



Motivational Interviewing in practice

4/28/16

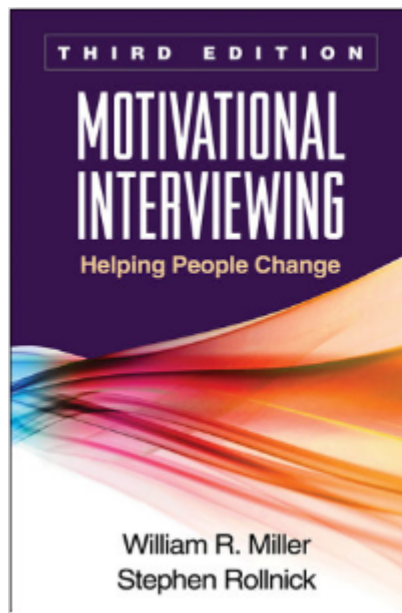
TIARA ADAMS

What is motivational interviewing?


- ▶ Motivational Interviewing is a collection of techniques and strategies in which you are a guide to help clients identify and resolve ambivalence in daily choices that they make.
- ▶ NOT prescriptive – DON'T tell the clients what to do.
- ▶ Respectful of the autonomy of the person interacting with you

Where do these strategies come from?

Strategies derived from research and publications by Miller, Rollnick, Sobell, and Rogers – Grandfathers of MI research and development



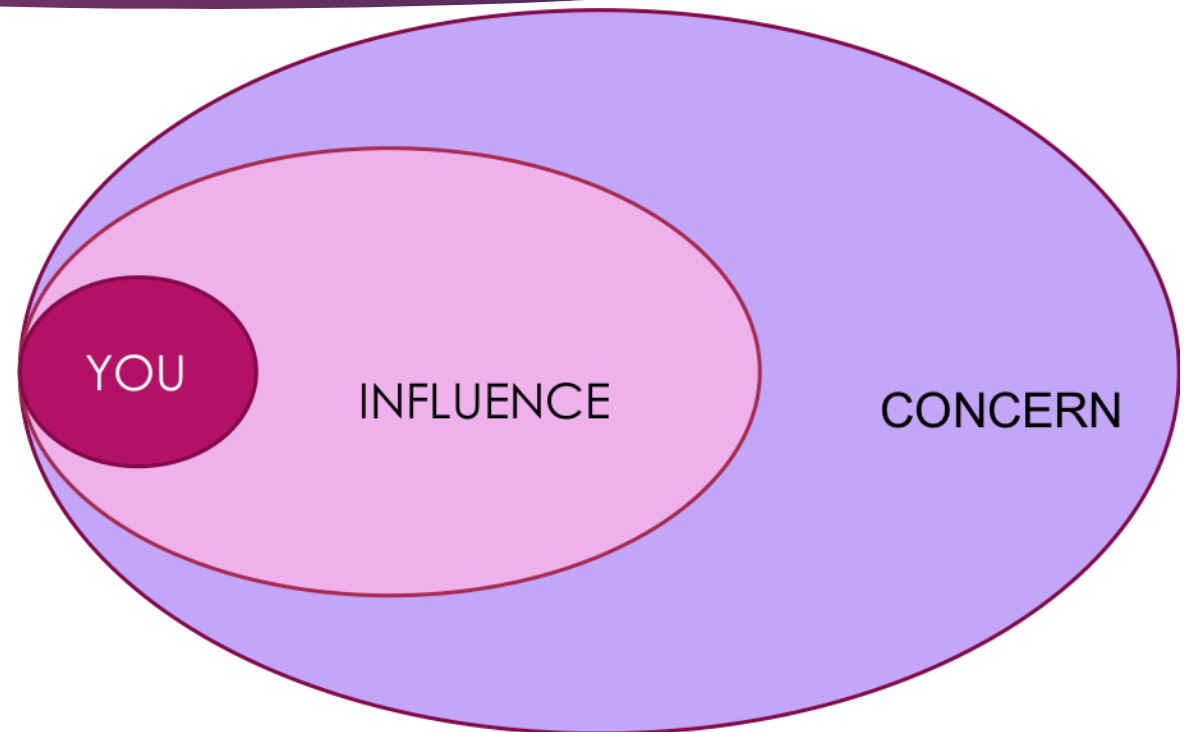
Motivational Interviewing, Third Edition: Helping People Change, Edition 3

William R. Miller Stephen Rollnick October 18, 2012 ★★★★★ 4 
Guilford Press

 [Add to Wishlist](#)

Why do we use it?

- ▶ *A decision is never simple. There are always numerous factors that affect why we do what we do.*



More control = more power to make the decision = more likely to succeed.

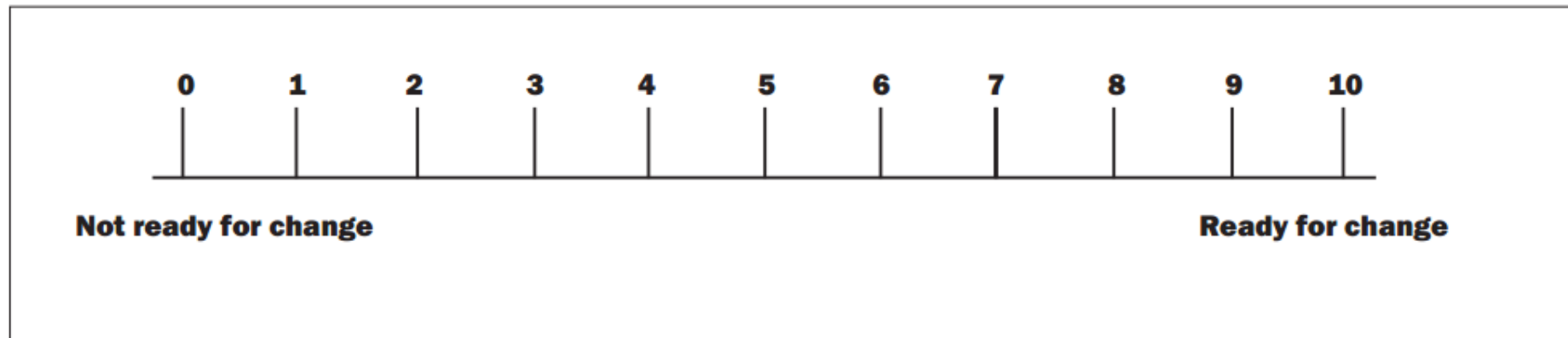
What tools will we discuss today?

- ▶ The Change Ruler
 - ▶ The “Elicit Change Talk Strategy”
 - ▶ Using your OARS
 - ▶ The five “A’s”
- ▶ All of these are referenced in the Sobell article.

What is the intent of today's talk

- ▶ To introduce strategies
- ▶ To discuss how they can be applied
- ▶ To identify gaps where further resources are needed or whether other interest lies

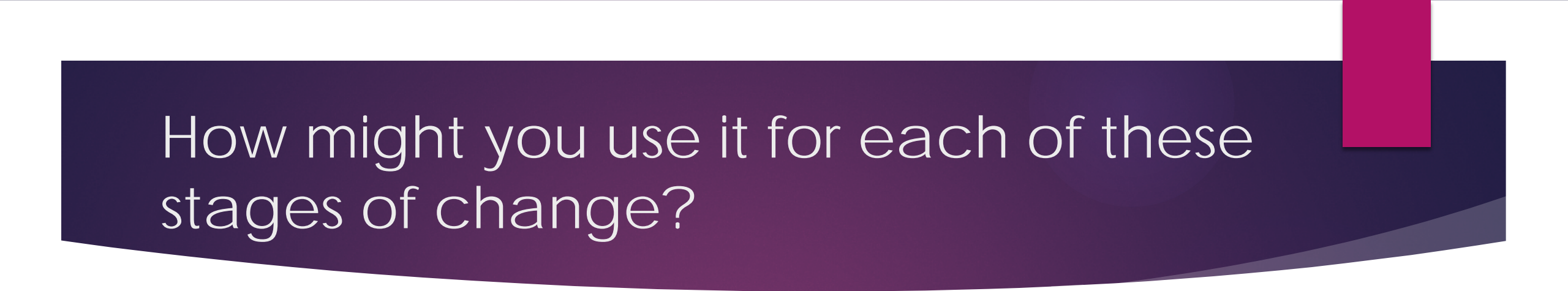
Strategy 1: The change ruler – to ASSESS the current situation





How to use it to assess....

- ▶ Confidence
- ▶ Importance
- ▶ Value
- ▶ Further needs – other uses?



How might you use it for each of these stages of change?

- ▶ Precontemplation
- ▶ Contemplation
- ▶ Preparation
- ▶ Action
- ▶ Maintenance

Strategy 2: Eliciting Change talk

- ▶ Express Empathy
- ▶ Develop Discrepancy
 - ▶ On one hand.....on the other
- ▶ Roll with Resistance –
 - ▶ try not to fight back!
 - ▶ SUPER HARD TO AVOID!
- ▶ Support Self-Efficacy – support and encourage

Strategy 3: Using your OARS

- ▶ Ask **OPEN-ENDED** questions
- ▶ Provide **AFFIRMATIONS**
- ▶ **REFLECT** on what you've heard
- ▶ **SUMMARIZE**

When you might use this....

- ▶ Disappointment with randomization assignment
- ▶ Disappointment with execution of intervention
- ▶ Uncertainty with continuing with the study
 - ▶ Pros/Cons list – always helpful
 - ▶ Discussions surrounding initial intention to join the study.
- ▶ Other difficult conversations we've encountered?

Strategy 5: Use the five A's

- ▶ ASK
- ▶ ASSESS
- ▶ ADVISE
- ▶ ASSIST
- ▶ ARRANGE

What is needed?

- ▶ Provider resources?
- ▶ Webinars?
- ▶ Events?
- ▶ Others?