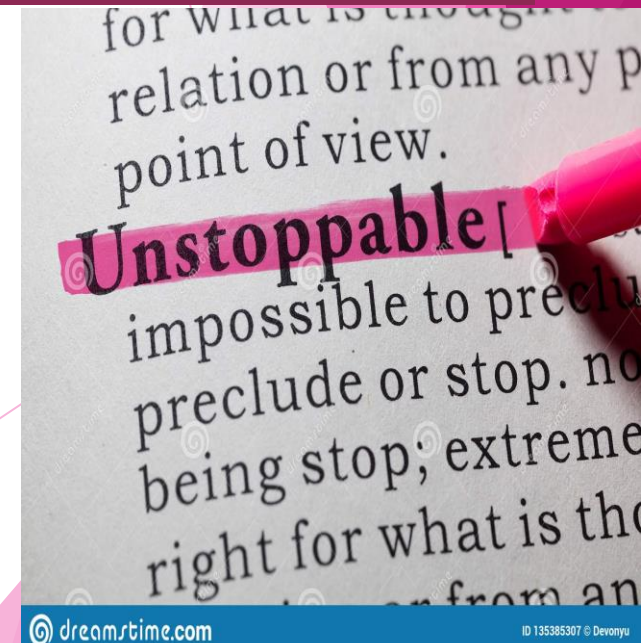


Overview of Motivational Interviewing



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“If you treat an individual as if he were what he ought to be and could be, he will become who he ought to be and could be.”

~ Goethe

MEETING CLIENTS WHERE THEY ARE...



"FREEDOM" Sculpture by Zenos Frudakis.
On 16th and Vine in Philadelphia.



Motivational Interviewing

- ▶ Motivational interviewing is a collaborative, goal-oriented method of communication *with particular attention to the language of change*.
- ▶ It is designed to strengthen an individual's motivation for and movement toward a specific goal by eliciting and exploring the person's own arguments for change.
- ▶ In the 3rd edition, some substantial changes were made. 4th edition coming.
 - ▶ Four Processes added for in-session and cross-session structure.
 - ▶ No longer using Rolling with Resistance
 - ▶ Added to change talk framework and categories

Ambivalence

- ▶ Feeling two ways about change
- ▶ Ambivalence is a normal component of change
- ▶ It does not mean that someone does not have motivation to change
- ▶ Acknowledge and **protect** the side that doesn't want to change
- ▶ Explore pros and cons of change
- ▶ Specifics are unique to each person so avoid assumptions



Synonyms for Ambivalence

uncertainty

indecision

irresolution

ambiguity

doubt

RELATIONSHIP **GAME CHANGER...** ALLOWING TWO **TRUTHS** TO **CO-EXIST:**

@drelizabethfedrick

- We can have hard conversations **AND** stay safe for each other.
- We can enjoy spending time together **AND** want alone time.
- We can be upset **AND** still be kind.
- We can be busy & stressed **AND** make time for each other.
- We can be sexually attracted **AND** not want to have sex daily.
- We can be sexually content **AND** still want to pursue more sex.
- We can appreciate their efforts **AND** express an unmet need.
- We can go through a rough patch **AND** not give up on each other.
- We can feel triggered **AND** remain calm in expressing the trigger.
- We can appreciate they are doing their best **AND** request change.
- We can love each other deeply **AND** still get annoyed.

Unstoppable by Sia

All smiles, I know what it takes to fool this town
I'll do it 'til the sun goes down
And all through the nighttime
Oh, yeah
Oh, yeah, I'll tell you what you wanna hear
Leave my sunglasses on while I shed a tear
It's never the right time
Yeah, yeah
I put my armor on, show you how strong I am
I put my armor on, I'll show you that I am



Thinking About Change

- ▶ On the post-it note, please write down something you are personally thinking about changing but something you haven't done already. You feel some ambivalence. Should be real and current.
- ▶ Must be willing to discuss this with a peer.
- ▶ You control what you disclose.



People will forget what you said.
People will forget what you did.

But
people will never forget
how you made them
feel.

— Maya Angelou

Core Skills: OARS

- **Open Questions**
 - Clients should do most of the talking
 - Follow question/response with a reflection
 - Use at least 2-3 reflections for every question
- **Affirmation**
 - Focus on client strengths, efforts, values, what impresses you about them
- **Reflective Listening**
 - Reflect client's perspectives, thoughts, feelings, experiences
- **Summarize**
 - Capture essence, link topics, transition conversation

The Script

- ▶ Tell me a little about what you are ambivalent about or thinking of changing.
- ▶ Listen, summarize what was said. Then ask:
- ▶ What changes in particular might you make in _____?
- ▶ Reflect back their response.

The Script

- ▶ Why might you want to make this change? or Why is this change important to you?
- ▶ Reflect their response: You want to make this change because_____ or This change is important to you because_____.
- ▶ Then ask them to say a little more about it.
- ▶ Reflect their response.

The Script

- ▶ What are the most important reasons for you to possibly do it?
- ▶ Reflect the reasons, ask for more details about the reasons.
- ▶ Reflect new information.

Ask

- ▶ If you did decide to make this change, how might you go about it?
- ▶ Reflect their response, asking for additional details.
- ▶ Reflect any new information

The Script

Offer a brief summary of what your peer shared with you.

Then ask:

- ▶ So what might you do?
- ▶ Reflect response accurately - even if there is ambivalence or a lean to stay with the status quo

Debrief



Unstoppable by Sia

- ▶ Break down, only alone I will cry
out loud
You'll never see what's hiding out
Hiding out deep down
Yeah, yeah
I know, I've heard that to let your
feelings show
Is the only way to make friendships
grow
But I'm too afraid now
Yeah, yeah
- ▶ I put my armor on, show you how
strong I am
I put my armor on, I'll show you
that I am

- ▶ I'm unstoppable
I'm a Porsche with no brakes
I'm invincible
Yeah, I win every single game
I'm so powerful
I don't need batteries to play
I'm so confident
Yeah, I'm unstoppable today
- ▶ Unstoppable today
Unstoppable today
Unstoppable today
I'm unstoppable today
Unstoppable today
Unstoppable today
Unstoppable today
I'm unstoppable today



Building Motivation to Change

Change Talk

- The client's own stated reasons to possibly make a change.
- Any statement that indicates the client is moving toward change.
- Goal: The client, not the helper, presents the arguments for change.
- Exploring the importance of change and one's confidence to change increases motivation to change.
- Our task is to recognize, elicit and build upon the change talk.

Recognizing Change Talk: DARN-CATs

DARN

- Desire: “I want to change ...”
- Ability: “I can change if I decide to ...”
- Reasons: “I am thinking about changing because .”
- Need: “I *must* change because ...”

CATS

- Commitment: “I am determined to change ...”
- Activation: “I am getting ready to change ...”
- Taking Steps: “I am doing ...”



Evoking: Building Motivation to Change

- A process of calling forth and building upon a person's intrinsic motivation to grow and change. It is intended to help the person resolve ambivalence in the direction of positive change.
- People tend to become committed to what they hear themselves saying. People can talk themselves into or out of changing.
- An equal mix or predominance of sustain talk is associated with maintaining the status quo.
- A predominance of change talk predicts behavior change.

Importance and Confidence in Change Process

- ▶ Readiness= Importance + Confidence
- ▶ Importance = Desire, Reasons and Need
- ▶ Confidence = Ability (self-efficacy)

The image shows two identical horizontal rulers stacked vertically. Each ruler is 7 inches long and 1.75 inches high. The top ruler is labeled 'Readiness Ruler Importance' and the bottom is labeled 'Readiness Ruler Confidence'. Both rulers have a scale from 0 to 10 with markers for 'Not', 'Somewhat', and 'Very'.

Importance Ruler:

How **important** is this change to you right now?

0 1 2 3 4 5 6 7 8 9 10

Not Somewhat Very

Produced by the Center for Evidence-Based Practices (CEBP) at Case Western Reserve University with support from the Ohio Departments of Health, Mental Health, and Alcohol & Drug Addiction Services.

Confidence Ruler:

How **confident** are you about making this change?

0 1 2 3 4 5 6 7 8 9 10

Not Somewhat Very

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Wrap-up

what are other
words for
wrap-up?



finish, rundown, recap, ending,
close, end, conclusion, summary,
consummation, summing-up



 Thesaurus.plus

Key Take Aways

- ▶ **Something I learned or relearned:**
- ▶ **Something I was surprised by:**
- ▶ **Something I can definitely incorporate into what I already do:**



Resources

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