

Motivational Interviewing

Skills for Motivating Positive Change



Motivational
Interviewing
is an effective way of
talking with people
about change

Core Elements to MI

Spirit of MI

OARS

Recognizing Change Talk

Eliciting and Strengthening Change Talk

Amplifying Ambivalence

Developing a Change Plan

Consolidating Client Commitment

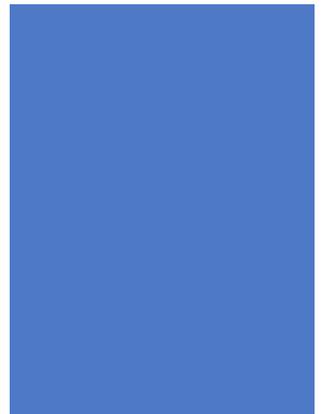
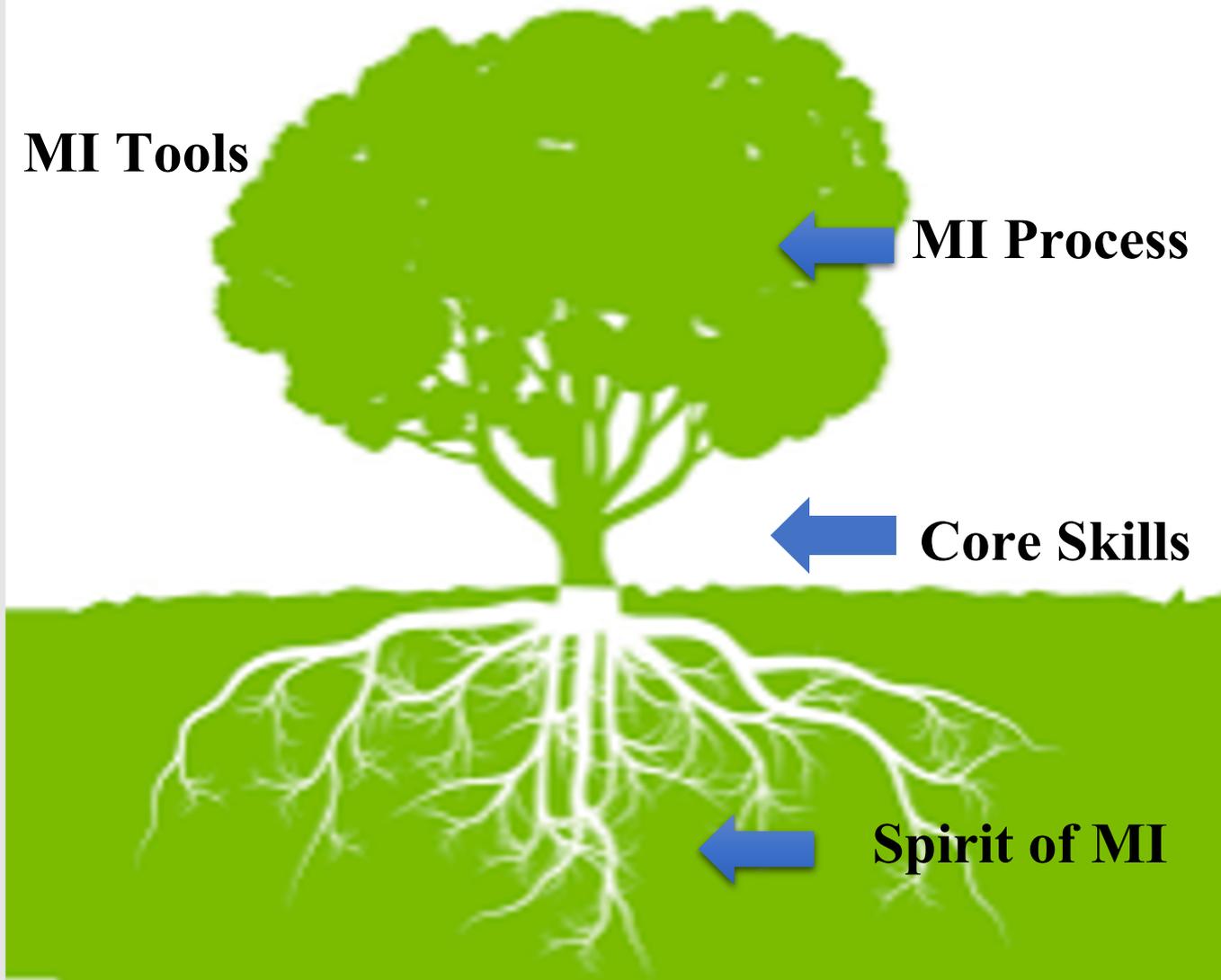
Switching Between MI and Other Methods

MI Tools

MI Process

Core Skills

Spirit of MI



Sarah

The Last Time Every Time

Resistance vs. Ambivalence

what's
opposit
ambiva

CONS



“MI was developed specifically for the purpose of helping people resolve ambivalence and strengthen motivation for change.”

(Miller & Rollnick, 2013, p. 35)

THE STAGES OF BEHAVIOR CHANGE



MAINTENANCE

works to sustain
the behavior change

ACTION

practices the desired behavior

PREPARATION

intends to take action

CONTEMPLATION

aware of the problem and of the desired
behavior change

PRE-CONTEMPLATION

unaware of the problem

RECOVERY

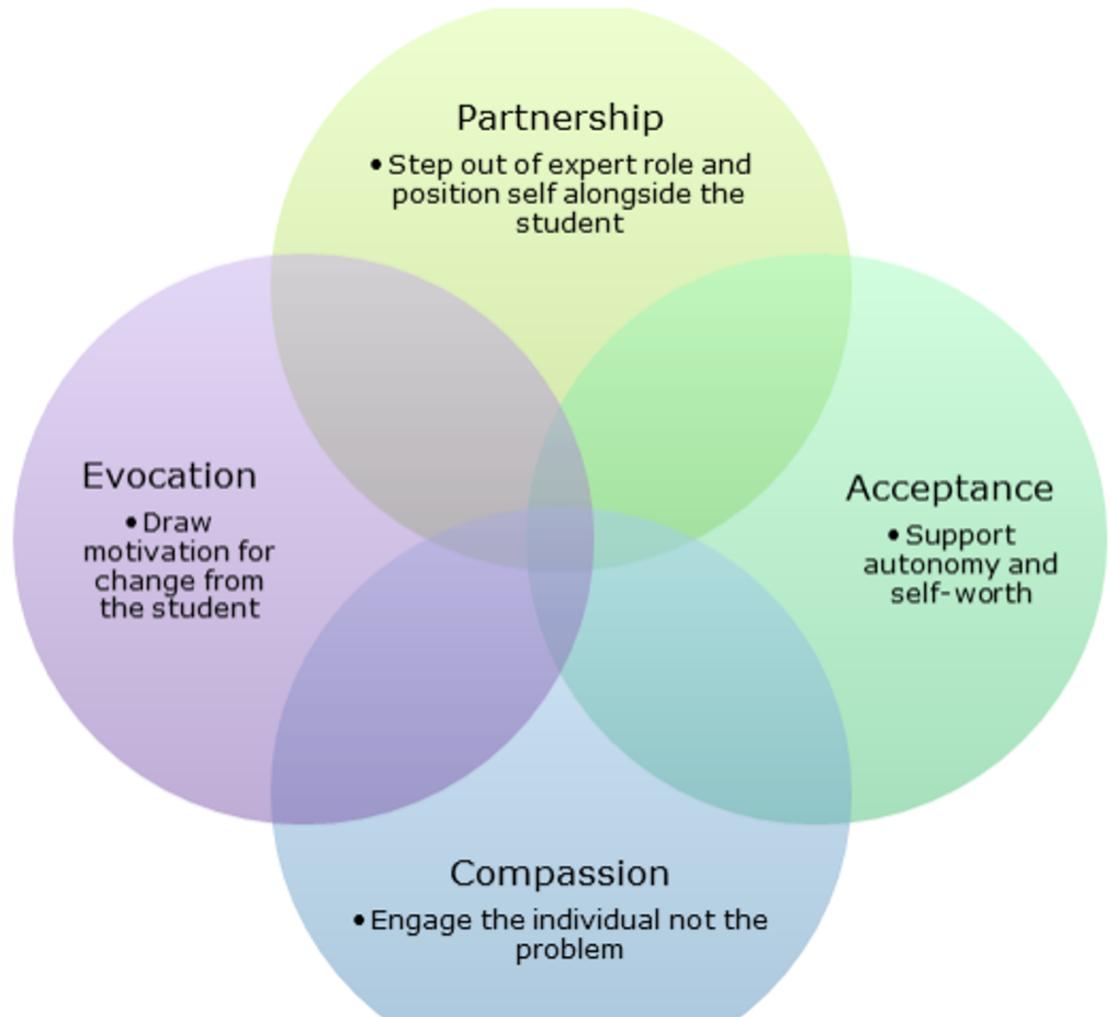
Expectations

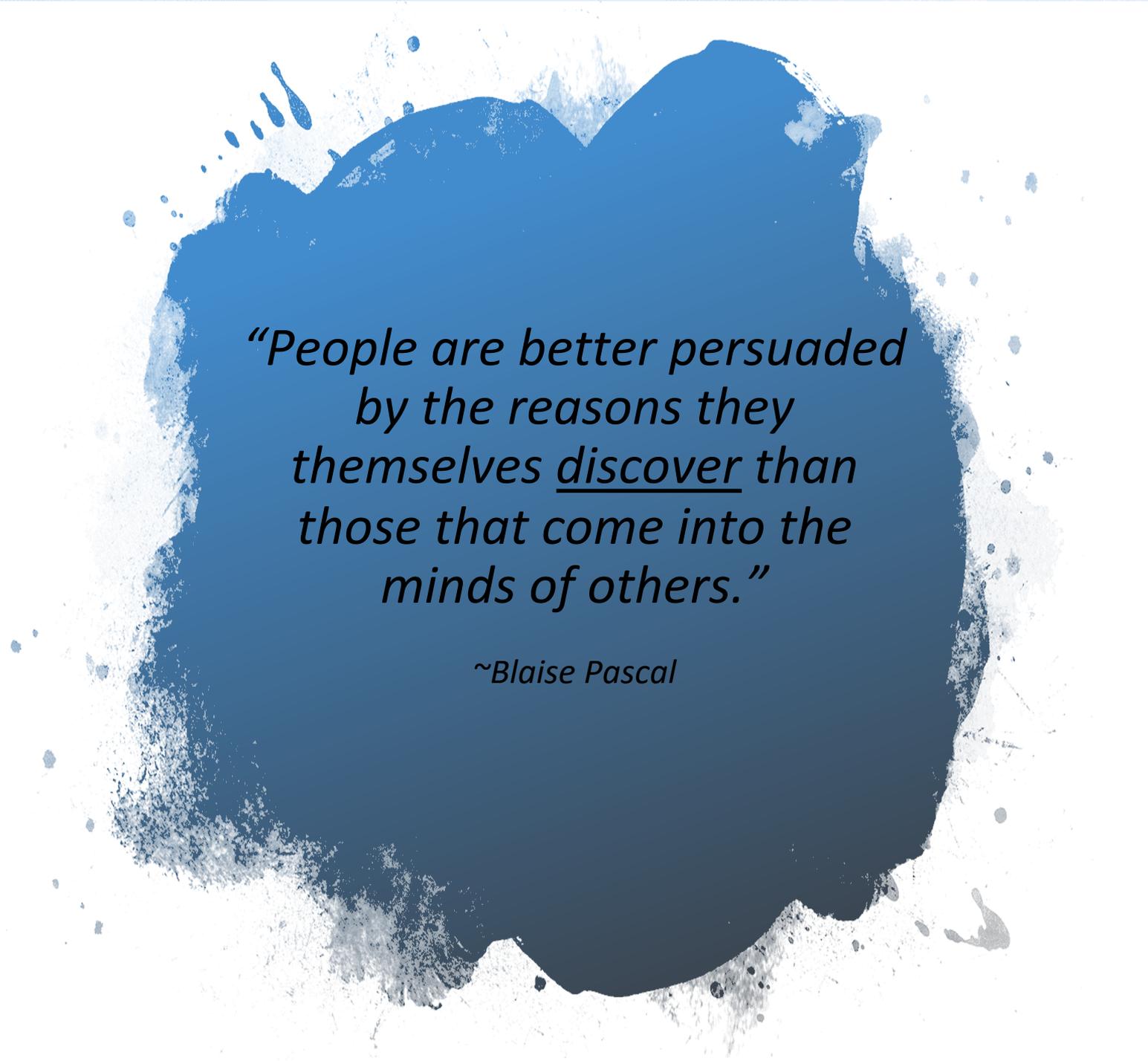


Reality



The Spirit of Motivational Interviewing





*“People are better persuaded
by the reasons they
themselves discover than
those that come into the
minds of others.”*

~Blaise Pascal

Evoking

“The process of drawing out or calling forth the wealth of wisdom, experience, and motivation the client already possesses.”

Principles of MI

- Expressing Empathy
- Amplifying Ambivalence
- Supporting Self-efficacy

Supporting Self-Efficacy (EMPOWERMENT)

Encouraging the person's own beliefs about his or her ability to control his or her own behavior and other events that affect his or her life; eliciting choices (autonomy) about how to accomplish his or her dreams, desires, and goals according to his or her values; reinforcing his or her confidence in their ability to realize those dreams.

four processes in MI



Miller and Rollnick, 2012, p. 26

Evoking Objectives: Eliciting a client's own motivation for change

Resolve

Resolve Ambivalence

Increase

Increase Change Talk

Reduce

Reduce Sustain Talk

Change Talk

Change talk is the client making statements that are in favor of change, which suggests that the client is becoming more ready, willing, and able to make a change.



let's talk.



change

Preparatory Change Talk (DARN)

D: **Desire statements.** Statements indicating a desire to make a change.

- “I’m hoping things will change.”
- “I wish I could make my life better.”
- “I want to look at taking our relationship to the next level.”

A: **Ability statements.** Statements that speak to the client’s self-efficacy or belief in the ability to make changes.

- “I think I could do that.”
- “I can make a change; I just need to commit.”
- “If I really want to I could marry you.”

R: **Reasons statements.** Statements that reflect the reasons the client gives for considering a change.

- “I have to quit smoking because of my asthma.”
- “My husband may leave me if I keep using.”
- “My kids would have a father and I’d be less stressed if we were married.”

N: **Need statements.** Statements that indicate a need for change. These can be similar to R statements, but the emphasis is more affective or emotional than a more cognitive R statement.

- “It’s really important to my health to change my diet.”
- “I need to get a handle on things.”
- “I’ll die if I keep using like this.”
- “We can’t go on just being boyfriend and girlfriend forever.”

Mobilizing Change Talk (CAT)

C: Commitment. Statements that are linchpins in the change talk and critical predictors of change occurring.

- “I am going to..”
- “I intend to...”
- “I will marry you”

A: Activation. This indicates movement toward action, yet hasn’t been done.

- “I’m ready to...”
- “I am prepared to”
- “I’ll start planning our wedding”

T: Taking steps. This indicates that the person has already taken steps.

- “I’ve went to the gym”
- “I’ve already made arrangements to...”
- “I’ve bought the dress”

Sustain Talk



The client's arguments for NO change.



Anything that favors the status quo for not changing.



Excuses

OARS



Open-ended Questions

Explore concerns, promote collaboration, and understand the client's perspective



Affirmations

Support strengths, convey respect and appreciation, deflect discord



Reflective Listening

Explore concerns, convey understanding, deflect discord, elicit change talk



Summarize

Organize discussion, clarify motivation, provide contrast, focus the session and highlight change talk



Ask-Tell-Ask

Ask

Ask what they know and what they want to know.

Tell

Tell them what they want to know.

Ask

Ask them if they understand and what else they want to know.

Ruler

Importance Ruler

On a scale of 1 to 10, how important is it for you to change _____?

Confidence Ruler

On a scale of 1 to 10, how confident are you that you could make a change in _____ if you wanted to?



And why are you at ___ and not a _____?

What would it take to move to a higher number?

How Am I Doing



Engaging

How comfortable is this person in talking to me?

How supportive and helpful am I being?

Do I understand this person's perspective/concerns?



Focusing

What goals for change does this person really have?

Do I have a clear sense of where we are going?

Do I have different aspirations for change for this person?

Does this feel more like dancing or wrestling?

Does it feel like we are moving together, not in different directions?

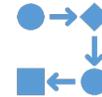


Evoking

What are this person's own reasons for change?

Am I steering too far or too fast in a particular direction?

Is the reluctance more about confidence or importance of change?



Planning

What would be a reasonable next step toward change?

Am I remembering to evoke rather than prescribe a plan?

Am I offering needed information or advice with permission?

Don't...

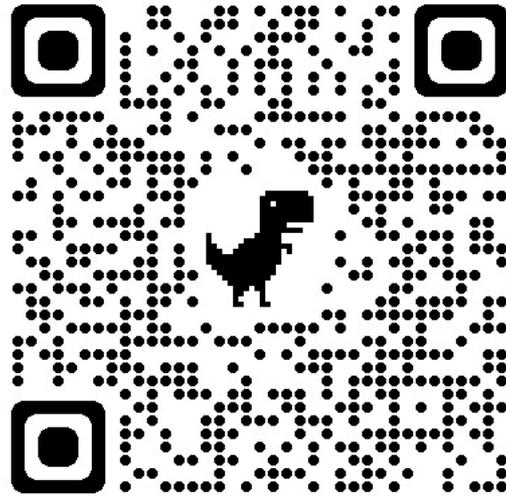




Inappropriate Assumptions Regarding Behavior Change

- This person *ought* to change.
- This person *wants* to change.
- This patient's health is the prime motivating factor for him/her.
- If he/she does not decide to change, the consultation has failed.
- Patients are either motivated to change, or not.
- Now is the right time to consider change.
- A tough approach is always best.





Digital Download

Motivational Interviewing Cheat Sheet



THANK
YOU!