Have you heard about Motivational Interviewing as an evidence-based way of talking with those in need of healthcare services that helps achieve better outcomes?
May I share with you some of the things I have learned from the literature?
The goal of attendance and participation in this training is for attendees to build and enhance their ability to understand the basics of Motivational Interviewing (MI) and to utilize these strategies during interactions with healthcare consumers.
By the end of this session the attendees will be able to:

• Define MI

• Recognize the Assumptions behind MI

• Identify individual components of the Spirit of MI
By the end of this session the attendees will be able to:

• State the Four MI Processes
• Acknowledge the Characteristics of the MI method of communication
Readiness Ruler: Raising Hands
What is Motivational Interviewing?
What is Motivational Interviewing?

“Motivational Interviewing is a collaborative goal-oriented method of communication with a particular attention to the language of change. It is intended to strengthen person’s motivation and commitment to a target behavior change by eliciting and exploring an individual’s own arguments for change.”

(Miller & Rollnick, 1991)
Demonstration

Negative Practice: The Persuasion Exercise
Negative Practice: The Persuasion Exercise

1. Explain *why* the person should make this change.
2. State three *benefits* that would result from making the change.
3. Tell the person *how* they could make the change.
4. Emphasize how *important* it is for them to make the change.
5. Tell/persuade the person to do it.
What is Motivational Interviewing?

Motivational interviewing is non-judgmental, non-confrontational and non-adversarial. The approach attempts to increase the healthcare consumers awareness of the potential problems caused, consequences experienced, and risks faced as a result of the behavior in question. The Care Coordinator helps envision a better future, and become increasingly motivated to achieve it.

(Miller & Rollnick, 2002)
Assumptions of Motivational Interviewing

- Direct persuasion is not effective when ambivalence is present

- An egalitarian therapeutic relationship is optimal

- A quiet and empathic style is most useful in eliciting discussion about change

(Miller & Rollnick, 1995)
Assumptions of Motivational Interviewing

• Care Coordinators can enhance but not impose intrinsic motivation

• Healthcare consumers must be willing to discuss, at some level, their ambivalence in order for Motivational Interviewing to occur

(Miller & Rollnick, 1995)
Recognizing Motivational Interviewing

- Spirit of MI
- Behavioral Strategies
- Consumer Skill
- Consumer Motivation

(Miller & Rollnick, 1991)
The Spirit of Motivational Interviewing

MI is Person-Centered. The responsibility for change is on the client and the reasons for change come from the client.

(Miller & Rollnick, 1995)
The Spirit of Motivational Interviewing

Autonomy:

• The client makes the decision when and how they will take action toward change

• The conversation does not involve coercion or argument

(Miller & Rollnick, 2002)
The Spirit of Motivational Interviewing

Collaboration:

• Key to both communication and client-centric care

• The conversation is non-authoritarian and non-judgmental

(Miller & Rollnick, 2002)
The Spirit of Motivational Interviewing

Evocation:

• The client is the expert of their reality
• Explore what is important to the client
• As the client expresses reason for change, action is more likely

(Miller & Rollnick, 2002)
The Four Motivational Interviewing Processes

Engage
- Motivational Interviewing Spirit

Focus
- Co-Develop the agenda and identify a target behavior

Evoke
- Ambivalence/Readiness/Willingness to Change/Rolling with Resistance

Plan
- Change planning tailored to stages of change
- Listen for strength language

(Miller & Rollnick, 2002)
Demonstration

A Taste of Motivational Interviewing
A Taste of Motivational Interviewing

- Why would you want to make this change?
- How might you go about making this change?
- What are the three best reasons for you to do it?
- How important it is for you to make this change on a scale from 0 to 10?
- And why are you at _____? (rather than a lower number)
- Offer short summary of the speakers motivation for change.
- What do you think you will do? Wait for listener to respond.
Care Coordinator Behaviors

Characteristics of a Motivational Interviewing style

- Seeking to understand the client’s frame of reference, particularly via reflective listening
- Expressing acceptance and affirmation
- Eliciting and selectively reinforcing the client’s own self motivational statements and expressions of problem recognition, concern, desire, intention and ability to change
- Monitoring the client’s degree of readiness to change, and ensuring that resistance is not generated by jumping ahead of the client
- Affirming the client’s freedom of choice and self-direction

(Miller & Rollnick, 2002)
Questions?
Reference:

THANK YOU.