

“Taste of MI” Real Play Worksheet

Real Play begins with the patient kicking off the conversation about a trait or behavior they would like to change.

Patient Directions

Select a personal behavior that you might wish, need, should or know how to change, but have been unsuccessful or only moderately successful in accomplishing so far. Note that you will be sharing this behavior with others, so don't select a personal behavior that might cause you some discomfort if shared. If you prefer, you could select a behavior from a patient with whom you have experience, who has been unsuccessful in changing that behavior. Divulge information only if you feel comfortable with the interviewer.

Examples of such behavior might include losing weight, exercise more, read, work less, eat more fruit and vegetables, adopt a salt free diet, smile more, etc.

Interviewer Directions

The interviewee in your group has selected a personal behavior that s/he wishes to change, but has been unsuccessful or only moderately successful in accomplishing so far. As the interviewer, you should not try to persuade the interviewee to do anything. Do not offer advice, nor try to “fix” anything. Instead, do only the 6 things below, one at a time, and listen carefully to what the interviewee says. Listen especially for change talk- or DARN statements–Desire, Ability, Reasons, Need to change the behavior.

Interviewer Questions

1. Why would you want to make this change? (This evokes reasons and needs to change)
2. If you did decide to make this change, how might you go about it in order to succeed? (This explores abilities to change)
3. What are the three best reasons for you to do it? (This evokes reasons to change)
4. How important would you say it is for you to make this change, on a scale from 0 to 10, where 0 is “not at all important” and 10 is “extremely important”? And why are you at ___ rather than a lower number of 0? (elicits desire to change and reflection on ambivalence)

After you have listed carefully to the answers to the above questions, give back a short summary of what you heard, of the person's motivations for change. This builds an empathic relationship.

5. Then ask one more question: So, what do you think you'll do? And listen with interest to the answer. (elicit commitment to change- listen for CAT statements)