

# Introduction to Motivational Interviewing



COPYRIGHT 2019 PREVENTION INSIGHTS

# Welcome!

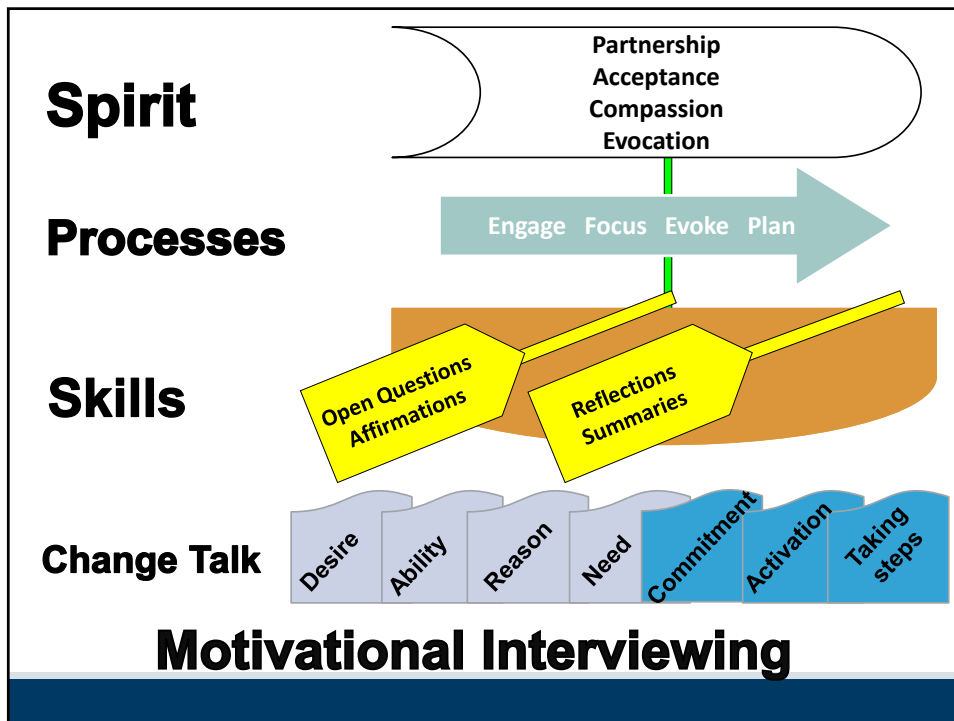


COPYRIGHT 2019 PREVENTION INSIGHTS

# Think-Pair-Share

Name and role.  
 One thing you would like to learn.  
 One goal you have for after the training.

COPYRIGHT 2019 PREVENTION INSIGHTS



## ON A SCALE OF 0-10...



How *enthusiastic* are you to learn MI today?

COPYRIGHT 2019 PREVENTION INSIGHTS

## Our Goals:



1. **Define** Motivational Interviewing (MI).
2. **Discuss** how ambivalence influences change.
3. **Experience** applying the “spirit” of MI.
4. **Practice** the core skills of MI.

COPYRIGHT 2019 PREVENTION INSIGHTS

# Why MI?



COPYRIGHT 2019 PREVENTION INSIGHTS

## *Ambivalence*

“Sitting on the fence” precedes change!

- Ambivalence is about the behavior and confidence.

- Importance and Confidence can be different. (Ex: Smoking)



- Lack of motivation = Ambivalence  $\neq$  Resistance

COPYRIGHT 2019 PREVENTION INSIGHTS

# What is MI?

“Motivational Interviewing is a person-centered counseling style for addressing the common problem of ambivalence.”

-Miller & Rollnick

COPYRIGHT 2019 PREVENTION INSIGHTS

# Types of Communication

## Guiding



**Directive**



**Following**



COPYRIGHT 2019 PREVENTION INSIGHTS



## Persuading Activity

---

1. Explain why the person should make this change.
2. Give at least three specific 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. This might include the negative consequences of not doing it.
5. Tell/persuade the person to do it. *And if you encounter resistance, repeat the above, perhaps **more emphatically**.*

COPYRIGHT 2019 PREVENTION INSIGHTS

## Common Reactions:

Angry/agitated	Afraid
Oppositional	Helpless/Overwhelmed
Discounting	Ashamed
Defensive	Trapped
Justifying	Disengaged
Not understood	Uncomfortable
Not heard	Not coming back---EVER!
Procrastinate	

COPYRIGHT 2019 PREVENTION INSIGHTS



## “Righting Reflex”

Powerful desires to set things right, to heal, to prevent harm, or to fix.

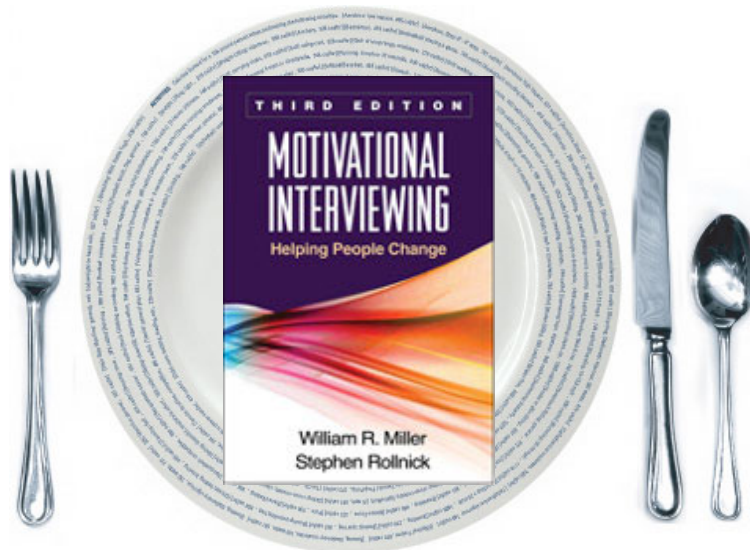
The urge to correct another’s course - often an automatic “reflex.”

Natural human tendency to resist persuasion.

Where there is “Righting Reflex,” there is Ambivalence!

COPYRIGHT 2019 PREVENTION INSIGHTS

## Taste of Motivational Interviewing



COPYRIGHT 2019 PREVENTION INSIGHTS



## Taste of Motivational Interviewing

Identify a change that you are considering.

It will be something you feel two ways about.

Tell your partner about this change you are considering.



COPYRIGHT 2019 PREVENTION INSIGHTS

## Taste of Motivational interviewing

1. Why would you want to make this change?
2. If you did decide to make this change, how might you go about it in order to succeed?
3. What are the three best reasons for you to do it?
4. How important would you say it is for you to make this change, on a scale from 0 to 10, where 0 is not at all important, and 10 is extremely important?  
[Follow-up question: And why are you at \_\_\_\_\_ rather than a lower number of 0?]
5. After you have listened carefully to the answers to these questions, give back a short summary of what you heard, of the person's motivations for change.
6. Then, ask one more question: So, what do you think you'll do? and listen with interest to the answer.

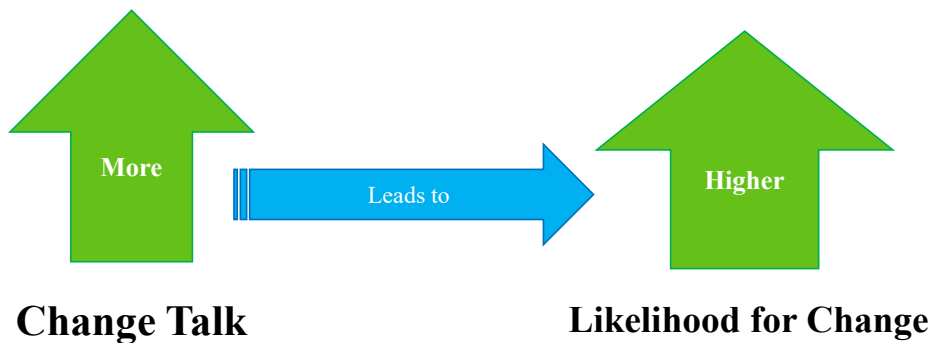
COPYRIGHT 2019 PREVENTION INSIGHTS

## Common Reactions:

Understood	Safe
Want to talk more	Empowered
Liking the counselor	Hopeful
Open	Comfortable
Accepted	Interested
Respected	Want to come back
Engaged	Cooperative

COPYRIGHT 2019 PREVENTION INSIGHTS

## Change Talk Influences Change



COPYRIGHT 2019 PREVENTION INSIGHTS

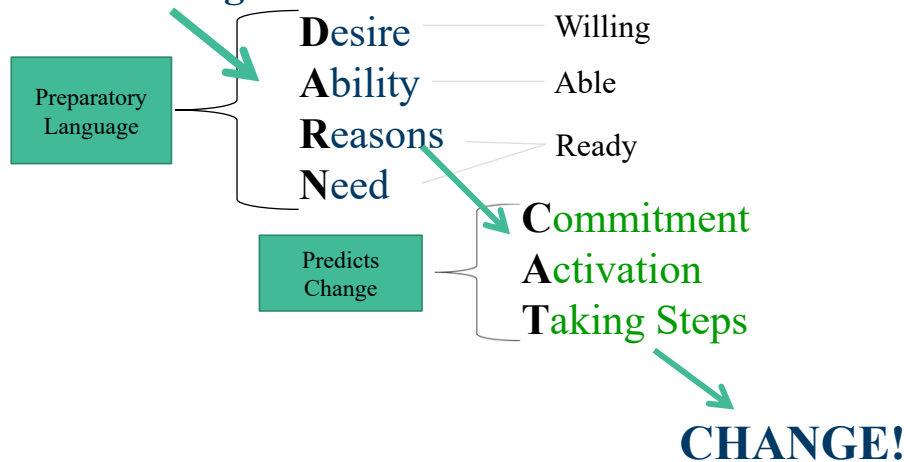
## Change Talk

- Client speech that favors movement in direction of change.
- Specific target behavior
- Change Talk is in present or future tense
- Usually voiced by client
- Opposite of Sustain Talk

COPYRIGHT 2019 PREVENTION INSIGHTS

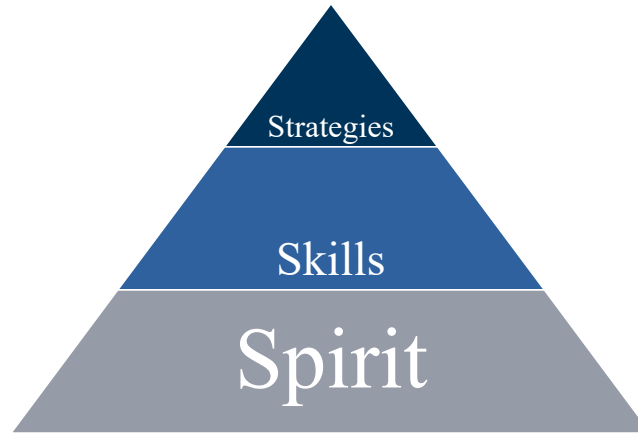
## The Flow of Change Talk

### Motivational Interviewing



COPYRIGHT 2019 PREVENTION INSIGHTS

# What is MI?



COPYRIGHT 2019 PREVENTION INSIGHTS

# Spirit of MI

Partnership  
Acceptance  
Compassion  
Evocation



COPYRIGHT 2019 PREVENTION INSIGHTS

## How does using the Spirit of MI Feel?



COPYRIGHT 2019 PREVENTION INSIGHTS

## Core Skills of MI

**O**pen-ended Questions

**A**ffirmations

**R**eflections

**S**ummaries



\* Advice with Permission

## Open-ended Questions

- Not short answer (yes/no) or one word response ?s.

(Do you? How many?)

- Not rhetorical.



## Affirmations

Recognition of strengths, efforts and intentions

- Clients often discourage
- Ambivalence associated with confidence
- Affirmations often increase sense of confidence/ability
- Build hope



## Think Reflectively

**Hypothesis Testing-** What you think a person means may not be what he/she really means.

**“I think you mean”**

### Reflective Listening

Process of determining if what the listener **thinks** the speaker means is the same as what the speaker **means**.

## What do you mean?

**Speaker:**

“One thing I like about myself is...”

**Listeners:**

“This is what I think you mean...”

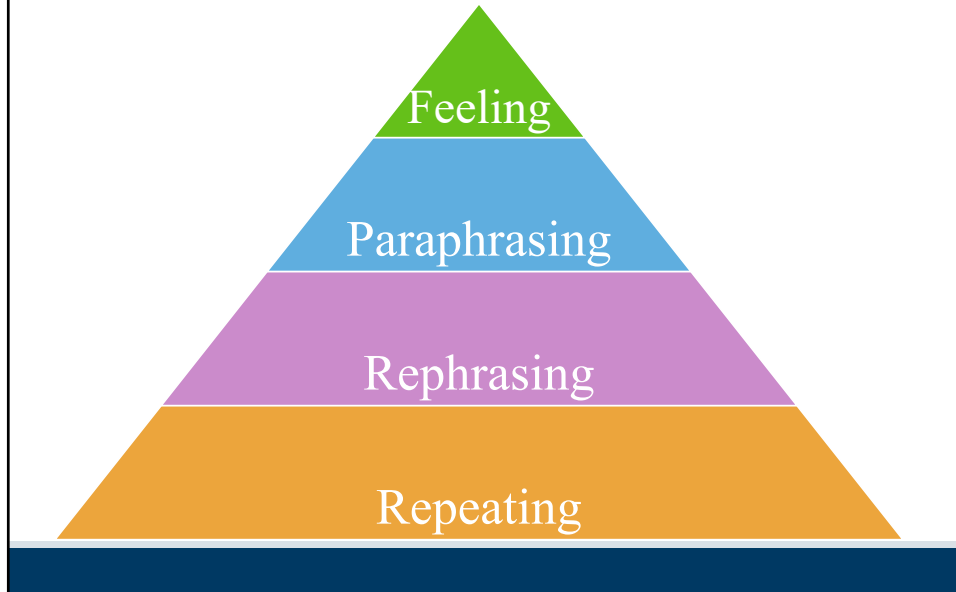
**Speaker:**

“Yes” or “No”—No additional elaborations!

Continue around the circle until each person gets a chance to say a hypothesis.

Then, change roles and start a new speaker.

## Levels of Reflections



## Increasing **Depth** of Reflections

- Simple
- Complex
- Amplified
- Double-Sided
- Metaphor





## Practicing Reflections

**Speaker :**

“One thing I would change about myself is...”

**Listeners:**

Respond with reflective-listening statement.

**Speaker:**

Respond to each statement with elaboration.

**Listeners:**

The next reflective-listening statement takes this new information into account. Continue around circle.

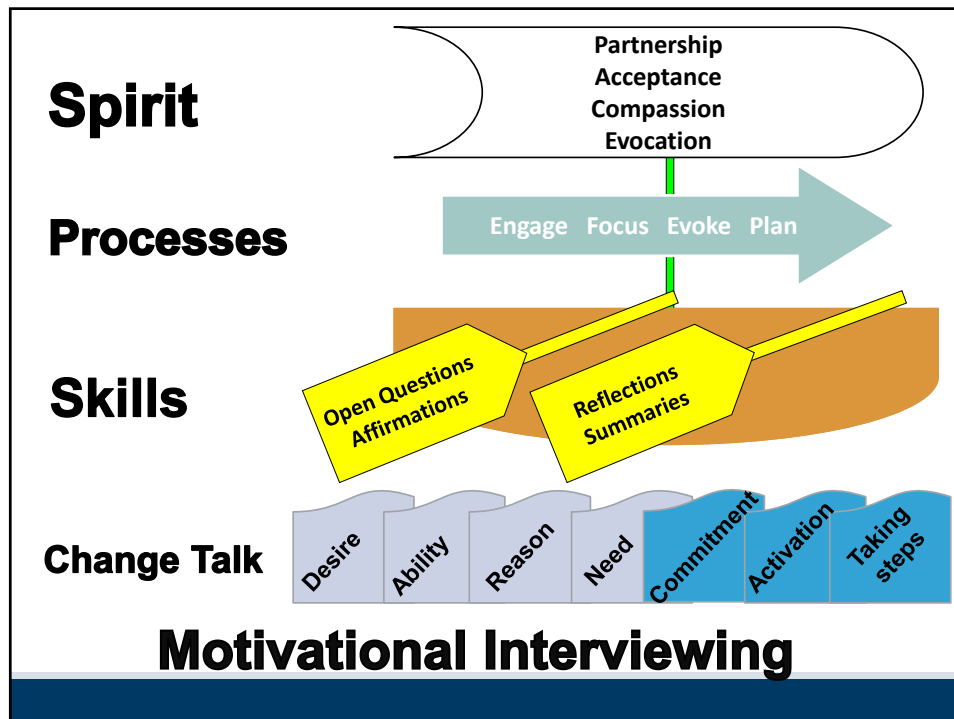
## Reflections Can:

- Make the listener a mirror.
- Help the client see his/herself more accurately.
- Encourage a client to confront his or herself.
- Point out issues, choices, and ambivalence more clearly.
- Support an increase in motivation.



# Summaries

- **Set up Bookend:**
  - “Let me see if I have this right...”
  - “Let me summarize what you’ve said...”
- **Reflection, Reflection, Reflection**
- **Follow up Bookend:**
  - “So, where does that leave you?”
  - “What else would you like to add?”
  - “Now, tell me about ....”
  - “Tell me more about...”



## Practice Using MI



## Group Feedback



## Motivational Interviewing Resources

1. Motivational Interviewing: Helping People Change (3<sup>rd</sup> Edition), William Miller And Stephen Rollnick, Guilford Press
2. Motivational Interviewing In The Treatment Of Psychological Problems, Hal Arkowitz Et Al, Guilford Press
3. Building Motivational Interviewing Skills, David Rosengren, Guilford Press
4. Motivational Interviewing In Health Care: Helping Patients Change Behavior, Stephen Rollnick, William Miller And Christopher Butler, Guilford Press
5. Motivational Interviewing With Adolescents And Young Adults, Sylvie Naar-king And Mariann Suarez, Guilford Press
6. Motivational Interviewing In Social Work Practice, Melinda Hohman, Guilford Press
7. MINT Website: [www.Motivationalinterviewing.org](http://www.Motivationalinterviewing.org)

# PREVENTION INSIGHTS

AT THE INDIANA UNIVERSITY SCHOOL OF PUBLIC HEALTH

**Applying  
Addiction  
Science**





**Building  
Healthier  
Communities  
Across  
America...**

## Thank You!

COPYRIGHT 2019 PREVENTION INSIGHTS