A Change Interaction
Interactive Group

1. Key principles
   - Change talk
   - Acceptance
   - Less is more
   - Righting reflex
   - Autonomy and choice
Exploring Ambivalence

<table>
<thead>
<tr>
<th>Good Things</th>
<th>Not So Good Things</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
2. Key Transitions during “real-play”

- Open the encounter
- Ask open-ended questions
- Negotiate the agenda
- Assess readiness to change
- Elicit change talk
- Explore ambivalence
- Ask about the next step
- Close the encounter
Interactive Group “Real-Play” (continued)

2. Key Transitions during “real-play”
   - Open the encounter
   - Ask open-ended questions
   - Negotiate the agenda
   - Assess readiness to change
   - Elicit change talk
   - Explore ambivalence
   - Ask about the next step
   - Close the encounter
Interactive “Real-Play”

a. Open the encounter
b. Ask open-ended questions
c. Negotiate the agenda

d. Assess readiness to change using the ruler
e. Elicit change talk using the “backwards” question
f. Explore ambivalence
g. Ask about the next step
h. Close the encounter

Real-play proceeds in similar manner with other transition steps!
## Rulers

<table>
<thead>
<tr>
<th>How important is it to you to change this?</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not at all</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Extremely</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>How confident are you that you can change this?</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not at all</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Extremely</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>