

## **Activity**

### **Change talk**

#### **Purpose**

- To increase awareness of change talk.
- To enable you to do more of what works.

#### **Description**

How to use the ABC (Antecedents–Behaviour–Consequences) technique to structure recall of a conversation with a learner.

#### **Instructions**

When your next scheduled conversation with a learner has finished, and if the learner said anything that suggested:

- recognition of a problem;
- concern;
- intention to change;
- optimism about change;

write down:

- what the learner said (behaviour);
- what came immediately before (antecedents);
- what happened next (consequences).

Under 'Antecedents' include what you remember saying or doing that may have elicited the change talk. For example:

- Did you ask a question that had great meaning for the learner?
- Were you listening intently, using non-verbal reinforcement?
- Did you remain silent, and let the learner follow their train of thought?

Under 'Consequences', include your own response:

- What did you feel, but not express?
- How did you reinforce what the learner said?
- Did your body language change?

What *you* say and do can really help the learner to engage in change talk.