

## Black Hills Special Services Cooperative

**Goal:** To increase the knowledge of behavior change professionals on the use of Motivational Interviewing

- The basics of Motivational Interviewing and its importance in creating a climate for change
- The steps in evoking change talk with your clients
- The processes that promote successful change with those you serve
- An evidence \_\_\_\_\_
- Client ambivalence as a barrier to change

### Major Goals of MI Approach

- Create a set of conditions that enhances the person's own motivation and commitment for change
- Help person focus on his/her situation in a non-judgmental way
- \_\_\_\_\_
- Assist a person to move through the
- stages toward a successful sustained change

### Essentials of Motivational Interviewing

- Motivation to change is elicited from the client, and not imposed from outside.
- It is the client's task, not the counselor's to resolve ambivalence.
- Direct persuasion is not an effective method for resolving ambivalence.
- The patient is supported in identifying and resolving ambivalence
- Patient values and autonomy respected
- Essentials of MI
- The practitioner is directive in helping resolve ambivalence.
- Readiness to change is not a client trait, but a fluctuating product of interpersonal interaction.
- "Change talk" recognized & responded to
- Resistance is treated constructively

### Motivational Interviewing: Basic Skills

- Unconditional \_\_\_\_\_ - the counsellor accepts the client as a person regardless of his or her values, life-style or actual problems; he is respectful towards the client
- **Empathy** - understanding another person's emotions and feelings from that persons frame of reference; the counsellor is warm, caring and interested in the client
- Enhancing **Self-efficacy** in clients - the counsellor fosters hope and optimism in the clients' capacities to change



TRAPS – See Handout 2

## Readiness Ruler

Not at all important extremely important



How READY

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(1 = Low 10 = High)

### Core conversational Strategies

Open-Ended Questions  
Affirming  
Reflective Listening  
Summarizing

### Open Ended Question: Examples

**What** types of things would you like us to talk about?

- **When** you were successful with your weight reduction, **what** kinds of things were doing?
- **How** did you first get started drinking?
- **What** would change in your life if you stopped using?
- **What** would have to change for you to be able to lower your blood sugar?
- **How** do you think smoking pot is related to the problems you talk about in your marriage?

### Affirmation

- Statements of recognition of client strengths.
- Build confidence in ability to change.
- Must be congruent and genuine.

### Reflective Statements

- Simple Reflection
- Complex/Amplified Reflection
- Double Sided Reflection

### Summaries

- Give the message that the client is being heard
  - Allow the client to add important information
  - Shift the direction of the interview
- Set up statement:** "Let me see if I have this right..."  
**Reflection,** reflection, reflection

Open question: “ \_\_\_\_\_

**Change Talk**

**D** = Desire for Change

**A** = Ability for Change

**R** = Reasons for Change

**N** = Need for Change

**C** = Commitment to Change

**A** = Activation

**T** = Taking Steps

**Evocative and Advocacy Principles – See Handout 2**

**Becoming proficient in MI is like any new skill -  
we need practice and feedback!**

**Thank you!**