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| **Title:** Drumming for Change Talk |
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| **Purpose:** To provide a fun, interactive activity to increase trainees’ sensitivity in recognizing change talk |
| **Format:** Interactive**Approximate time required:** 15 minutes**Supplies:** 1) List of client statements; 2) Slides to display the following messages:  |
| **Instructions:**1. **Opening comments:**

 *As we’ve discussed prior, a primary goal of MI is to* *evoke increasing levels of change talk—to counsel in a way that invites the client to make the arguments for change and ways of achieving it. This is important, because we know from the research that there is a relationship between clients’ change talk and the probability of change actually happening. Again, change talk is a broad term that refers all kinds of dialogue that favor change. On the slide are the primary categories of change talk that we summarize by the acronym DARN CT.*  *As the training progresses, we’ll be exploring different strategies & approaches* *for evoking client change talk, and more importantly—what to do when you start* *hearing it. Before we do all of that, there’s a very important first step. And the* *first step is becoming adept at recognizing change talk— training our ears to be*  *very sensitive to it. Because when you start to hear change talk, you’d don’t want*  *to stand there like a deer looking into head lights. When you hear it you want to*  *immediately encourage it, reinforce it, and reflect it.* |
| 1. **Drum Roll:**

*Can you all give me a drum role on your table tops. Excellent!* *Right now I’m going to read you some statement that clients have said to me over* *the years. And I want you to be the judge of whether or not what I’m reading is* *change talk. If it is an example of change talk, please give me a drum roll. If it’s* *not, hold silence.* *Begin reading statements**Fantastic! We’re getting the hand—literally--of recognizing change talk.* |
| 1. **Commitment talk:**

*Now there’s another level to change talk. When it comes to change talk, there is a certain kind of change talk that we especially want to attune our ears to, and that’s commitment language: a client giving voice to intentions, obligations, or agreements. Recent linguistic research suggests that the kind of change talk that actually predicts behavior change is commitment language—or more specifically, the strength of commitment language. Clients may express their desire, ability, reasons & need, but still not take the step of committing to doing something. However, encouraging DARN is still very important because it moves a person towards commitment to change!* ***DARN is the prep-step before commitment. And commitment language is what actually predicts change. You help*** this to happen by evoking the  |
| 1. **Massage the Pearl**

*I’d like to show you something else. Place your palms together, and give me a rub. Historically, in parts of Asia, there’s the tradition of dragon paws: rubbing your hands together. The idea is that when you hear something positive, something life affirming, a dream, a vision, a commitment, something hopeful, you treat what you’ve heard as if it’s a pearl and you want to massage that pearl.**When it comes to change talk, there’s a certain kind of change that we might think of as a pearl. What do you suppose that kind of change talk is? The ‘pearl’ of change talk is commitment language or commitment talk. When we hear commitment talk, we really want to massage that pearl. This is the kind of change talk we want to especially reinforce and navigate our clients towards.* *I’m again going to read you some statement that clients have said to me over the years. And this time I want you to be even more discriminating. As I’m reading the statements, I want you to be the judge if what I’m reading sounds like general change talk (desire, ability, reasons, need), commitment talk (intentions, obligations, agreements), or if it sounds like neither. If it sounds like general DARN talk, what are you going to do? [drum roll] If it sounds like commitment language, what are you going to do? [massage the pearl]. If it sounds like neither, what are you going to do? [silence]. Let’s begin…*  |
| 1. **Closing**

*As the training progresses, we’ll be exploring different strategies & approaches for evoking client change talk & commitment language, and more importantly—what to do when you start hearing it. And the first step is becoming adept at recognizing change talk; training our ears to be very sensitive to it. Because when you start to hear change talk, you’d don’t want to stand there like a deer looking into head lights. When you hear it you want to immediately encourage it, reinforce it, and reflect it.* |

**Change Talk Statements**

Round #1: Drum Roll

I love to smoke my weed.

I hate this treatment program

I need to get high to feel right.

I just want to wake up sober in the morning.

I actually tested my blood sugars every day this week.

Yea, I blew off school on Thursday.

I stayed away from drug dealing all week.

It’s just such a hassle to floss my teeth.

I mostly forgot to call my probation officer.

There’s no way I want to be on insulin.

I didn’t hang with my homies last night and instead took care of my little sister.

My baby behaves a lot better when I smack him.

I definitely can’t afford to get another DWI.

I wish I could lose weight easily.

I don’t think I can eat any more fruits and vegetables than I am.

I have my reasons for indulging in cocaine every once in awhile.

I need to have breaks from my kids. That’s why I don’t come home some nights.

I tried out for the track team.

I took a walk several times this week.

I’ve been kinda forgetting to take my anti-depressants.

 I could probably do it if I tried.

I hate keeping food records

I could probably take a walk after dinner.

If I lose this job, my girlfriend is definitely going to leave me.

I can’t keep having those one-nighters.

I think I have it in me to find work.

I might be able to cut down a bit

I have to clean up my act

Something has to change or I’m going to lose my job.

I’ll do anything to get rid of the pain.

I’m sick of smoking; it disgusts me.

I don’t want to set a bad example for my kids

I want to be clean and sober, period.

I don’t see how drinking 4 or 5 beers a night is a problem.

I need to get back some energy

I’m sure I’d feel better if I exercised regularly

I broke down and went to the casino on Tuesday.

I’m happy with living on the streets. I ain’t going to do anything different.

I totally cleaned out the cigarettes out of my house and car yesterday.

Mostly I just don’t see any benefits to getting my high school degree.

I’m tired of being overweight.

I want to be around to see my grandchildren grow up.

I positively can’t get off heroin because my boyfriend always wants me to fix with him.

I need to do some things to get my energy back.

I’m killing myself.

It’s important for me to be a good example for the children in my life.

I’ve got to do something about my marriage before it’s too late

I’m positive I can quit.

Round #2: Pearl Massage

**I guarantee I’ll make my next appointment.**

It would be hard for me to exercise because I really hate running

There’s no way I could make it without my gang bros.

I’m starting to get a little tired of the drug scene.

I might be able to cut down a bit.

**I’m going to commit to no more than one drink a day, and at least 2-days a week when I’m not drinking.**

**I swear I’m going to weigh myself at least once a week.**

I really like the ritual of doing it, you know.

I’m sure I’d feel better if I exercised regularly.

**I’m ready to do what it takes to lose 5 pounds.**

I’m not very motivated to exercise.

**If I don’t begin and finish this treatment program, I might as well throw in the towel.**

**I love my baby. That’s why I’m definitely not going to smoke around her.**

I’m a little tired of eating junk food.

I kinda have to keep dealing drugs.

**Sure I can lose weight—it’s just a matter of sticking to it!**

I don’t want to have fat kids.

I borrowed some kid books from a friend and actually read my daughter a story.

**No more on-line poker for me! I’m done!**

**I’ll do my best to eat more fruits and vegetables every day.**

**Today is the day I say so long to chewing tobacco.**

I’m going to think about maybe breastfeeding with my new baby.

I hate eating vegetables, and, besides, they’re way too expensive.

**I promise I’ll keep a food record on at least 2-days each week.**

**Yes, I’m going to take care of business and take a 45 minute walk three mornings a week.**

**I give you my word that I will follow through with my action plan.**

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