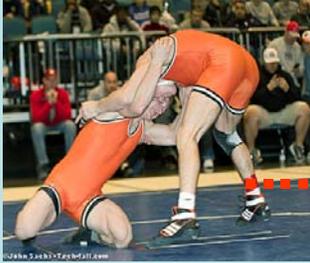


Motivational Interviewing

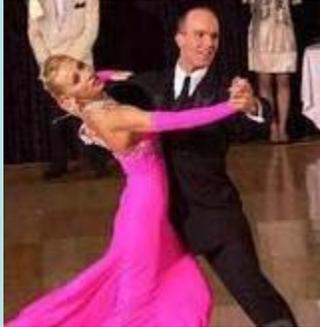


.....NOT



.....NOT





Motivational Interviewing (MI) is....

- a **patient-centered**
- **directive**, (guiding) method
- for enhancing **intrinsic motivation**
- to change
- by exploring and **resolving ambivalence**

The Spirit of Motivational Interviewing

- 👉 **Collaborative**
- 👉 **Optimistic**
- 👉 **Empathic**
- 👉 **Evocative**
- 👉 **Honors Patient Autonomy**

How many psychiatrists does it take to change a light bulb?

ONE – but the light bulb really has to want to change!
Really?



Basic Assumptions of MI

- Motivation is a state of readiness to change that fluctuates with time and situations.
- Motivation can be increased through interaction with others.
- Ambivalence is a normal part of the change process.

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Change Talk

When people can voice their own reasons for change aloud, they are more likely to make the change



•Most change is self-change – 75% of all substance users who change do so without professional or 12-step help

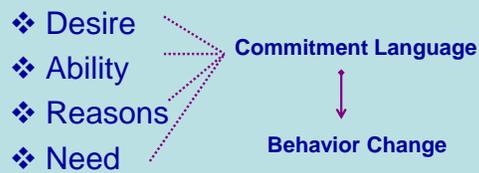
Mission Possible



Elicit *CHANGE* talk from your patients, rather than resistance.

Predictors of Behavior Change

Patient Statements:



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Pre-Commitment Change Talk: D-A-R-N

- **DESIRE:** *I really do want to drink less.
Why would you want to drink less?*
- **ABILITY:** *I know I can stop.
How would you stop, if you decided to?*
- **REASONS:** *If I do stop, my parents will get off my back.
What are the 3 best reasons for you to cut back?*
- **NEED:** *If I don't stop, I won't graduate.
How important is it for you to stop?*

4 Principles of Motivational Interviewing

1. Express empathy and avoid arguments

2. Develop discrepancies

- Help patients understand the differences between their behavior and their goals

3. Roll with resistance and provide personalized feedback

- Use "Reflective listening"

4. Support self-efficacy

4 General Principles of MI

1. Express Empathy

- Normalize ambivalence & resistance to change; acceptance facilitates change
- Accept the individual, not necessarily the behavior
- **Understand** & accept without judgment, criticism or blame

Some empathic statements....

- *It must be hard to feel caught between your parents and your boyfriend.*
- *Drinking helps you to feel less stressed.*

2. Develop Discrepancy



- You want to get good grades AND smoking weed it interferes with getting your homework done.
- You want to hang out with your friends, who drink AND you say when you do you are more likely have to get in trouble .

3. ROLL WITH RESISTANCE



3. Roll with resistance

- Avoid a battle between you as the “expert” and the student.
- **Reluctance to change is natural**
- Change is more likely when you do NOT push back.

4. Support self efficacy

- **Keep hope alive, “You can do this!”**
- **“What do you want to accomplish?” “What is do-able for you?”**



Core MI Strategies



Four Strategies: OARS

- Open-Ended Questions
 - Affirming
 - Reflective Listening
 - Summarizing
- Elicit Positive
"Change Talk"

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Four Strategies: OARS



OPEN ENDED QUESTIONS

- Did you drink at all last week?
 - Tell me about your drinking last week.
- Do you want to decrease your drinking?
 - How do you feel about your drinking?
 - What might make you want to change it?
- Do you know what will help you decrease?
 - What do you know about how one can decrease their drinking?
 - What might help you to drink less?

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Four Strategies: OARS

Affirm



...but be **GENUINE**



Reflective Listening

- Hear what the speaker has to say:

Repeat back what person has said for emphasis.

Smoking marijuana has had an impact on getting things done.

- Make a “guess” at what he or she means / feels.

Give voice to the “guess” in the form of a statement.

You're feeling disappointed that you drank more than you wanted to over the weekend.

Use Reflective Listening & find the Potential for Change ...

Sometimes I think I should stop getting high, but I worry that my friends will give me a hard time. I have an appointment to start counseling, but I'm not sure I can handle my friends getting on my case about not getting high.

Reflections to Promote Change

- “So a part of you thinks you should quit getting high.”
- “You're afraid that friends won't support you getting not getting high.”
- “You plan to cut back, but you're not feeling very confident.”
- “You're wondering how you could do it and not feel lonelyor like a traitor.”

Use Reflective Listening & Find the Potential for Change ...

I know I should probably drink less. I don't want my anyone to see me sloppy. When I think about cutting back, I get nervous and scared. I might not be able to do it.

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Reflections to Promote Change

- "So you would like to drink less."
- You're scared you'll fail."
- "You're really stressed about your drinking and want to figure out what to do."
- You're worried what friends will think if they see you "sloppy."

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Four Strategies: OARS

Forming Reflections



To begin...

- *(It sounds like) you are not ready to move.*
- *(It seems that) Calling the utility company is scary.*
- *(It sounds like) you are feeling guilty about asking for a waiver on your utility bill.*
- *From what you are saying, you are having trouble getting to the food bank.*

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Four Strategies: OARS

Summarize

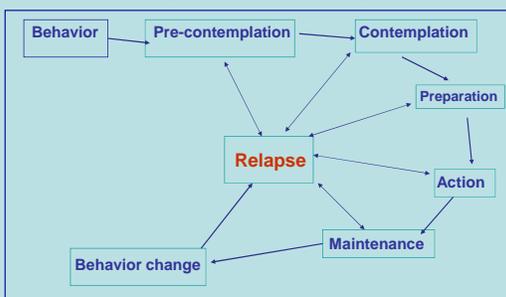


- Hypothesize with client. “Let’s see if I have this right...”

Motivational Interviewing Meets Stages of Change:



Stages of Change



Offer Assistance, based on Stage of Readiness.

Pre-contemplation: Encourage continuing to think about change; Provide info / education.

Contemplation: Explore ambivalence. Weigh the pro's and con's.

Preparation: Help create a plan; set goals.

Action: Reinforce change efforts. Assist in continuing to modify the plan by exploring the process.

Maintenance: Support change and explore continued support needs.

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Not Ready for Change

- **Don't**
 - Use shame or blame
 - Preach
 - Label
 - Stereotype
 - Confront
- **Do**
 - Offer information, support and further contact
 - Present feedback and concerns, if permitted
 - Negotiate: "What would it take you to consider a change?"

Not Ready for Change

- Avoid Arguments
- Defending breeds defensiveness
- Perceptions can be shifted
- Labeling is unnecessary
- Resistance is a signal to ROLL

Unsure patients

- **Don't**
 - Jump ahead
 - Give advice
 - Expect argument about change
- **Do**
 - Explore pros & cons
 - “help me to understand what alcohol does for you”
 - “Are there things you don't like about your alcohol use?”

The Ready Student

- Help the patient to:
 - Name a solution for themselves
 - Choose a course of action
 - Decide how to achieve it
 - Encourage patient choice

MASBIRT (very) Brief Intervention

- Review health risks / drinking guidelines
- Explore PROS & CONS
Develop discrepancy
- Explore readiness & confidence on a 1-10 scale
- Negotiate goal/plan

The Pro's & Con's: the Pro's



"Help me to understand what you like or enjoy about X ?"

Cons



"Now tell me about what you enjoy less about X or regret about your use of X?"

Pro's & Con's



- Summarize what the participant likes about drinking (using X)
- *Focus on the con's*

Feedback & Enhance Motivation

- **Is it OK** if I share with you some of the risks that I am aware of about drinking or using X?")

Importance Ruler

Given what we have been discussing, on a 1-10 scale, how important is it for you to cut back on your drinking?



- Why did you pick a ___ and not a (lower number)?

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Confidence Ruler



- If you were to decide right now to call, how confident are you that you would follow through?

The BI is Going Well If...

- Student is talking more than you
- You are listening carefully and gently directing the interview at appropriate times
- The student is talking about behavior change

Seal the Deal

- Elicit response
How does all this sound to you? What now?
- Negotiate a goal
What would you like to do?
- Summarize
This is what I heard you say.
- Offer a Menu of Options



"Nothing breeds success like success"

Goal Setting

Specific
Measurable
Achievable
Realistic
Timeframe



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THANK YOU
for talking with me so openly.



BNI STEPS	DIALOGUE PROCEDURES
1. getting acquainted?	What's a typical day like for you? How about on weekends?
2. Enhance motivation (Directed Conversation) •Explore Pros and Cons •Use reflective listening •Reinforce positives •Develop discrepancy between ideal and present self	Ask PROS and CONS "Help me to understand what you enjoy about [X]? What else?" <-PAUSE AND LISTEN>> "Now tell me what you enjoy less about [X] or regret about your use." If NO, con't; Inquire about any problems previously mentioned during screening "So, on the one hand you say you enjoy X because..." and on the other hand you said..." reiterate negative consequences
3. Provide feedback (Advise) •Readiness, Importance and Confidence Scales	Are you aware of any down sides to your use of X? If YES: Which ones are you aware of? If NO, indicate problems that are seen relevant, ie. finances, calories, etc. "Have you thought about making a change in your use of X?" "To help me better understand how you feel about making a change in your use of X, [show scale].... On a scale from 1-10, how important is it for you to change any aspect of your use of [X]?" Ask: "Why did you choose that number and not a lower one like a 1 or a 2? Other reasons for change?" How does this fit with where you see yourself in the future?" Ask confidence scale: If you were to make a change how confident are you that you could do it? What needs to happen for you to feel more confident?" What would help you get to a HIGHER number? What have you successfully changed in the past? How? Could you use these methods to help you with the challenges of changing? If you make these changes what would be different in your life?"
4. Negotiate & advise •Negotiate goal •Benefits of change •Reinforce realities/resources •Provide handouts •SUMMARIZE •Suggest fu	"What is the next step for you? What do you think you can do to stay healthy and safe?... what else?" SUMMARIZE: Let me summarize what we've been discussing..... Is that accurate? Is there anything you want to add to that? Here's an action plan that indicates the plan we discussed and your goals. This is really an agreement between you and yourself! Suggest fu visit to discuss/support carrying out plan Thank student for his/her time!
