

Foundations of Motivational Interviewing

Motivational Interviewing Beliefs

Fundamental Rule: The more a client talks about change the more likely they are to change.

The more they talk about staying the same, the more likely they are to stay the same.



Resistance is a normal response to being asked to change



The way we interact with a person can raise or lower their motivation for change



We are most effectively influenced not by data and ideas but rather by ideas we generate on our own



There are "teachable" windows where people are more receptive to feedback



The people we are trying to help change need to feel like they are the authors of that change

What lowers resistance? _____

Step by Step Interviewing

1. Establish some rapport - Be a Safe Person
2. Use OARS(ES)
3. Ask About The Good Things
Then The.....Less Good Things.

How To Be Safe?

1. Establish Rapport: Be a Safe Person
 - a. Be a good listener, without Judgement
 - i. Give up your need for _____

2. Use OARS(ES)

- **OARS** - If we do OARS right, the client will talk about their own change rather than have the clinician attempt to convince them of their need for change.
- **Open-Ended Questions** - Questions that can't be answered in a 'yes' or 'no' response. Keeps the person talking.
- **Affirmations** - Catch them being good. Focus on any positive aspect of their life, motivation, story, past successes, and efforts.
- **Reflections** - Tell them what you heard so they know they have been heard and understood.
- **Summary** - Tell them what you have heard overall (big picture), and their need to explain themselves or argue their side decreases.

Open Ended Questions are questions that can not be answered with one word but require more of an explanation.

Affirmations are statements and gestures that recognize client strengths and acknowledge behaviors that lead in the direction of positive change, no matter how big or small.

Affirmations build confidence in one's ability to change.

Reflections Simple reflection has you repeat what a person says.

Deeper reflection identifies a thought or feeling behind the statement.

Summaries

1. Opening statement
 - a. "Let me see if I understand so far..."
 - b. "Here's what I heard. Tell me if I have missed anything."
2. Point out "change statements" that indicate a willingness to do something different:
 - a. You would like for things to be better around the house
 - b. You are tired of all of this fighting
 - c. You seem really motivated to make this go well though you are not sure what you need to do so.
3. If the person is unsure, include both sides of the argument
 - a. "on the one hand.... and on the other hand..."

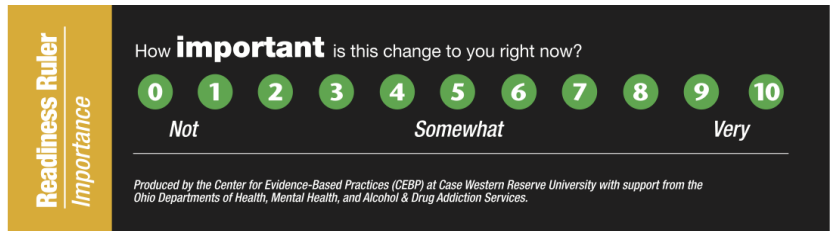
4. End with an invitation. For Example:
 - a. Did I miss anything?
 - b. If that's accurate, what other points are there to consider?
 - c. Anything you want to add or correct?

Express Empathy

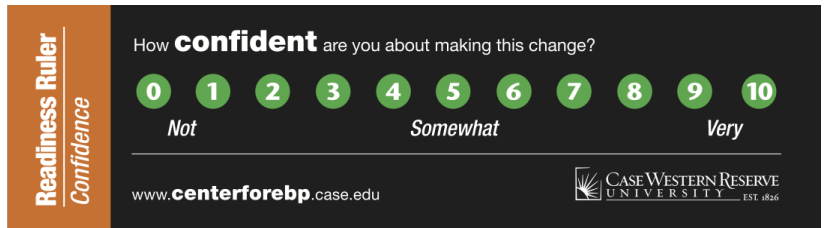
Allow Silence

Change Rulers

- **Ask about importance**

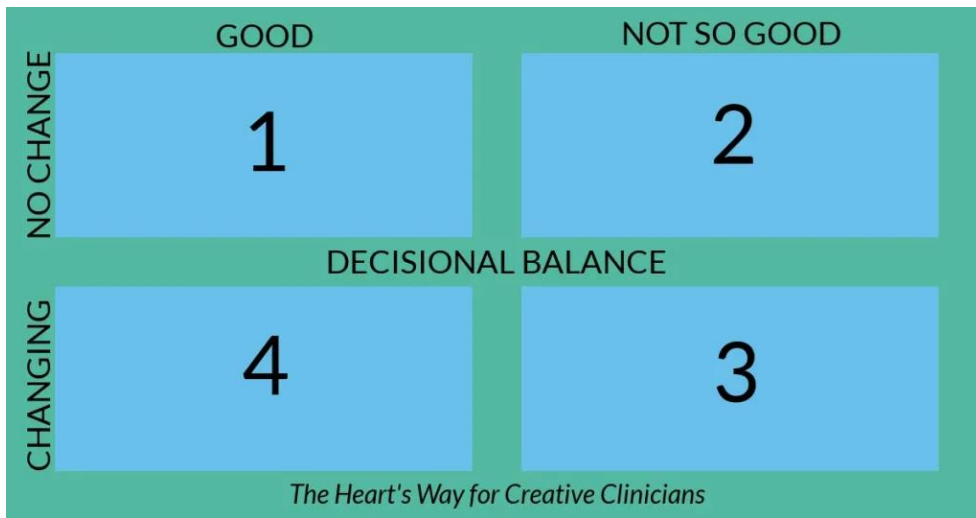


- **Ask about confidence**



- **Follow up with:**
 - **Why not a “___” (one number lower)**
 - **What would it take to be “___” (one number higher)**

MI Decisional Balance



Giving Advice

1. Only after you have summarized and they agree with your summary
2. Only after asking for permission
3. Finish with:
 - “It is up to you”
 - “This is your life.”
 - “No one can tell what is best for you.”

Goal Setting:

1. _____

2. _____

3. _____
