

DARN

change talk in

Motivational Interviewing



DESIRE Change talk that reflects a preference for change

TYPICAL VERBAL MARKERS ► «I want...», «I wish...», «I would like...»

Exploratory questions:

- «What would you like to see change in your current situation?»
- «What are your hopes or wishes regarding this change?»
- «How do you imagine your life after this change?»
- «What are your dreams and aspirations for the future?»
- «What would you like to change in your life?»
- «Imagine reaching your goal. How would you feel?»

Examples of desire change talk:

- «I would like to have more energy to play with my children.»
- «I wish to feel more confident in my work.»
- «I would like to be able to run a marathon someday.»
- «I want to be able to manage my stress more effectively.»
- «I would like to improve my relationships with my family.»

ABILITY Change talk that implies or evokes the degree of confidence people have in their ability to change

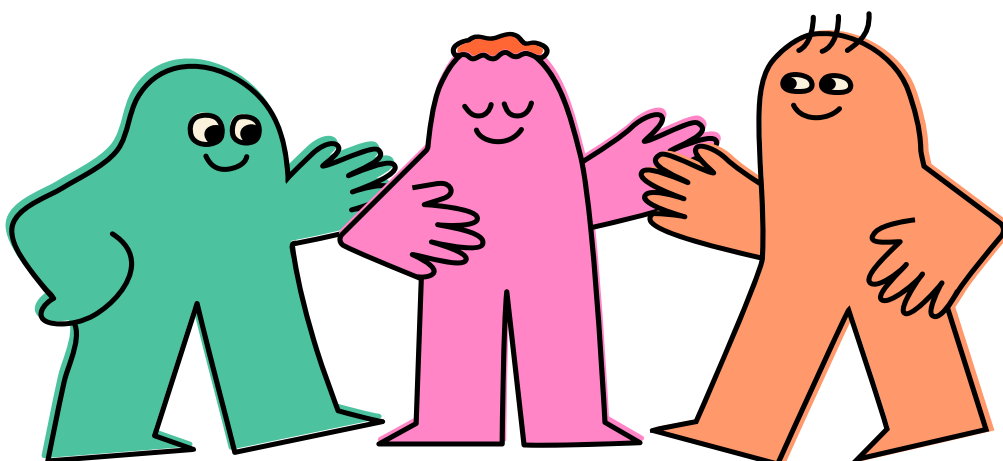
TYPICAL VERBAL MARKERS ► «I can...», «I could...», «I am able to...», «It's possible...»

Exploratory questions:

- «What skills/strengths do you already have that could help you with this change?»
- «What obstacles do you think you can overcome and how can you overcome them?»
- «How could you use your skills to overcome obstacles?»
- «What makes you think you could succeed in making this change if you decided to?»
- «On a scale of 1 to 10, how capable do you feel of making this change? Why not a lower number?»

Examples of ability change talk

- «I've already managed to quit smoking for a month, I know I can do it again.»
- «I have good organizational skills, that could help me manage my time.»
- «I've overcome more difficult challenges in the past.»
- «My family supports me, which strengthens my confidence.»
- «I have access to resources that can help me in this process.»



REASONS Change talk that describes specific motives/reasons for making the change.
Reasons can be a possible advantage of change or a disadvantage of not changing

TYPICAL VERBAL MARKERS ▶ «If... then...», «Because...», «Thanks to...»

- Exploratory questions:**
- «What advantages do you see in making this change?»
 - «How does this change align with your values?»
 - «For what reasons do you think this change would be beneficial for you?»
 - «What personal values are connected to this goal?»
 - «What positive consequences could you gain from this change?»
 - «How would this improve your quality of life?»

- Examples of reasons change talk:**
- «Quitting smoking would improve my health and save me money.»
 - «Exercising more would allow me to be a better role model for my children.»
 - «Reducing my stress at work could improve my family relationships.»
 - «Learning a new skill could open up new career opportunities.»
 - «Eating healthier would help me feel better about myself.»

NEED Change talk expressing an imperative need that emphasizes the urgency of change.
The discourse implies that a change is important without specifying the reasons

TYPICAL VERBAL MARKERS ▶ «I must...», «I need to...», «I have to...»

- Exploratory questions:**
- «I can see this situation is concerning you greatly, tell me more about that.»
 - «What makes you feel you can't continue like this?»
 - «What worries you most about the current situation?»
 - «On a scale of 1 to 10, how urgently do you feel the need to change? Why not a lower number?»
 - «What would it mean for you not to make this change?»

- Examples of need change talk:**
- «I can't continue like this.»
 - «Things have to change.»
 - «It's become too much.»
 - «I absolutely must do something.»
 - «I need this to stop.»

STRATEGIES FOR EXPLORING DARN

- Use open-ended questions to encourage exploration.
- Practice reflective listening to deepen understanding.
- Use scales (1-10) to quantify and explore desire, ability, and need.
- Encourage the client to verbalize their own arguments in favor of change.

- Explore personal values in connection with the contemplated change.
- Use the «looking forward» technique to visualize life after the change.
- Normalize ambivalence and encourage the expression of concerns.
- Regularly summarize the DARN elements expressed by the client.

