

Motivational Interviewing: A Taste of the Fundamentals

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objectives

Part 1 – March 31, 2014

- To introduce participants to the basics concepts of motivational interviewing.

Part 2 – April 7, 2014

- To introduce participants to MI-consistent micro-tools often used in working with patients.

Developments in the field: 2003-2013

- More than 25,000 research articles and papers
- Over 200 randomized trials
- Meta-analyses of MI research
- Substantial research on MI training
- Fidelity coding (e.g., MISC & MITI)
- Diffusion in health care, corrections, mental health, education
- Shift in MI training from installation model to learning to learn
- Rapid growth of MINT (>2000 MINTies trained)
- Non-English TNTs

MI Trainers & Translations

- Afrikaans
- Arabic
- Bulgarian
- Catalan
- Chinese
- Creole (Haiti)
- Croatian
- Czech
- Danish
- Dutch
- English
- Estonian
- Finnish
- Fon
- French
- Gaelic
- German
- Greek
- Hebrew
- Hindi
- Italian
- Japanese
- Korean
- Norwegian
- Persian/Farsi
- Polish
- Portuguese
- Punjabi
- Romanian
- Russian
- Serbian
- Sesotho
- Sign (US)
- Slovenian
- Sotho
- Spanish
- Swedish
- Tamil
- Tswana
- Turkish
- Urdu
- Ukrainian
- Xhosa
- Zulu

MI Spirit



Partnership
Acceptance
Compassion
Evocation

partnership

collaboration between
experts



Acceptance

Absolute Worth

Affirmation

Autonomy Support



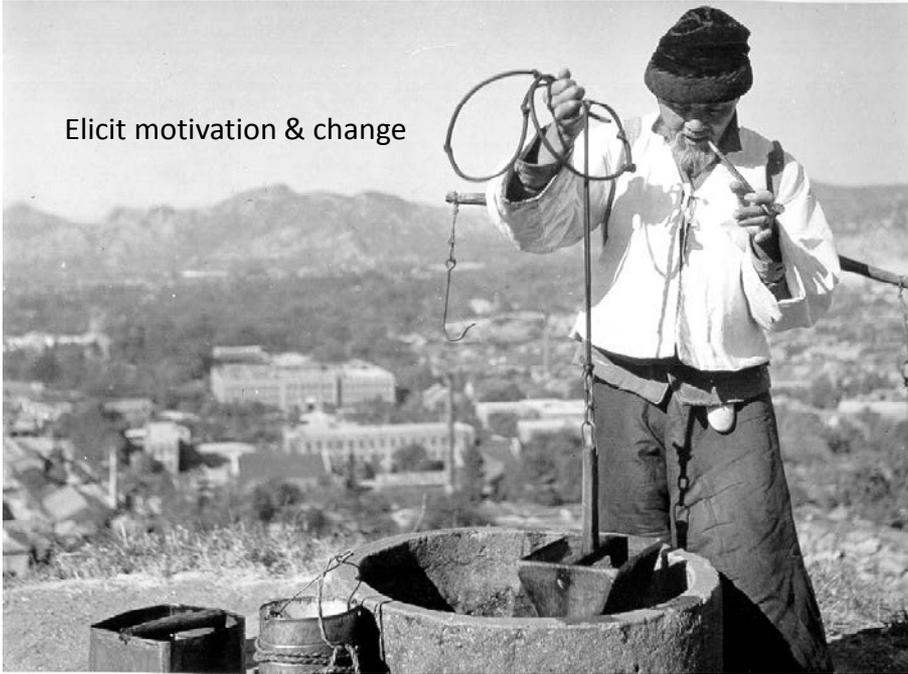
Accurate Empathy

Compassion

commitment to the welfare of the other person



Elicit motivation & change



evocation

keep PACE

Let's practice

resisting the
righting reflex

IT IS *NOT* ABOUT THE NAIL!



Core Skills

OARS

- Open-ended questions
- Affirmation
- Reflection
- Summary



open-ended questions

Elicits elaboration

Starts with “what” “tell me” “how”

Exercise: Open-Ended Questions

- Turn the following closed-ended questions into open-ended questions
 - “Are you taking your medications as prescribed?”
 - “How many drinks do you have in a typical day?”
 - “Do you want to quit smoking?”
 - “Is your diabetes under control?”
 - “Can you tell me about your current diet?”
 - “Are you experiencing any pain?”

Affirmations

**I have a
problem with
low self-esteem**

**which is really ridiculous when
you consider how amazing I am.**

Affirmations

(continued)

- Involves noticing, recognizing, & acknowledging the positive
- Focus: Patient
- Affirmation ≠ Praise
 - In general, avoid affirmations that begin with the word “I”

Affirmations

example: chronic pain patient who is requesting early refills

- Demonstrate support, hope, or caring
- Show appreciation
- Recognize strengths
- Reinforce behaviors, successes, and/or intentions

Reflective Listening

Reflective Listening

slide 1

A communication strategy involving two key steps:

1. seeking to understand a speaker's idea,
2. then offering the idea back to the speaker, to confirm the idea has been understood correctly.

Reflective Listening

slide 2

- **Statements**, not questions; voice goes down
- Starts with....
 - So...
 - It sounds like...
 - You're wondering if...
 - You....
- Briefer is better

Levels of Reflections



- Simple (more superficial)
 - Repeating
 - Rephrasing
- Complex (guessing deeper)
 - Emotions
 - Guessing at underlying meanings, values, etc.

What if I guess wrong?

Summaries

Summaries: Presenting a Bouquet



Small Bouquets along the way:
___ and ___ and ___. What else?

Large bouquets:

- For summary of a session or segment
- For transition

Appreciate Ambivalence



- If you argue for one side, an ambivalent person is likely to defend the other
- As a person defends the status quo, the likelihood of change decreases
- Resist the "righting reflex"
- Instead, focus on eliciting change talk, which makes change *more likely*



change talk



sustain talk

Two sides of the same coin

Recognizing Change Talk

Desire

Ability

Reasons

Need

Commitment

Activating

Taking steps



The Language of Change

- **Desire:** (want, wish, hope)
 - “I would really like to be more active.”
- **Ability:** (can, able, could)
 - “I could probably start swimming.”
- **Reasons:** (family, health, values, goals)
 - “I want to be able to provide for my family”
- **Need:** (need, got to, must, should)
 - “I need to get out more.”

The Language of Change

(continued)

- **Commitment:** (will, going to)
 - “This week I’m going to start walking”
- **Activating:** (ready, thinking about)
 - “I’m ready to learn MI”
- **Taking steps:** (starting to)
 - “I have already started cutting down my percocet.”

Next Week

- Micro-tools
- Managing 'resistance'
- Role-play
- What would you to see next week?

Learning More About MI

- Miller, W. R., & Rollnick, S. Motivational interviewing: Helping people change (3rd ed.) (2013). New York: Guilford Press.
- Rollnick, S., Miller, W. R., & Butler, C. C. Motivational interviewing in health care (2008). Guilford Press.
- Rosengren, D. B. Building Motivational Interviewing Skills: A Practitioner Workbook (2009). New York: Guilford Press.
- www.motivationalinterviewing.org