AN INTRODUCTION TO MOTIVATIONAL INTERVIEWING –
PART 2 MAY 21, 2015

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

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TRAPS – See Handout 2

Readiness Ruler

Not at all important  extremely important

How READY

(1 = Low 1-= 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

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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!