

WHAT IS MOTIVATIONAL INTERVIEWING?

Motivational interviewing fosters a client-centered, collaborative dialogue that builds readiness for change. Grounded in empathy, attentive listening, and a non-adversarial stance, it creates a supportive space for individuals to explore and express their motivations.



Change Talk vs Sustain Talk

CHANGE TALK

The person is in favor of change

Comes in many forms, and the more a person engages in change talk, the more likely they are to make and sustain behavioral change

SUSTAIN TALK

The person is in favor of the status quo

The person considers the benefits of not changing and the possible dangers of changing

Remain:
Nonjudgmental
and Accepting

Remember:
It is natural for people to use Sustain Talk
when they are ambivalent about change

Avoid:
Confronting or
challenging Sustain Talk

The first step in responding to and reinforcing the individual's change talk is to consistently recognize statements that favor change, often outlined by the acronym DARN-CAT.

D Desire • Statements that indicate a person would like to make a change.

A Ability • Statements showing a person's belief in accomplishing a change if they tried.

R Reason • Statements describing a motivating factor in making a change.

N Need • Statements in which the person indicates they see the need to change.

C Commitment • Statements indicating they are committed to the change process.

A Activation • Statements indicating they feel ready to examine specific steps toward change.

T Taking Steps • Statements indicating they have taken concrete actions toward change.

Source: <https://www.relias.com/blog/how-to-use-motivational-interviewing-to-elicite-change-talk>