

Motivational Interviewing

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Motivational Interviewing

How to help people get what they
need!

Stages of Change

- Pre-contemplation
- Contemplation
- Preparation
- Action
- Maintenance

James Prochaska

What is Motivational Interviewing?

MI is a Collaborative Conversation to strengthen a person's own motivation and commitment to change.

MI is a conversation about change.

- Motivational Interviewing is EVOCATIVE
- (Drawing Out, Rather than Imposing Ideas)

- It evokes a person's own motivation for change.

- Motivational Interviewing is

GOAL ORIENTED

MI explores and resolves ambivalence and resistance.

MI is Change Talk

- Elaboration
- Affirmation
- Reflection
- Summary

It is Motivational Interviewing when:

- The communication style is empathic listening and person-centered
- There is a particular identified target for change that is the topic for conversation
- The interviewer is evoking the person's own motivations for change

Principles of Motivational Interviewing

- Express Empathy (see the world through the client's eyes)
- Support Self-Efficacy (strength-based approach that believes the client has an inherent capacity to change. The client believes that change is possible)
- Roll with Resistance (explore conflicting feelings without “telling” the client what she should do.)
- Develop Discrepancy (there is a “mismatch” between where someone is and where they would like to be, eg. “I don't like the way I feel when I smoke cigarettes, but I am not willing to quit”)

Motivational Interviewing Skills

- OARS
- Open Ended Questions
- Affirmations
- Reflections
- Summaries

Change Talk

DARN CAT

Preparatory Change Talk

Desire (I want to change)

Ability (I can change)

Reason (It's important to change)

Need (I should change)

Implementing Change Talk

Commitment (I will make changes)

Activation (I am ready, prepared and willing to change)

Taking Steps (I am taking actions to change)

Strategies for evoking change talk

- Ask evocative questions
- Explore Decisional Balance (pros and cons)
- Good things/Not so good things
- Ask for examples/elaboration
- Look back (when were things better?)
- Look forward (what will happen if this behavior doesn't change?)
- Miracle Question
- Query Extremes
- Scale Rulers (On a scale of 1-10...)
- Explore goals and values
- Come alongside (Side with the negative side of the ambivalence)

Sources

- Center for Substance Abuse Treatment (1999). Enhancing Motivation for Change in Substance Abuse Treatment. TIP 35. Rockville MD.
- Miller, W.R., Rollnick, S. (2002). Motivational Interviewing: Preparing People for Change, 2nd edition. New York: Guilford Press.

