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
- 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?”
I have a problem with low self-esteem, which is really ridiculous when you consider how amazing I am.
Affirmations

• 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

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

- **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.
Two sides of the same coin

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.”
• **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


- [www.motivationalinterviewing.org](http://www.motivationalinterviewing.org)