

Responding To Change Talk



Normally in MI, one responds to Change Talk in one of four ways (EARS):

Elaborate:

- Ask for elaboration: how? In what ways? Why?
Say more about that...
- Ask for examples: When was the last time this happened? (e.g. for an adverse consequence).

(These are actually follow up questions for when change talk occurs).

Affirm:

- Express agreement, appreciation, and encouragement.

Reflect:

- This is the most common response to change talk--to offer a simple or complex reflection

Summary:

- Change talk is also collected in “bouquet” summaries.

*“When you hear change talk,
don’t just sit there!”
-Bill Miller**