

Change Talk Bingo
Abstract: Participants or teams try to be first to elicit all five forms of change talk.
Overview: This exercise stimulates trainees to think about the various forms of change talk, and how they might specifically elicit each one.
Guidelines: Set up at least one speaker to talk about a change he or she is thinking about making. One “contestant” participant or team works with each speaker, with a goal of eliciting an example of each type of change talk (Desire, Ability, Reasons, Need, Commitment). This may work best if the speakers are unaware of what the trainees are trying to do.
<p>Examples:</p> <p>Each “contestant” has the assignment to generate at least one example each of Desire, Ability, Reasons, Need, and Commitment types of change talk. There is one speaker who is prepared to talk about a change that he or she is thinking about making. The speaker first specifies what the contemplated change is. Contestants take turns asking evocative questions chosen to elicit particular types of change talk. A judge or panel of judges - often the trainer(s) - determine the type of change talk (if any) offered by the speaker, and credits is to the contestant whose question was being answered. When a “contestant” is a team of trainees, they consult with each other before posing each question. The contestant who first elicits examples of all five types of change talk wins.</p> <p>Billiards Variation: If a contestant’s question elicits a new type of change talk, the contestant gets another turn, and may continue until a question fails to elicit a new type of change talk.</p>
Thanks to: This was the winning entry in a contest among teams to generate a creative exercise for teaching how to elicit change talk, in the 2005 TNT at Solvang, California

Change Talk Bingo: Observer's Sheet

The Counselor is attempting to elicit from the Speaker at least one example of each of the following types of Change Talk. Listen carefully to each Speaker statement to determine if it fits into one of these categories. When you hear an example of a type of change talk, write the statement down in that box. When you have heard and recorded one example of all five types of Change Talk, stand up, leave your group, and come to the front of the room, bringing this sheet.

Counselor: _____

Observer: _____

Desire: Want, wish, like, etc.

Ability: Can could, able, etc.

Reasons: Specific reason for change

Need: Need, have to, important, etc. (without stating specific reason)

Commitment: Will, plan to, intend to, going to, willing, ready, etc.