



What is Motivational Interviewing (MI)?


Mary Dillon, MA (MINT 2008)



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Learning Objectives


- > Define Motivational Interviewing
- > Describe the difference between MI and other traditional helping conversations
- > List the types of change talk
- > Describe the steps of how information is provided to patients in a MI consistent way



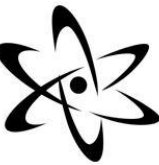
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How Motivational Interviewing Began

- > Founded in early 80s: Dr. William Miller and Dr. Stephen Rollnick
- > Clinical trial of BT for problem drinking discovered that therapist empathy predicted two-thirds of the variance in client drinking 6 months later
- > Worker style matters



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Why Use Motivational Interviewing

- > Being motivated is fundamental to change
- > Evidence Base – over 1417 randomized control trials and 237 systematic reviews and
- > Effective across populations and cultures
- > Improves adherence and retention
- > Less frustration and burnout

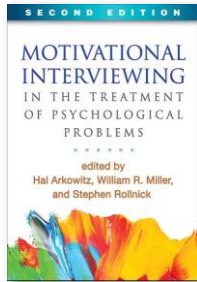


Source: <https://www.ncbi.nlm.nih.gov/pubmed/?term=%22motivational+interviewing%22>

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MOTIVATIONAL INTERVIEWING DEFINED

“...a particular way of having a conversation about change so it is that the patient rather than the clinician who voices the arguments for change.”



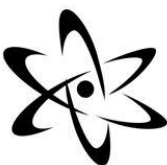
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The Motivational Interviewing Difference

- > Ambivalence- when a person thinks of one side, they naturally think of the other side too, keeping them stuck
- > Ambivalence and sustain talk are not labeled as making excuses, pathological or “in denial”
- > When it comes to making a change, both are actually expected!



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The Motivational Interviewing Difference

- > Helping people resolve ambivalence and move toward a decision is the goal of MI
- > People are more likely to do what THEY say instead of what they are TOLD to do
- > This is done by EVOKING and EXPLORING change talk



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Change Talk

- Desire: "I want, I would like to, I wish..."
- Ability: "I could, I can, I'll try, I might be able to..."
- Reasons: specific reasons for change.
- Need: "I must, I have to, I should, I need..."
- Commitment language: "I will, I promise..."
- Activation language: I'm ready, "almost there"
- Taking steps



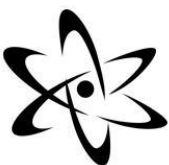
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Change Talk

Ask-don't tell



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How to Get Change Talk-Ask for it!

- › If you really did decide to eat more healthy, what do you think might need to change?
- › What did you do in the past to eat healthy?
- › How could you begin to eat more healthy?
- › What's your top 3 reasons to eat healthy?
- › What needs to happen for you to do this?
- › How important is it for you to_____?
- › What do you think might be the first step?

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Five Core Skills

- › Open Questions
- › Affirmations
- › Reflections
- › Summaries
- › *Providing information and advice with permission*



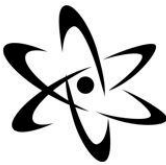
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Explore Offer Explore

- › Way to engage people in a helpful conversation
- › Remedy for the "advice trap"
- › Elicit-Provide-Elicit
- › Time saver
- › Starts with an agreed upon Focus or topic
- › May transition to Action Planning



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Explore Offer Explore Menu

- > Sleep
- > Monitor portions
- > Limit sugary drinks
- > Eat Breakfast
- > Less screen time
- > More physical activity
- > More fruits and vegetables
- > More water



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Explore Offer Explore

- Explore what the person already knows:
- > Use open ended questions to elicit readiness or interest
 - > Tell me what you already know about...
 - > What makes you interested in this?
 - > Tell me what you have tried...
 - > What have others told you about...



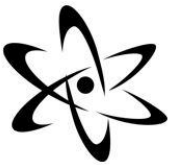
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Explore Offer Explore

- Ask Permission to share information
- > Use this to indicate a transition in the conversation
 - > Would you like to know some more about...
 - > I wonder if it would be okay...
 - > May I share some additional ideas?



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Explore Offer Explore

Offer bite-sized nuggets of information

- > Be neutral – refer to “other people”
- > Offer small amounts; avoid jargon
- > Judgmental tone of voice

Explore their response to information

- > What do you think about this (information)?
- > What questions do you now have?
- > What will you tell your family/partner about this?
- > Allow the person to hold a different view point

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Learning Review

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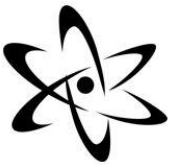
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How do I know I'm Doing MI?

- > Listening more than talking
- > Partnering with the patient towards a change goal
- > Focusing on the patient's knowledge, strengths, abilities, resources
- > The decision (and the how) for change comes from the patient



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Thank You!

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