

# Motivating Change Talk:

## *May the Force Be with You*

Presented by

Robert J. Chapman, PhD

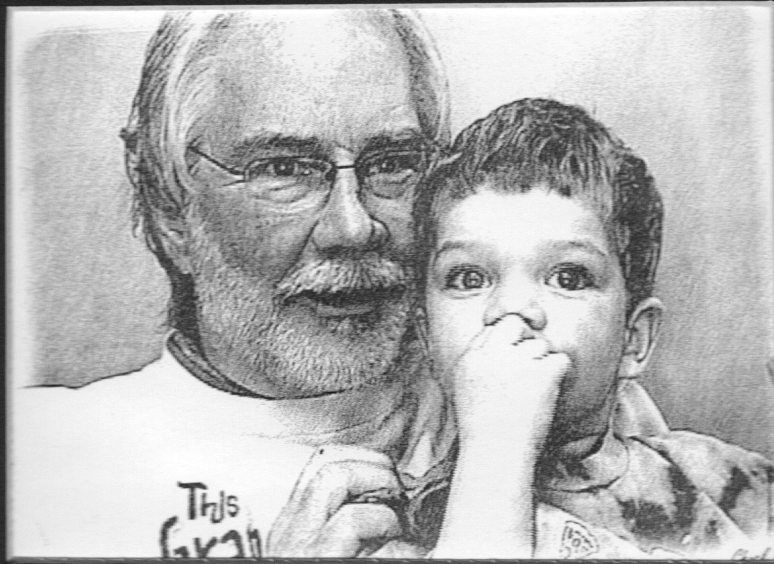
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# Robert J. Chapman, Circa 1950





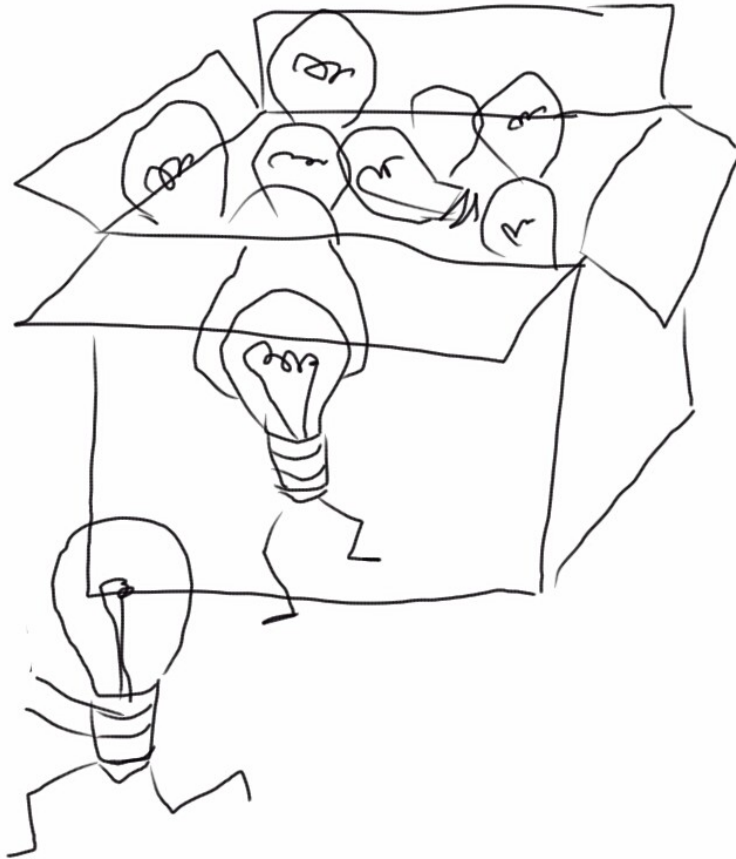
So the question to ask  
ourselves as practitioners is...

*...do I seek to add life to an interviewee's years,  
or simply years to her or his life?*

Is it the “Letter of the Law” or “Spirit of the Law”?



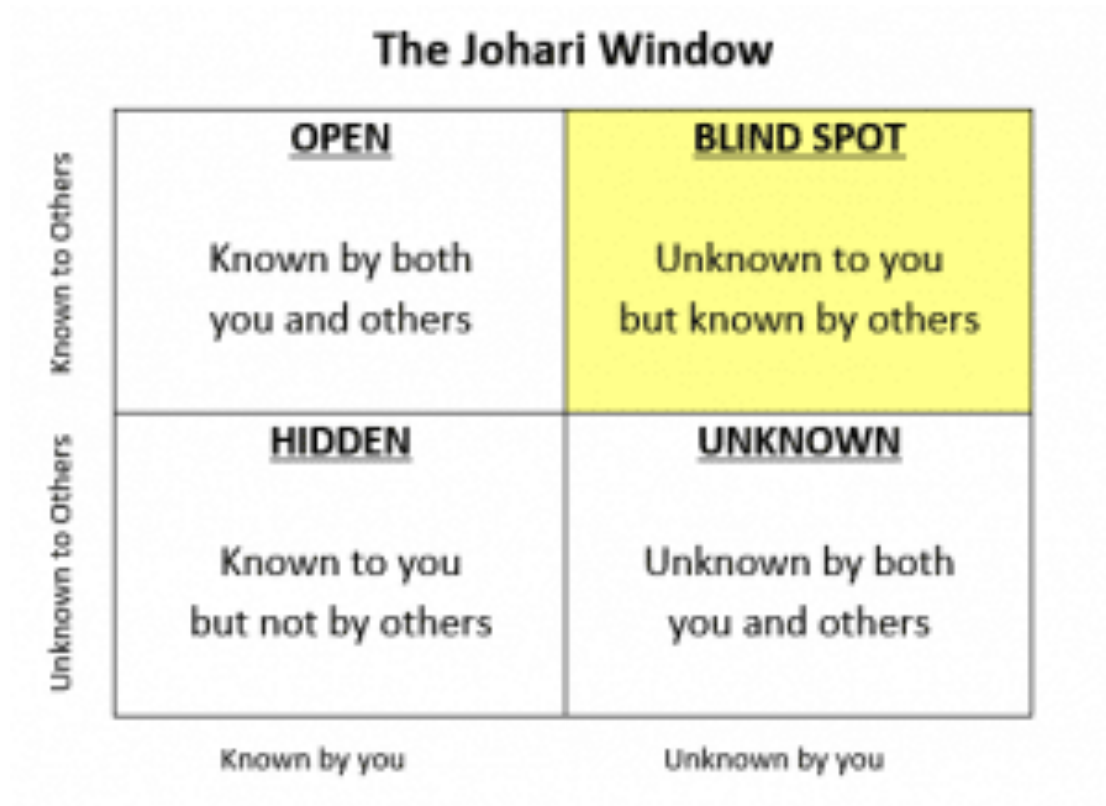
# Embracing the Interviewee as an Expert



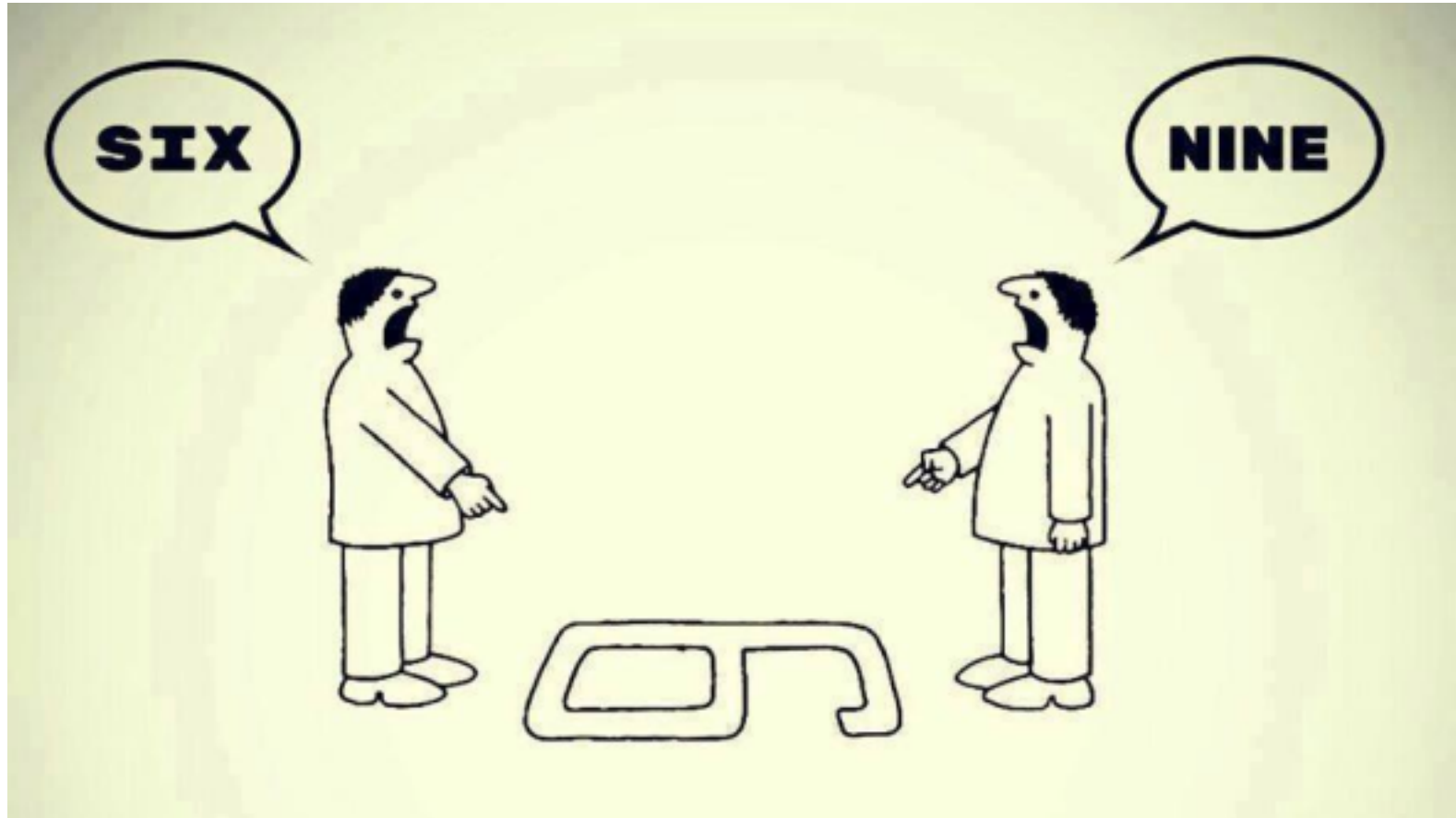
Motivational  
enhancement involves  
eliciting ideas rather  
than challenging  
behaviors



# Promote Change Through Self-Discovery



# Change Talk Flows from a Change in Perspective





# Change Talk Begets Changed Behavior



# So...Intercede Rather than Intervene



# Right Church...Wrong Pew



# Same Church...Different Pew







# Getting Started

- Substance users are more likely to share their stories than to tell us their business.
  - Explore your interviewee's views on seeing you  
*Ask permission to start the interview*
  - Use open ended questions to prompt spontaneity and demonstrate listening





# Recognizing the True Expert in the Room



You are the SUD expert, but your interviewee knows what she or he has learned and learned what was taught...but has yet to realize that that is not all there is to be known. Your job is to facilitate this discovery.

However, remember:

*Unsolicited advice is the junk mail of counseling.*

# Try asking...

- What are the good things about use?
- What are the less good things about use?



# So, What's the Point?



My grandfather used to say...

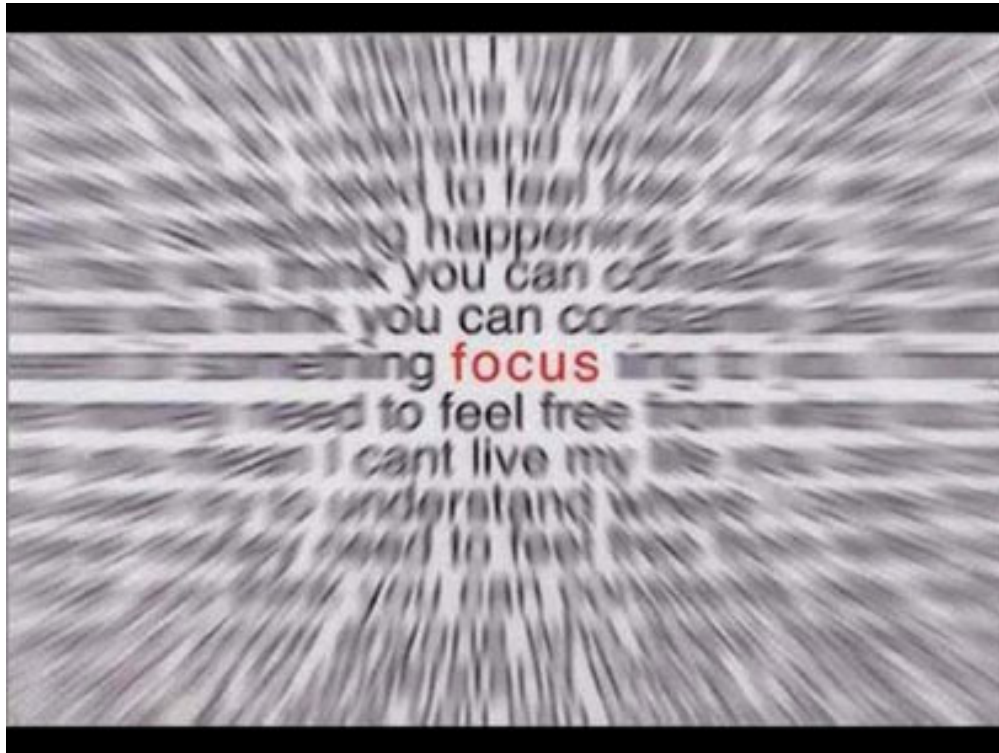
*Whether you storm in the front door or slip through the back, it's just as warm by the fire.*

# Fostering Awareness...but of what?



- Helping individuals to see typical behavior through a new set of lenses
- Revisit “how much” is consumed or money spent related to using one’s *usual amount*

# Where do We Direct Interviewee Attention?



- Most individuals are more likely to move towards what they want than away from what we challenge or question



# Understanding Unsolicited Advice



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# Remember: Do Not Argue

- No point is worth arguing if the result is your interviewee feeling humiliated or coming to see you as a know-it-all
- An argument to avoid risk may actually become an interviewee's argument for continuing a risky course of action...or terminating treatment.



# When Does Change Become Possible?

- NOTE: Change is always possible from our perspective as practitioners, but our perspective is not the issue.
- When interviewees can differentiate between “needs and wants” change becomes possible
  - NOTE: Decisional balance exercises may help facilitate this but are not “standard operating procedure” in motivational enhancement counseling





Remember...

It's so hard when I have to (change) and  
so easy when I want to.

Sondra Anise Barnes

# The “Spirit” of Motivational Enhancement Helps to “Pull Back the Curtain”

Don't believe  
everything  
you think.

themindful\_fox



# Five Basic Change Questions



1. Why would you want to make this change?
2. How might you go about it in order to succeed?
3. What are several; 'best' reasons for your doing it?
4. How important is it for you to make this change?
5. So, what do you think you will do?



# Four Common Factors

Thomas, M.L. (2006)

A 3D rendered red number '40%' with a slight shadow, indicating the percentage of variance explained by the Client or Extra-therapeutic Factor.

## Client or *Extra-therapeutic* Factor

- Optimism, persistence, hopefulness, etc
- Supportive family or religious community

A 3D rendered grey number '30%' with a slight shadow, indicating the percentage of variance explained by the Relationship Factor.

## Relationship Factor

- The alliance between practitioner & consumer
- Consumer's positive rating of alliance best predictor of outcome

A 3D rendered gold number '15%' with a slight shadow, indicating the percentage of variance explained by the Expectancy or "Placebo" Factor.

## Expectancy or "Placebo" Factor

- Consumer's belief that he or she is being helped
- Hopeful expectations related to method of therapy being used

A 3D rendered gold number '15%' with a slight shadow, indicating the percentage of variance explained by the Model or Technique Factor.

## Model or *Technique* Factor

- Theoretical orientation of practitioner
- "Type of Therapy" used, e.g., Psychodynamic, CBT, Person Centered

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# Discussion...

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Comments & questions welcome

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<https://robertchapman.blogspot.com>



# References

- Thomas, M.L. (2006). [\*The contributing factors of change in a therapeutic process\*](#). Published online: 24 March 2006. Springer Science Business Media, Inc.