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Introduction to Motivational Interviewing

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Today's Goals

- Learn the definition and “spirit” of MI
- Learn MI processes
- Learn how to recognize and elicit “change talk”

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History & Empirical Support for MI

- Early 1980s
- Meta-analysis¹ found large effects
 - Across many target behaviors
 - Early
 - For minority groups
 - Particularly enduring effects as an “add-on”
 - Increases treatment retention, adherence, and staff-perceived motivation

1 Hettema et al. (2005) Annual Review of Clinical Psychology

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Empirical Support for MI

Lai DTC, Cahill K, Qin Y, Tang JL. Motivational interviewing for smoking cessation. Cochrane Database of Systematic Reviews 2010, Issue 1. Art. No.: CD006936.



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Motivational Interviewing Myths

- NOT based on transtheoretical model of change
- NOT a specific technique
- NOT easy to learn
- NOT a panacea for every clinical challenge
- NOT inconsistent with the 12-steps

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What would Bill W. think of MI?

Let him steer the conversation in any direction he likes... You will be most successful with alcoholics if you do not exhibit any passion for crusade or reform...He must decide for himself whether he wants to go on. He should not be pushed or prodded...

Alcoholics Anonymous, 1976, p. 95

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What would Bill W. think of MI?

We found that...drinkers would not take pressure in any form, excepting from John Barleycorn himself. They always had to be led, not pushed... We found we had to make haste slowly.

- Bill Wilson, 1955, quoted in Ernest Kurtz,
Not-God: A History of Alcoholics Anonymous

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Definition of MI

MI is a collaborative, goal oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.

- Miller & Rollnick, 2012

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Ambivalence



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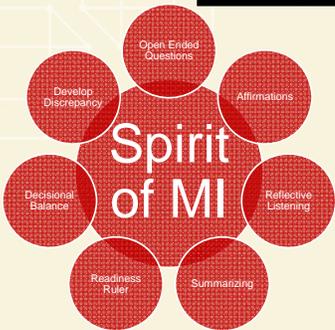
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Underlying perspective of MI

- Partnership
 - Dancing, not wrestling
- Acceptance
 - Absolute worth, Accurate Empathy, Affirmation, Autonomy Support
- Evocation
 - Assumes patients already have motivation and resources within
- Compassion
 - Pursuit of best interest for your patient

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Spirit of MI

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"Everytime you smoke I'll give you this shot. If this doesn't motivate you to stop smoking, then nothing will."

© QuitSmoking.com www.quitsmoking.com

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Stages of Change

Prochaska & DiClemente (1983) JCCP, 5, 161-173



Permanent Exit

Maintenance

Precontemplation

Contemplation

Preparation

Action

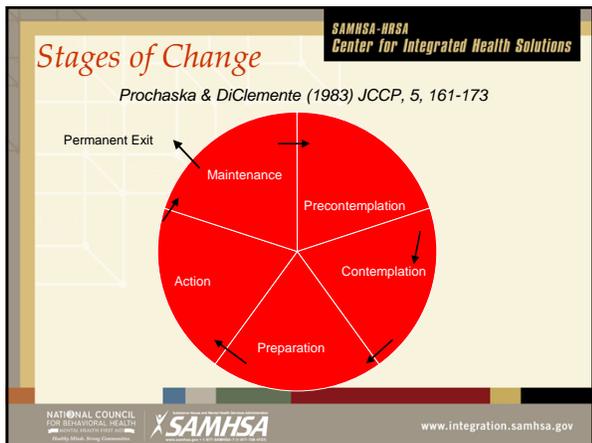
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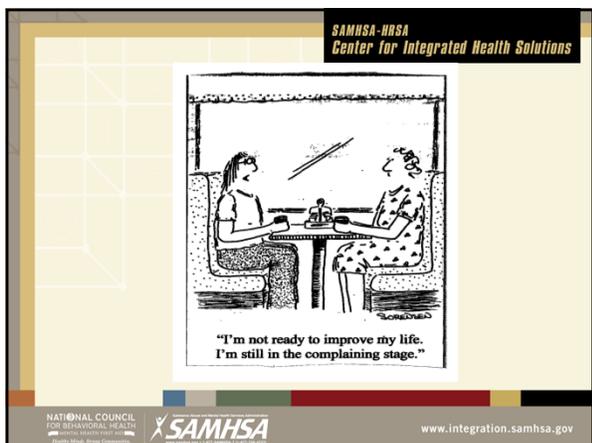
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How do I get started?



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Four Processes in MI



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Engaging Skills

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"Micro-skills"

- Open questions
- Affirming the client
- Reflective listening
- Summarizing



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Open Questions

- Difficult to give a short answer



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Open vs. Closed Questions:

Closed: Are you worried about your health?

Open: What worries you about your health?

Closed: Do you think it's important to go to quit smoking?

Open: Why might it be important to quit smoking?

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Affirmations



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Affirmations

- Show appreciation / validate strengths
- Should be genuine
- Builds rapport / reduces negativity
 - "You're really working hard on this."
 - "You really are a good mom."

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Reflective Listening

- Allows patient to feel heard
- Allows provider to confirm perceptions
- Simple, declarative statement
 - "It wasn't your idea to come to see me today."
 - "It hurts."



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Summarizing

- Lets client know you heard all sides
- Allows you to present the discrepancy
 - "and" not "but"
- Good for focusing or transitioning
- Emphasize crucial points ("guiding")
- "What else?"

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Four Processes in MI

Engaging
Focusing
Evoking
Planning

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Four Processes in MI

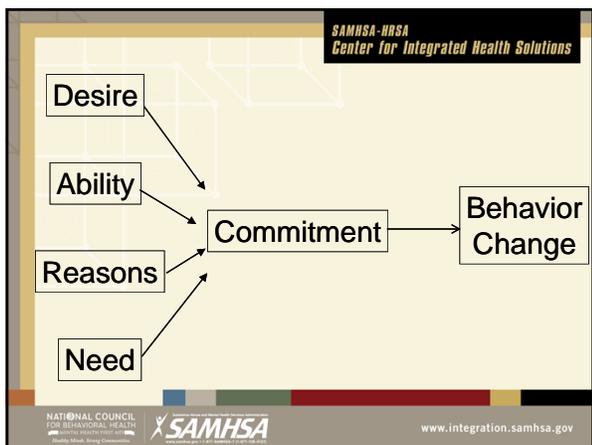
Engaging
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Recognizing and Reinforcing "Change Talk" and Readiness

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Commitment Language

Friday is my quit date. I'm never going to smoke again.

I'm going to stop smoking soon.

I'm going to try to stop smoking.

I'd like to stop smoking.

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Eliciting Change Talk

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Why does eliciting change talk and commitment language help?



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Self-perception theory

- We learn about our beliefs and attitudes by hearing ourselves talk.
- Eliciting “sustain talk” decreases commitment.
- Eliciting “change talk” increases commitment.
- Moral: Let patients make the argument for change.

Bern, D. J. (1967). Self-Perception: An Alternative Interpretation of Cognitive Dissonance Phenomena. *Psychological Review*, 74, 183-200.

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Eliciting Change Talk: Strategies

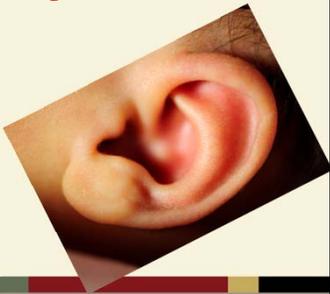
- Use open-ended questions
- Explore client goals and values
- Looking forward
- Other's concerns

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Responding to Change Talk

- Elaboration
- Affirm
- Reflect
- Summaries



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Tools for Eliciting Change Talk

- Decisional Balance
- Importance-Confidence-Readiness Ruler



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Four Processes in MI

Engaging
Focusing
Evoking
Planning

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How do you know when your clients are "ready" to change?

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Signs of Readiness

- Contributing to plan
- Decreased discussion about problem
- Questions about change
- Envisioning
- Experimenting
- "Change Talk"

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Developing a Change Plan

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Key Questions

- “So, what’s next?”
- “What do you make of all this?”
- “Where do we go from here?”



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“E – P – E”

- **E**LICIT client’s permission
- **P**ROVIDE advice, instruction
- **E**LICIT client’s reactions

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Offer a menu of options

- Eliminates “sketch shooting”
- Maximizes patient autonomy/choice
- Start simple, and avoid jargon
- “Which option seems most possible?”
- “Where’s the best place to start?”



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Consolidating Client Change

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Eliciting Commitment

- “Is this what you want to do?”
- Make it as public as appropriate
- Recognize ambivalence

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Thank you!

Recommended reading:
Miller WR, Rollnick SR. *Motivational Interviewing, Third Edition: Helping People Change*. New York: Guilford Press 2012.

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Continue the conversation

**Follow up Q&A Session:
Motivational Interviewing**

**Monday, April 21, 2014
2:00 - 3:00 PM EDT**

To register:
<https://www2.gotomeeting.com/register/905511586>

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Join us for our next webinar:



Evidence-based Counseling Approaches for Treating Tobacco
Marc L. Steinberg, Ph.D., Associate Director, Division of Addiction Psychiatry, Rutgers Robert Wood Johnson Medical School

Wednesday, April 23, 2014 • 3:00-4:30 PM ET

To Register: <https://www2.gotomeeting.com/register/131400786>

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