Motivational Interviewing

What is it?
Why it matters?
What’s it made of?
How do you do it?

STAGES OF CHANGE

(Prochaska and DiClemente)

- Pre-Contemplation
- Contemplation
- Action
- Maintenance
- Preparation
- Permanent Exit
- Pre-Contemplation

In Motivational Interviewing...

- The worker identifies where the client is in regard to his/her readiness to change (What stage of change is the person in?) and then attempts to move the client forward.

- A successful visit or interaction doesn’t have to end with the client taking immediate action.

Ambivalence is Normal

“People often get stuck, not because they fail to appreciate the down side of their situation, but because they feel at least two ways about it.”

Miller & Rollnick
The nature of the conversation is critical

What we say - and how we say it—largely determines what the client says and what happens next...

What we say matters!

MOTIVATIONAL INTERVIEWING

A collaborative, person-centered form of guiding to elicit and strengthen motivation for change.

“...not a series of techniques ... but a way of being with clients”

(Information on MI adapted from Motivational Interviewing in Health Care. Miller and Rollnick, 2008)

MI: Spirit

• Collaboration
• Evocation
• Autonomy
• More than just “Listening”

“...not a series of techniques ... but a way of being with people”

Five Principles of MI

1. Express Accurate Empathy
2. Develop Discrepancy
3. Avoid Argumentation
4. Roll with Resistance
5. Support Self-Efficacy

Five Fundamental Processes

• Engaging our clients helps focus on what is important to them
• Focusing on what is important to them may evoke a discussion about their own reasons for change
• Evoking their own reasons for change may lead to them planning change
• Planning change leads to potential change

NON-CHANGE BEHAVIOR = Resistance!

♦ Interpersonal (It takes two to resist)
♦ “Resistance” is the speaker’s signal…
♦ The “Righting Reflex” is the worker’s signal of his/her to set things right for this person
♦ Predictive of (non)change

Four Fundamental Processes

Engaged Focus Evoked Plan
**MI Skills/Strategies**

**OARS**

- **O**: open-ended questions
- **A**: affirmations
- **R**: reflections, simple and complex
- **S**: summarize

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**Open-ended Questions**

- Can’t be answered “yes” or “no”
- “How can I help you?”
- “Would you tell me about ___?”
- “How would you like things to be different?”
- “What are the positive things and what are the less good things about ___?”
- “What will you lose if you give up ___?”
- “What have you tried before?”
- “What do you want to do next?”

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**Affirmation**

- “Thank you for being so open and honest.”
- “I appreciate you coming on time today.”
- “You’re working hard at . . .”

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**Reflective Listening**

- NOT a question—use clear statements to acknowledge and continue the dialogue
- Serves as a partner to open-ended questions
- Reinforces and encourages patient’s verbalization and internal reflection
- **Empathic Reflection .... It’s the curious and sensitive exploration of** What does the person’s message mean to the them?

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**Summarizing**

- Special form of reflective listening
  - Shows you were really listening
- Use at transitions in conversation
  - Ensures clear communication

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**MI Framework...**

- Introduce the topic
- Ask permission
- Share information
- Elicit response
- Listen, listen, listen
- Summarize and affirm
Goal Oriented Intervention

♥ We are responsible for the intervention, not the outcome...

Eight Stages in Learning MI

1. The spirit of MI
2. OARS – Client-centered counseling skills
3. Recognizing change talk
4. Eliciting and reinforcing change talk
5. Rolling with resistance
6. Developing a change plan
7. Consolidating client commitment
8. Integrating MI with other methods


Thank you!

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Bibliography


WWW.motivationalinterview.org