Motivational Interviewing: 
A Taste of the Fundamentals 
part 2

Annette Brooks, PhD

New Mexico VA Health Care System
Motivational Interviewing Network of Trainers, Inc.
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.
MI Spirit

Partnership
Acceptance
Compassion
Evocation
Core Skills
OARS

- Open-ended questions
- Affirmation
- Reflection
- Summary
Two sides of the same coin

change talk   sustain talk
Recognizing Change Talk

Desire
Ability
Reasons
Need
Commitment
Activating
Taking steps
Video Review
Micro-Tools

Evoking Change Talk
Exchanging Information
Evoking Change talk: Rulers

“On a scale of 0-10, how important is it to you to exercise?”

0--1--2--3--4--5--6--7--8--9--10

Not at all important

Extremely important

“Why is it [x] and not 0 [a lower number]?”

Reflect/Elaborate
### Adapted Rulers

<table>
<thead>
<tr>
<th>It is not important to make a change</th>
<th>You are unsure about making a change</th>
<th>It is important to make changes</th>
<th>It is extremely important to make changes</th>
</tr>
</thead>
<tbody>
<tr>
<td>You haven’t prepared the ground for planting</td>
<td>A seed is in the soil but hasn’t been watered</td>
<td>Your plant just broke through the soil</td>
<td>Your plant is ready to be harvested</td>
</tr>
</tbody>
</table>

[pointing] “Why is it here and not earlier in the sequence?”

**Reflect/Elaborate**

Thanks to Kamilla Venner, PhD for this ruler adaptation
Exchanging Information

Unsolicited advice is the junk mail of life.

-Bern Williams

Advice is what we ask for when we already know the answer but wish we didn’t.

-Erica Jong

The purpose is not to deliver the advice, but rather to foster change.

-Miller & Rollnick
A Simple Strategy

- Evoke
- Provide
- Evoke

- Reflect
- Ask Permission
- Reflect
C: “What do you know about reducing alcohol?” (Evoke understanding)
P: “I know it would be good if I could.”
C: “Yeah, I bet. And my guess is that you’ve tried some things already.”
P: “…like telling myself to just cut back.”
C: “And that didn’t work so well.”
P: “Nope.”

P = Patient
C = Clinician
C: “I wonder if you would be interested in some ideas that other veterans have found helpful?” (Ask permission)

P: “That’s why I am here.”

C: “One approach is a structured, outpatient program like we have here at the VA. It provides a venue for exploring ways of cutting down, even stopping if that is what people decide, in a group setting that permits support and sharing of ideas. (Provide) What do you think of that?” (Evoke understanding)
Quiz
(slide 16)

E-P-E
Video Review
Learning More About MI


www.motivationalinterviewing.org
Thank you

anntette.brooks@va.gov