

A Tale of Two Conversations

Take a moment to identify a behavior change you would like to make that you would feel comfortable talking about today (nothing deeply personal or controversial, please).

SCRIPT #1: NOT MI-CONSISTENT

Coach, ask your client the following questions and listen attentively to his or her response. Please follow this script exactly and resist the temptation to say anything else. Pause after each line to allow your client to respond.

- *What behavior do you need or want to change?*
- *You really should do that. It sounds important.*
- *It seems clear that your life would go better if you made that change, doesn't it?*
- *What is keeping you from just doing it?*
- *I know you can do it! Will you commit to getting started on it by tomorrow?*
- *I'll make sure to check in with you to see how it's going.*

Switch roles and repeat. Second coach: please remember to stick to the above script exactly.

Let's discuss! Did you hear change talk? Sustain talk? When you were the client, did your motivation to change increase, decrease, or stay the same? What was your level of engagement with the coach?

SCRIPT #2: MI-CONSISTENT

Coach, ask your client the following questions and listen attentively to his or her response, so you can summarize it in Step 4. Please follow this script exactly and resist the temptation to say anything else. Pause after each line to allow your client to respond.

- *What behavior do you need or want to change?*
- *What are the top three reasons for you to change that behavior?*
- *What might eventually happen if you decide not to make this change?*

Coach: Summarize briefly what you've heard your client say so far.

- *If you were to decide to make this change, what steps might you take in the next few days to begin moving in that direction?*

Switch roles and repeat. Second coach: please remember to stick to the above script exactly.

Let's discuss! Did you hear change talk? Sustain talk? When you were the client, did your motivation to change increase, decrease, or stay the same? What was your level of engagement with the coach?