripping
- Pressuring
- Therapy



Evoke Motivation for Change by Eliciting Change Talk

- Draw on their reasons.
- People commit to what they hear themselves saying.
- Do what triggers more change talk and less sustain talk.



Change Talk: DARN CAT

Change talk is self-expressed language that argues for change (DARN CAT)

- Desire
- Ability
- Reasons
- Need

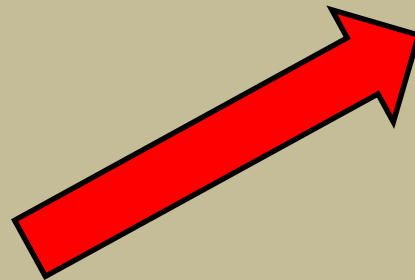
- Commitment
- Activation (Willingness)
- Taking Steps



Stages of Change:

1-2 Use Darn

3-5 Use CAT



5. Maintenance
Consistent, Zealous

4. Action
Moving, Engaged, Acting.

3. Preparation
Open, Looking, Interested

2. Contemplation
Maybe, Ambivalent

1. Precontemplation
Angry, In Denial, Defensive



Preparatory Change Talk: **DARN**

- **Desire:** their wants and desires for change.
- **Ability:** their abilities, skills and resources for change.
- **Reasons:** their reasons to change.
- **Need:** Their need to change.

DARN Evocative Questions

- D- What do you find desirable about X?
- D- What do you like about X?
- A- What parts of X can you support?
- A- When could you support X?
- R- Where would X help your state?
- R- Why do you feel something should be done about X?
- N- What needs do your constituents have for X”
- N- Who among your constituents needs X?

Mobilizing Change Talk: CAT

- **Commitment:** their commitments to change.
- **Activation:** their **willingness** to change.
- **Taking Steps:** steps they have taken, or are taking to change.

CAT Evocative Questions

- C- On a scale of 1-10, what is your commitment to voting for X?
- C- What would it take to increase your commitment to voting for X?
- A- What makes you willing to vote for X?
- A- What has increased your willingness to do X?
- T- What steps have you taken to support X?
- T- What steps are you taking currently to do X?

Sustain
Talk-
Indicates
Resistance
to Change

D- I have no desire to do X.

A- We can't do X.

R- X is bad because...

N- X is unnecessary.

C- I'm committed to Y, not X.

A- I'm unwilling to X.

T- We are taking steps to Y.



Demo Role Play with MOC

Role Play

Advocate: Promoting
End TB Now, DARN CAT

MOC: Mike Johnson

You: count DARN CAT's

Count DARN CAT's

- Desire
- Ability
- Reasons
- Needs

- Commitments
- Activation (Willingness)
- Taking Steps





Discuss

Advocate-

MOC-

Observers-



Triad Role Play

- MOC: Play the role Sarah played
- Advocate: Elicit change talk: DARN CAT
- Observer: Count DARN CAT's
- Chat 3 min, Feedback 1 min, Switch
- Play with it!



Discuss

Advocates-

MOCs-

Observers-

Everyone-

- Observations
- Questions



Practice OARS/DARN CAT with-

- Fellow Advocates
- Friends
- Family
- Coworkers



Next Session-

- Dealing with Resistance

