

Utt. #	P or C	Content of Utterance	
		Green Change Talk. Red Sustain Talk	
1	P	Good morning, Mr. Stable. Good to see you again.	NC
2	C	Hi Doc.	
3	P	How's everything going?	Q
4	C	Well? Uh, I'd have to say. Not so well.	
5	P	Oh dear. Sorry to hear that. Can you say some more?	Q
6	C	Oh, my, my blood pressure's still up and, uh, my mom, she, she's not doing well. She's still in the nursing home. Uh, she can't take care of herself.	
7	P	You're worried.	CR
8	C	I am, I'm, I'm worried about my mom and, and I'm worried about myself. Uh, I don't want to have a stroke.	
9	P	You've got a lot going on. You're worried about your mom, you're worried about your pressure still being high, um, even with the new medicines	CR
10	C	That's right. I am, I am worried. Um, what, what should I do?	
11	P	Well, we're gonna get to that and we'll put our heads together. Is it okay if I start with some questions about the big picture?	SEEK
12	C	Sure.	
13	P	Um, to start off, uh, give me an idea how it's going with your medicines.	Q
14	C	Well, I'm taking them, uh, for, for the most part, um, the, the, the water pill, uh, makes me pee too much. Um, I guess I might forget that one sometimes. Uh, I don't, I don't know. Maybe I need something else.	
15	P	Well, lots of people have trouble with that water pill. And we'll get to that. We'll talk about options. Before we get there, can I, um, ask you what else is on your mind today to make sure we don't forget anything?	GI SEEK
16	C	Okay. Um, I mean, that's really about it. Uh, just my blood pressure. I mean, of course there's lots of stress, you know, teenage kids. My job, not enough money, but nothing really new. Um, you said I should get some exercise and, and eat better. Uh, and you said to cut down on the beer, um, which is hard, Uh, I can't say I'm making much progress on any of it.	
17	P	I got you. So this is difficult cutting down on beer, eating healthy, exercise. That's hard for everyone. But it sounds like you, you do have an interest in finding some way to address those lifestyle issues.	CR
18	C	Um, sure I'm interested. Maybe there's like a, a pill that could help me with my weight. I mean, that, that'd probably help.	
19	P	You and me both. Sure. Wouldn't that be nice? We'll talk about all kinds of options with the medicines. Um, before we get to that, I'm hearing that this weight thing though, it's very important to you.	NC- (support and structure) CR

20	C	Well, I don't like the way I look. Um, I feel really fat. Uh, sometimes it's hard, you know, just to get around. I, I know I need to lose weight. Uh, it's just really hard and, and it, it feels like, like nothing I do works.	
21	P	I got it. You know, you're frustrated. But on the other side, I'm hearing that it is important to you. You know, I'm wondering if you, if you think about how important, on a scale of like zero to 10, where zero means not important and 10 means very, very important. I wonder where you'd, you'd put yourself?	CR Q
22	C	I'd say maybe a six I, I guess a seven.	
23	P	I mean, pretty important sounds that. Well, six or seven is up there. It's certainly a lot higher than a five, A four, A three. I'm wondering what gets you to a seven?	SR Q
24	C	I used to be, uh, 30 or 40 pounds lighter, and I, I felt better. I had more energy. I looked better. Uh, I know you said that losing weight would help my blood pressure.	
22	P	Yeah, absolutely. All those things. So I'm hearing you'd feel better about yourself, and it's great that you see the connection between your weight and the blood pressure.	GI AFFIRM
26	C	Uh, yeah, I know that if I, if I lost some weight, I know it would make a difference.	
27	P	Can you say some more about that? What, in what way would it be make a difference?	Q
28	C	Uh, one thing's for sure. I'd definitely be less worried about having a stroke.	
29	P	Sure, sure. That's a big one. Anything else?	CR Q
30	C	Uh, well, like I said, I'd look better. I, I'd feel better about myself. I'd probably do better at work with more energy.	
31	P	I'm hearing all these things. Lots of importance there. Would you wanna work with me, put our minds together and see if there's something we could come up with?	SR SEEK
32	C	Sure. That, that'd be great. But like I said nothing has worked. I guess I've kind of given up. What do you think I should do?	
33	P	All right, so nothing comes to you right away, and it sounds like you've been trying some, a bunch of things. Would it be okay if we kind of put our minds together and worked on this?	CR SEEK
34	C	Sure. That, that'd be great	
35	P	Okay, well, I'll share some ideas. Um, I mentioned the beer. . Cutting down on that is always a good start. I see that's not something that would get you motivated right away. Um, other people cut out the fattening things, you know, the sweets and the chips and the dips. That's a big bucket. Other people actually add stuff that is good for them, like the fruits and vegetables stuff with color. And then, um, some people start with exercise and they're just, um, get to the food later, but the exercise makes a difference. I'm curious if any of those sound like they might work for you?	GI SR Q

36	C	Well, well, I'm not an alcoholic. Uh, I I don't wanna stop drinking beer. I, I don't think I really need to. Um, I know I need to cut down on the late night snacks. I guess I could try that again. Um, and I know exercise would be good for me. I know I'm gonna to start doing it at some point. That would help my blood pressure and exercise would help me lose some of the weight.	
37	P	So I hear you scanning all those options and it sounds like the exercise pieces of this is something that might be a good start for you.	CR
38	C	Well there is. There is something I just thought of. Um, some of my friends at work are sort of going on walks at lunch instead of going to McDonald's.	
39	P	Sounds like maybe that's something you'd like to do to join them.	CR
40	C	I mean, it seems to work for them. I have to start bringing lunch from home, like a sandwich and an apple. Uh, my wife would help with that. I mean, they seem to enjoy it.	
41	P	And so this seems like an idea that's maybe gaining some momentum with you. Your wife seems like she'd go along with it. And actually the friend part seems like something that would help you enjoy it.	CR
42	C	Well, it would help me, you know.	
43	P	I'm curious about what it would take for you to actually make that move and decide you'd like to join them?	Q
44	C	I mean, not a lot. I guess I just have to decide to, to do it.	
45	P	You know, listening to you, I, I'm impressed that you're, you're the kind of guy that you know, when you put your mind to something and decide you wanna do it, you make it happen.	AFFIRM
46	C	I mean, yeah, if I decide I'd like to join, I'm not, I'm sure I can make it happen.	
47	P	All right, so that's really the, the, the cutting point here. Whether this is something that you'd want to, um, take the step towards, it's your life. Nobody's gonna be pushing you to do it. It's if you wanna do it or not. Sometimes a plan here can help people get started, you know, people make a specific plan. Um, would you be interested in doing something like that?	EA GI Q
48	C	Well, what do you mean plan?	
49	P	Well, a specific plan would be some sort of concrete, um, ideas about exactly what you do like in this situation, maybe who you'll ask, um, if it's about a walk, how often you'd like to go, how far, those kinds of things.	GI
50	C	Okay. Um, I think the person who kind of, kind of leads the group is my buddy Bill. I could let him know I'd like to join them.	
51	P	Would you like to go ahead and make a time to do that?	Q
52	C	Sure. Uh, I'll do that tomorrow or, or Thursday. I'm gonna, I'm, I'm ready to get started.	

53	P	It sounds like you really are. Um, any idea about how far you'd like to walk or how often?	SR Q
54	C	That I'm, I'm not really sure. Uh, I'll just go with them. I think they do like 20 minutes. Uh, they go to the park and back when there's good weather.	
55	P	Uh, about how often do you think you'd want to do this?	Q
56	C	Uh, I think they go three times a week. And, you know, that seems like a lot to start with. At least now in the beginning. Um, twice a week would be a good. Maybe it'll happen more often after that.	
57	P	Well, it sounds like this is a plan that's really, you know, getting a lot of specificity. You would, you wanna tell it back to me so we're, we're sure we're working on the same page about this?	CR Q
58	C	Okay. Uh, I'm gonna ask Bill tomorrow if I can join them about twice a week, maybe Monday and Thursday just to get started. I can always go up to Monday, Wednesday, Friday after that if I like it. And I am going to ask my wife if she can pack a healthier lunch for me. I don't think she'll mind, she'll actually probably be happy that I'm doing something good for my health.	
59	P	Well, sounds like a, a plan that's, uh, really solid and specific for you. I'm wondering about how confident you might feel about a plan. Cause sometimes that can change a zero where you Sure you're not gonna do it. As you reflect back and as you reflect forward, you know, this is a tent, I'm gonna do it. Where would you put yourself?	CR Q
60	C	Uh, well, it's been really hard to get started on an exercise, but I mean, this is a plan with my friends and it works. I don't think it'll be that hard. I'd say at least a seven, maybe an eight.	
61	P	Oh, well, great. That sounds like really strong. I wonder if you want to build in a check on things, you know? So, um, as things, uh, go throughout the week, whether you'd wanna mark on a calendar or check with a friend about how things are going for you, would you like to do that?	AFFIRM Q
62	C	Nah, I don't, I don't think I need to do something like that. I mean, bill's there with me every day, so he'll be checking on me all the time, and I'm sure my wife will be asking me about it too.	
63	P	Okay. I think we got a good plan going. Uh, let's go over to your medicines right now.	GI
64	C	Okay.	

GLOBALS

CCT	4
SST	4

PAR	4
EMP	4

Behavior Counts

Giving Information (GI)	5
Persuade (Persuade)	0
Persuade with Permission (Persuade with)	0
Question (Q)	16
Simple Reflection (SR)	4
Complex Reflection (CR)	11
Affirm (AF)	3
Seeking Collaboration (Seek)	3
Emphasizing Autonomy (Emphasize)	1
Confront (Confront)	0