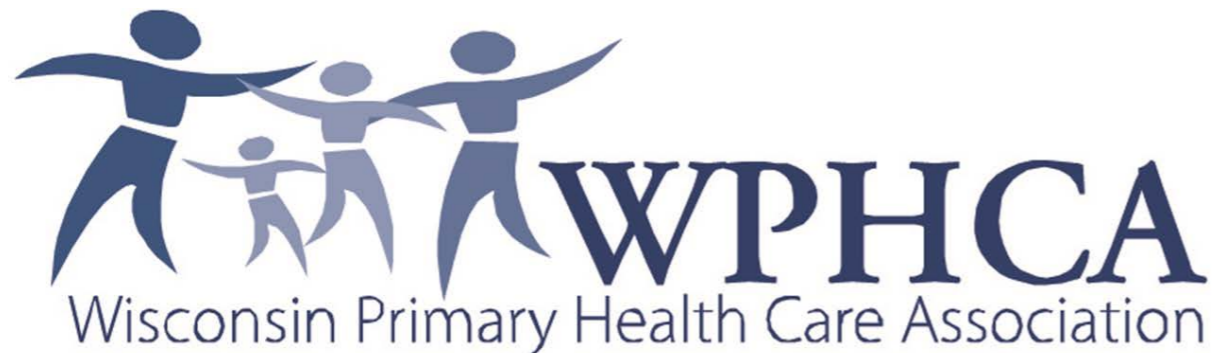


Motivational Interviewing

Advancing MI Skill Development



Objectives

- Integration of MI skills into the four processes of MI
- The application of integration within the care manager/provider role
- Skill development and practice
- Plan for continued skill development toward proficiency

What are you hungry for?



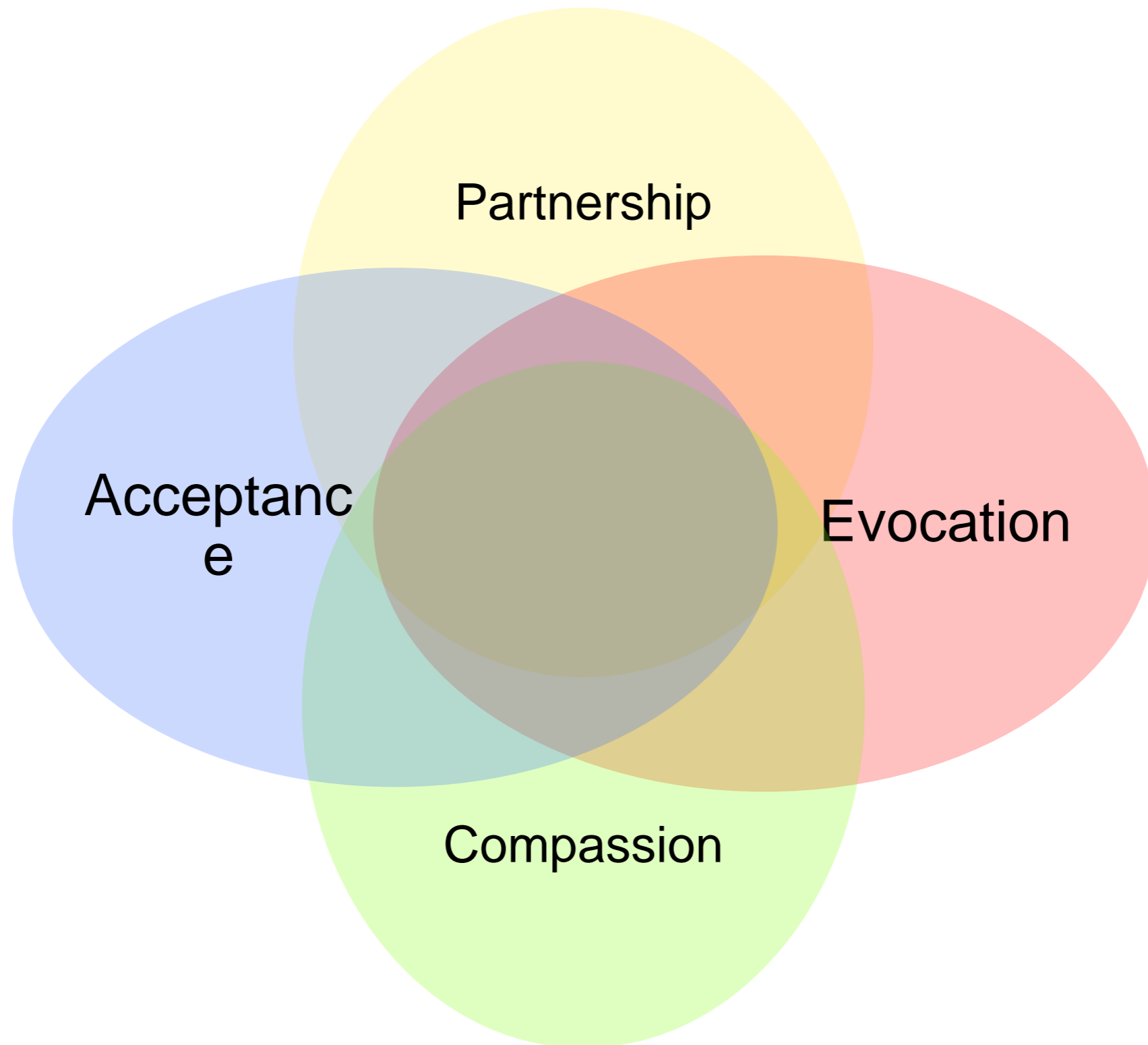
Definition

Motivational interviewing is a collaborative, person-centered, guiding method designed to elicit and strengthen motivation for change

The MI Spirit

- People are competent
- We assume that they have self-knowledge, attitudes, and capabilities that can effect change
- Our main focus is on being present in a way that supports change

Spirit of MI



Righting Reflex



**TRYING TO
FIX ME
I AM NOT
BROKEN**

Four Processes

PLANNING

EVOKING

FOCUSING

ENGAGING

Sharing Information

1. Make sure you are doing it **WHEN** the client is ready - and not before!
2. One specific strategies to do this in an MI way:
Explore – Offer - Explore

EXPLORE

Ask what the person knows, has heard, or would like to know more about

- *What do you already know about _____?*
- *What would be most helpful to know more about in regards to _____?*
- *What have you heard about _____?*
- *What are your ideas about how to _____?*

BEFORE you OFFER

Ask yourself

✓ Does this person need this information?

✓ Does this person want this information?

How can you be sure?

1. The person asks for the information

How can you be sure?

2. You ask permission to share the information

Can I share some information with you?

Is it okay with you if I tell you what we know?

BEFORE you OFFER

3. You reinforce their autonomy about how to handle the information

This may or may not work for you....

What you decide to do with this information is up to you...

OFFER

- Talk about what others do
- Emphasize choice
- Use neutral, non-judgmental language
- Offer multiple options

EXPLORE

Ask about thoughts, feelings and reactions

- *What do you think about this information?*
- *Based on these ideas, what could you see yourself doing?*
- *Where does this leave you in terms of _____?*
- *I've given you a lot of information. What thoughts or questions do you have?*

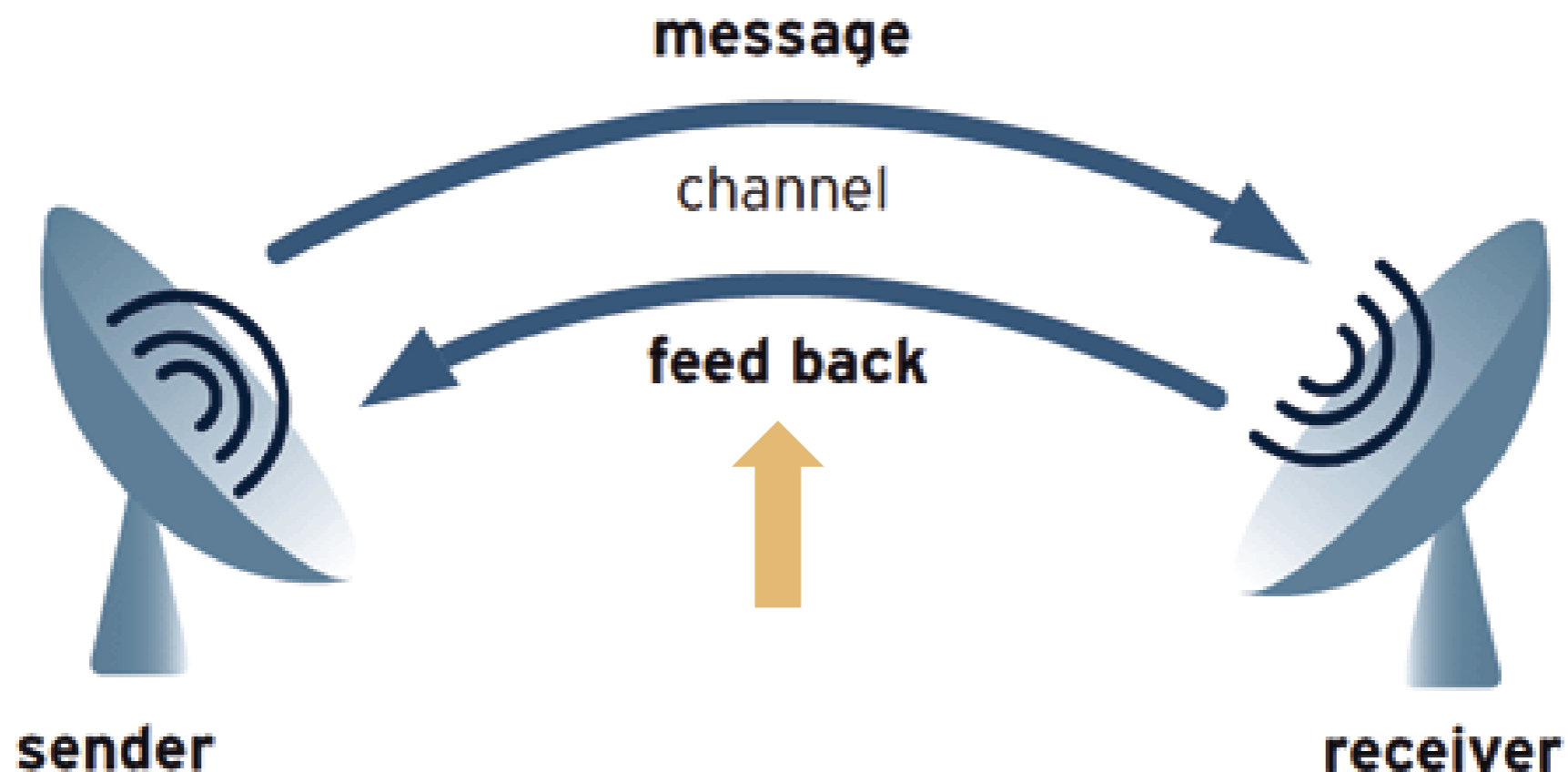
Key MI Skills

- Open-Ended, Evocative Questions
- Affirmation
- **Reflective Listening**
- Summaries

Skill: Reflection

Practitioner statement; mirrors meaning

Sender and receiver – basic model



Offers the opportunity to...



- Expand
- Refine
- Correct
- Verify
- Etc...

Engagement Skill: Reflecting

SIMPLE

Repeat

Rephrase

What was said



- Stabilizing
- Empathy
- Understanding

- Direction
- “I’m listening”
- “Go on...”

Engagement Skill: Reflecting



- **COMPLEX**
- Goes beyond what they said
- Aims to capture what they meant
- Deepen understanding
- Forward movement

Knowing what to listen for



Preparatory change talk

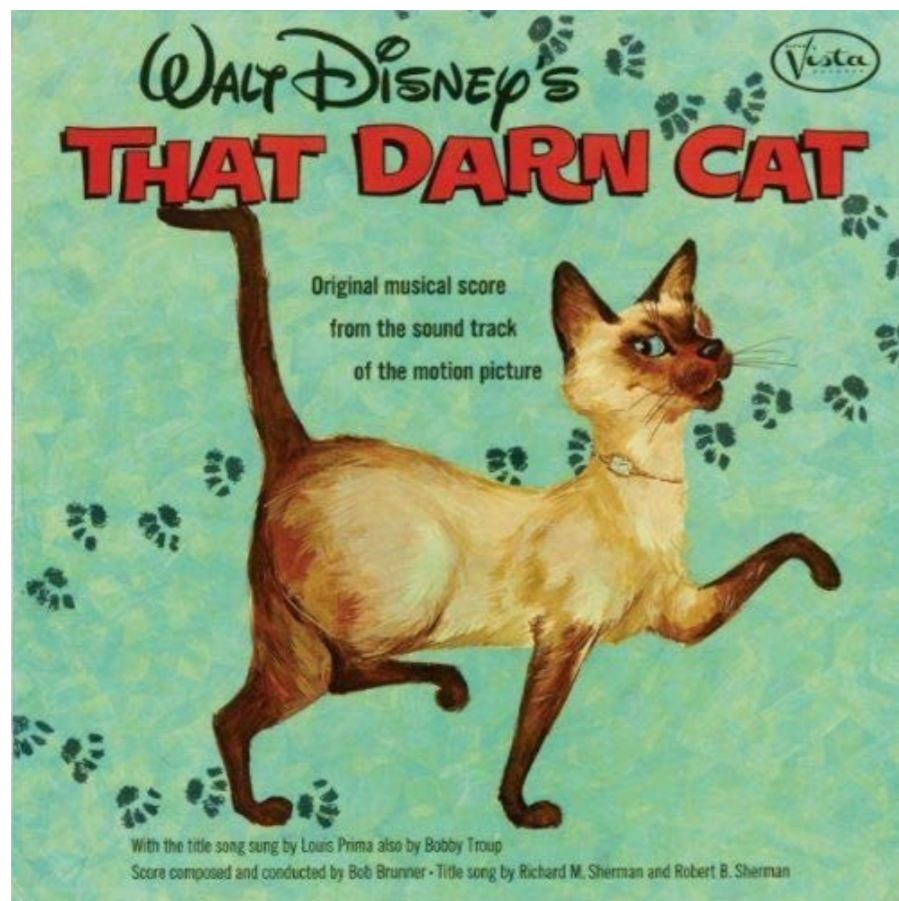
- Considering change
- Still some ambivalence

Desire

Ability

Reasons

Need



Mobilizing change talk



- Resolution of ambivalence
- Intention, decision, readiness

Commitment

Activation

Taking steps

Sustain talk

- The opposite of change talk
- Arguments against change



Practice

I know I need to do something about my drinking, but I've tried and it doesn't seem to work

“I know I need to do something about my drinking, but I’ve tried and it doesn’t seem to work.”

- This seems impossible.
- You’re sure you need to change something about your drinking.
- You’ve tried to quit drinking before.

Practice

I really like coming home after work and having a drink to unwind. I mean I do worry about all the empty calories, but oh well.

“I really like coming home after work and having a drink to unwind. I mean I do worry about all the empty calories, but oh well.”

- Having drink after work is a something you do to relax.
- You have a lot of stress at work.
- You’re concerned about the calories in alcohol.

Discord

- Discord is about the other person's perception or experience of the relationship
- Sustain talk is about the behavior



Dissolving Discord

- Is it sustain talk? Or discord?
- Reflect
- Emphasize autonomy and choice
- Come alongside
- Agree with a twist
- Shift focus
- Reframe as a strength

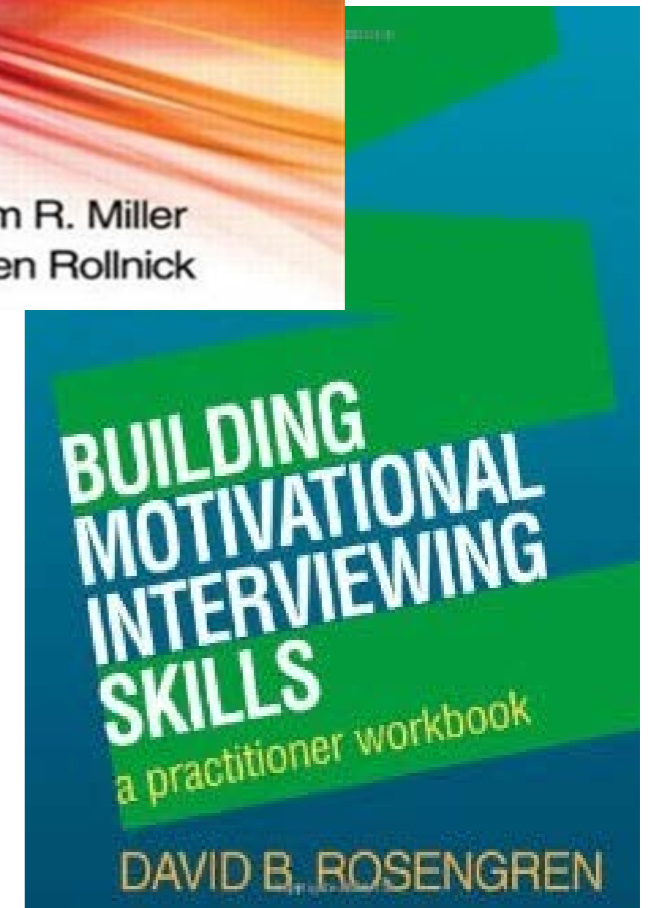
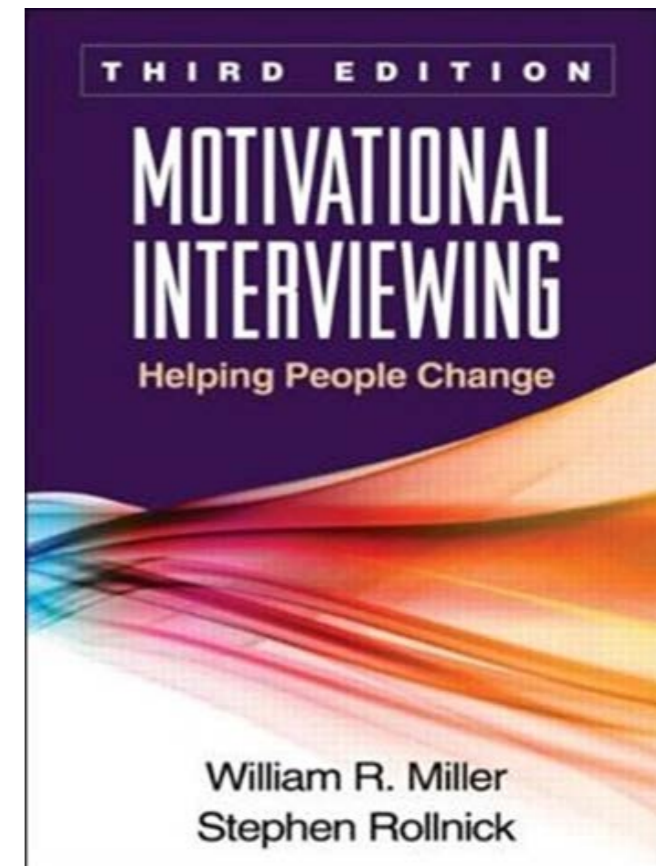


Continuing to Learn MI

- “One-shot” trainings don’t promote competent practice (Miller & Mount, 2001; Walters et al., 2005)
- Initial training with follow-up coaching based on direct observation of practice is “gold-standard”
- Peer-learning groups have shown some usefulness
- You will learn from your patients if you know what to look for!

Resources for Learning MI

- Motivational Interviewing Network of Trainers
www.motivationalinterviewing.org
- Guilford Press – Applications of Motivational Interviewing Series





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