

## Week 4 – Evoking

### Send Me: MI Conversation

For this week's Send Me activity, you and a partner will have a full MI conversation utilizing as many of the skills and strategies we have covered in the past four weeks. Each pair will have 2 conversations, one in which you are the Speaker and one in which you are the MI Listener. You will record and send me the conversation in which you are the MI Listener. You can use any conferencing software you have access to using the record function (Zoom, Skype, Google Hangouts, etc). If these do not work for you, can also use your phone to record the audio from the conversation and send in that file. The conversation need only be 7-10 minutes. You can upload the file to the Send Me topic page. Below are a few notes to think about as you prepare for your conversation:

When you are the Speaker:

- Consider what topic(s) you feel comfortable discussing. These should be areas of your Real Life (not role play) where you are considering making some change but have not yet made the change. (Some ideas: diet, exercise, self-care, sleeping, saving money, etc.)
- Respond in the conversation as you naturally would (i.e. don't try to "go easy," on your partner, nor should you try to be more challenging than the conversation makes you naturally feel).

When you are the MI Listener:

- Take the 3 processes we have covered thus far: Engaging, Focusing & Evoking. Pay attention to when you feel you have enough engagement to move on to focusing and then enough focus to move onto evoking.
- Once you have good enough engagement and focus, you will spend the bulk of your conversation in Evoking. Some goals to keep in mind as you work on evoking:
  - Explore the speaker's ambivalence; what is their Sustain Talk (reasons to stay the same) and what is their Change Talk (reasons for change). Start with the Sustain Talk, but don't spend too much time there! You and your Speaker want to get to the point where you have a pretty good sense of what is the real reason they have not yet moved forward, and then move on to inviting Change Talk. You want to spend as much time building & strengthening the Change Talk as you can.
  - You WILL NOT be Planning in this conversation, so try your best to avoid Action language.
  - Try to use more Reflections than Questions (the goal is a 2 to 1 ratio).
  - Try to get in 1 or 2 Affirmations, probably towards the end of the conversation once you know more about where the need for confidence is for your Speaker.
  - Consider how you might use the following strategies that we have learned thus far:
    - Importance & Confidence Rulers
    - Asking permission
    - Agenda Mapping
    - Decisional Balance
    - Elicit-Provide-Elicit (or the MI Sandwich)
- Take your time. It is completely ok to slow the process down a bit, take the time to think about what you want to say.
- Have fun!