



Spirit of MI: Influencer Conversation

- Work in pairs.
- Take turns telling your partner about the special person who influenced you, what they did, how it impacted you, what you learned from them, etc.
- Answer Question 1 based on what you heard from your partner.

Question 1: What is the single characteristic that best describes your partner's influencer and/or how your partner felt with them.

What characteristics did the other people in your class describe?



Open-ended Questions

- Work in groups of 4
- Take turns reading one of the client statements below.
- Each group member responds with an open-ended question.
- As a group decide if the question was open-ended and why.

Here's what your client has to say:

"I can't imagine ever giving up smoking. It's the only stress relief I have in life."

"My mom used, my uncle used and I grew up with it. It's like my whole family's trapped in this cycle and I don't want my kids to be in the same boat."

"Losing weight is impossible. Believe me, I know. I've tried everything."

"You know, I have been clean and sober for the last 4 months and I'm proud of that, but it's not easy and sometimes I get afraid that I'll go back to my old ways."



Simple and (Maybe) Complex Reflections

- Work in groups of 4
- Take turns reading one of the client statements below.
- Each group member responds with a reflection.
- As a group decide if each reflection was Simple (paraphrasing) or Complex (adding meaning).

Here's what your client has to say:

"I can't imagine ever giving up smoking. It's the only stress relief I have in life."

"My mom used, my uncle used and I grew up with it. It's like my whole family's trapped in this cycle and I don't want my kids to be in the same boat."

"Losing weight is impossible. Believe me, I know. I've tried everything."

"You know, I have been clean and sober for the last 4 months and I'm proud of that, but it's not easy and sometimes I get afraid that I'll go back to my old ways."



Reflection Speed Dating

- Complete this sentence:
"Something you should know about me is _____."
- Count off 1's and 2's.
- If you are a 2 please stand and find a 1.
- Share your *"Something you should know about me is _____."*
- Listen to the reflection that you receive from 1 in response.
- Move to the next 1 (repeat until you have worked with all the 1's).
- Repeat the exercise with 2's sharing and 1's reflecting.
- When you are finished answer the questions below.

What was it like to hear your words reflected back to you?

How did you feel knowing you were going to respond with a reflection rather than a question or some other response?

What else did you notice?



Sustain Talk/ Change Talk: Double-sided Reflections

- Work in groups of 4
- Take turns being the client and reading a prompt.
- As a group, identify the Change Talk.
- Everyone respond with a reflection using the format:
- *"On one hand...and on the other hand..."*.
- Remember to put the Change Talk at the end.

Here's what your client has to say:

"I know it's killing me, but I can't imagine ever giving up smoking. It feels like the only stress relief I have in life. There's so much going on. The kids need my help every night with their homework and my husband is out of work again."

"My mom used, my uncle used and I grew up with it. It's like my whole family's trapped in this cycle and I don't want my kids to be in the same boat. They deserve a better life. Kyle is so smart. He could go to college. Not like the rest of us, stuck in a dead-end job. I want to teach him a better way to live than this."

"I only ever lost 10 lbs. with the Atkins Diet and they didn't even stay off. Losing weight is impossible! Believe me, I know. I've tried everything. I hate diets and I hate weighing so much. I look terrible. I just want the weight OFF!"

"It's tough being around my friends that drink. They are always offering to buy a round. You know, I have been clean and sober for the last 4 months and I'm proud of that, but it's not easy and sometimes I get afraid that I'll go back to my old ways."



Sharing Information: E-P-E

- Work in pairs.
- Tell your partner what resources a client of yours usually comes in for.
- Use the Elicit-Provide-Elicit model to share information about your program or other relevant resources.
- Reflect as much as possible to move the conversation forward.

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1. **ELICIT** client's ideas, needs, current understanding of the "problem", etc.
 2. Ask **PERMISSION** to share information.
 3. **PROVIDE** *relevant* advice, information or a menu of options.
 4. **ELICIT** client's reactions & commitment to *maybe* taking a next step.



Scaling Question: Importance

- Work in pairs taking turns being the client.
- Ask your client's goal and use the two scaling questions.
- Reflect back the change talk resulting from the follow-up question.

Using a two-part scaling question elicits change talk very quickly and is perfect for very brief interventions.

Part One: “On a scale of 0-10, where 0 is GOAL is not important at all and 10 is that GOAL is very important what number are you now?”

Example: Clinician: “On a scale of 0-10, where 0 is GOAL is not important at all and 10 is GOAL is VERY important to you what number are you now?”

Patient: “I guess I’m a 6.”

Part Two: “Why aren’t you a LOWER number?”

Example: Clinician: “Ok, you’re a 6. Why aren’t you a 2?”

Patient: “Well, I am trying to get more exercise and I’ve backed down to two Cokes a day. I used to drink at least 4. And I’m drinking water at my desk at work...”

*Clinician: “You’ve already made and **maintained** some important changes.”*

Patients expect you to ask why they aren’t a HIGHER number. Your question surprises them and helps them noticing and building upon existing resources and previous successes.

List Change Talk here: _____
