

Motivational Interviewing

Housekeeping

- Agenda
- Schedule
- Bathrooms and amenities, cellular phones
- Guidelines for training
 - Be loose
 - Ask questions

What is Motivational Interviewing?

Motivational Interviewing is a collaborative, goal-oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.

What is Motivational Interviewing?

- Spirit
 - The stance we use to approach the conversation
 - The way we treat the person
- Skills
 - The types of things we say to the person
- Strategies
 - The techniques we use to draw out and explore the person's reasons for change

Change Talk

Preparatory

- Desire statements
- Ability statements
- Reason statements
- Need statements

Mobilizing

- Commitment statements
- Activation statements
- Taking steps

Motivational Interviewing Spirit

“Motivational Interviewing ... is more than a set of techniques for doing counseling. It is a way of being with people...”

Motivational Interviewing Spirit

- Partnership
- Acceptance
- Compassion
- Evocation



Motivational Interviewing Skills

Motivational Interviewing Skills

- Open Questions
- Affirmations
- Reflective Listening
- Summaries
- Informing and Advising

Skills: Open Questions

- Any given question is either open or closed
 - Closed questions ask the person for specific information, and would be expected to elicit a short answer
 - Open questions leave a broad latitude for response, inviting the person to elaborate
 - In Motivational Interviewing, most (70%) of the helper's questions should be open

Skills: Open Questions

Great open questions in this model could include:

- “What ideas have you had about how you might change this?”
- “What is the down side of this for you?”
- (in response to change talk) “Why?”
- Tell me more about that. (yes, that’s a question!)
- “What are some reasons why you’d want to change?”
- “If you did change this, how might your life be different in five years?”

Skills: Affirmations

- In Motivational Interviewing, the helper makes specific statements noticing the strengths, values, good intentions, abilities, and efforts of the person
- To be able to make these statements, the helper maintains a constant “lookout” for material to use to affirm the person

Skills: Reflective Listening

- The most frequent thing the helper does in a Motivational Interviewing conversation is reflect
- Reflections are “guesses” about the meaning of what the person has said
- Sometimes those guesses are safe
- The best ones are risky
- Reflection is the best tool to develop and strengthen the person’s *change talk*

Two Types of Reflection

Simple

- Stay close to the content
- Create less movement toward change
- Keep the conversation moving

Complex

- Add meaning or emphasis to the content
- Create more movement toward change

Complex Reflection: Examples

- Continuing the paragraph: adding on to what the person has just said, continuing the story from their perspective
- Identifying feeling: using an emotion word to express the person's feelings
- Overshooting: overstating the intensity of the person's emotion
- Undershooting: understating the intensity of the person's emotion
- Double-sided: reflecting both sides of the person's ambivalence

Guidelines on Reflective Listening

- Briefer is generally better
- The goal to shoot for is to have twice as many reflections as questions, and have at least half of all reflections be complex
- A helpful pattern for the beginner:
 - Q-R-R, Q-R-R, Q-R-R, with an affirmation and a summary here and there

Skills: Summaries

- These are pretty much just longer reflections
- They are used for several purposes
 - Encapsulate what has been said so far
 - Link current content to previous content
 - Transition from one phase of conversation to another
- The open question “What else?” is a good one to use after a summary

Skills: Informing and Advising

- Before advice or information is offered, the helper should try to evoke it from the person
- In Motivational Interviewing, advice or information is *only* offered at the person's request, or with the person's permission
- The helper should always defer to the person on whether the advice or information is applicable
- The helper should remember to reinforce the person's freedom of choice



Motivational Interviewing Strategies

How we help a person find their motivation...

Evoking Change Talk

- Ask evocative questions
- Use the running head start
- Ask for elaboration
- Ask for examples
- Look back
- Look forward
- Query extremes
- Use importance/confidence rulers
- Explore goals and values
- Come alongside

References

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