

Promoting Farm Resilience in a Changing Climate: Cue Cards

Rationale: A type of conversation called “change talk” tends to be associated with successful outcomes. For work with farmers, this strategy involves asking them to state their reasons for changing . Rather than lecturing or telling farmers the importance of and reasons why they should change, change talk consists of responses evoked from them.

The purpose of this is to find out *what their questions and needs are*, before you offer information, and even if you won't have all the answers for them.

Key Principles (of change talk/motivational interviewing):

- Reflective listening to check for understanding- "so I heard you say that..."
- Open-ended questions- "list some reasons that"; "how...?" (avoid questions that may sound judgemental, such as "why" questions)
- Provide affirmation- "it's great that you're thinking about that..."
- Provide summary statements- "so we've talked about _____ and we've considered_____, is there anything missing?" (especially if conversing in a group)

Example Questions to use in conversation with a farmer:

What do you think will happen on your farm in an extreme weather event? Drought? etc.
Has your farm experienced extreme weather events? What happened?

What types of practices have you heard about/are your neighbors using? Have you considered any of these on your farm? List some reasons why this could work on your farm (before listing why not- or avoid altogether).

What do you think will happen if [CC adaptation practice*] is not adopted on your farm?

What will be different if you adopt this [CC adaptation practice] on your farm?

What needs to change in order for this practice to be adopted/successful on your farm?

What changes would you like to see in your farming practices or the resources available to you?

What difficulties are you facing in adopting [insert CC adaptation practice] on your farm?
How can these difficulties be addressed?

What will be the benefits of adopting [insert CC adaptation practice] on your farm?

What else do you need to be able to adopt this practice on your farm? What's a realistic timeline?

*** noting that CC adaptation may take the form of practices specifically oriented to soil/water or nutrient management.**

Adapted from: Sobell & Sobell (2008). *Motivational interviewing strategies and techniques: Rationale and examples*. Available at http://www.nova.edu/gsc/forms/mi_rationale_techniques.pdf