



CCNC Opioid SPARC ECHO
Motivational Interviewing

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June 12, 2019

Core Competencies for Behavioral Health Specialists

Pre-Test Questions

Question #1

Which of the following is NOT a stage of change?

- a. pre-contemplation
- b. contemplation
- c. action
- d. relapse
- e. completion

Pre-Test Questions

Question #2

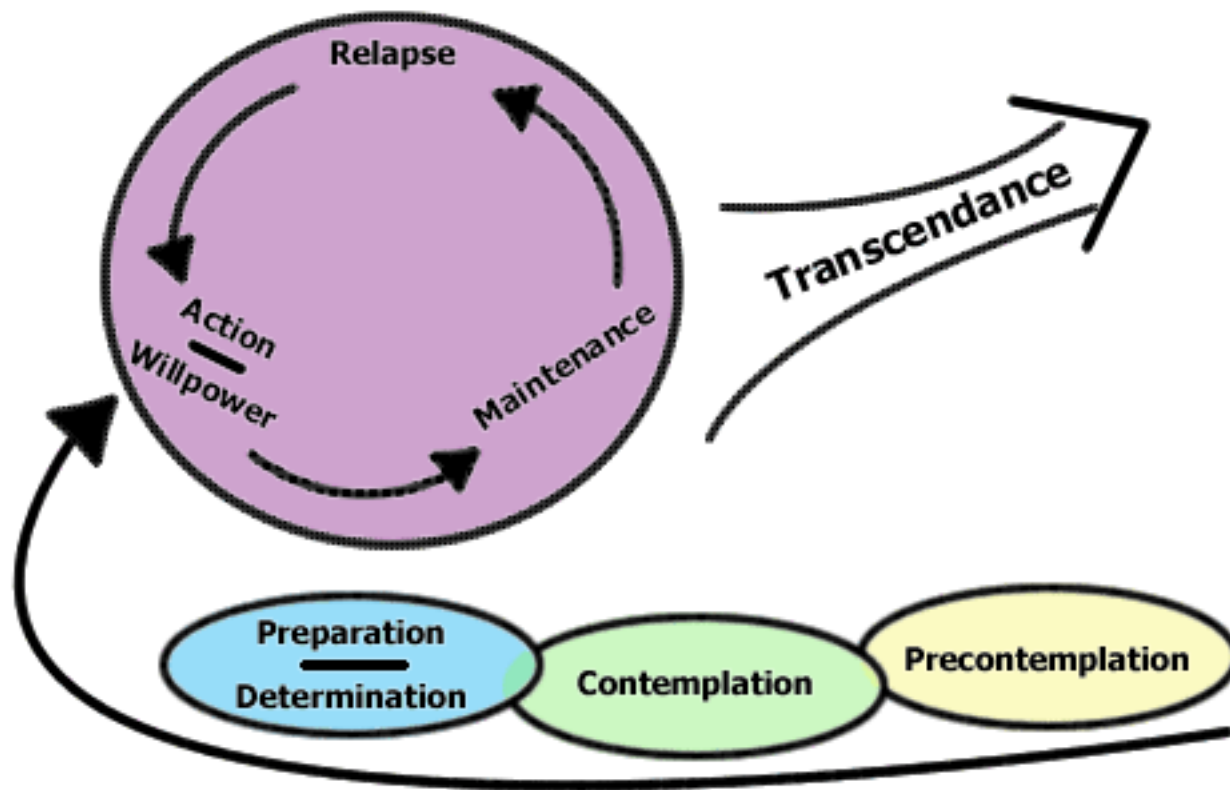
Which of the following is NOT a core principle of Motivational Interviewing?

- a. express empathy through reflective listening
- b. give advice to motivate the client
- c. support self-efficacy and optimism
- d. correct thought errors
- e. b and d

Why is Motivational Interviewing Important for Integrated Care?

because....

CHANGE IS HARD!!!



What is Motivational Interviewing?

Goal of eliciting self-motivational statements and behavioral change from the client in addition to creating client discrepancy to enhance motivation for positive change (Davidson, 1994; Miller and Rollnick, 1991)

Motivational interviewing activates the capability for beneficial change that everyone possesses (Rollnick and Miller, 1995)

A person centered goal orientated approach for facilitating change A person centered goal orientated approach for facilitating change by exploring & resolving ambivalence (Miller 2006)

...a method of communication rather than a set of techniques. It is not a bag of tricks for getting people to do what they don't want to do; rather, it is a fundamental way of being with & for people – a facilitative approach to communication that evokes change facilitative approach to communication that evokes change ” (Miller & Rollnick 2002)

5 Principles of Motivational Interviewing

- 1) Express empathy through reflective listening.
- 2) Develop discrepancy between clients' goals or values and their current behavior.
- 3) Avoid argument and direct confrontation.
- 4) Adjust to client resistance rather than opposing it directly.
- 5) Support self-efficacy and optimism.



Expressing Empathy

- Acceptance facilitates change.
- Skillful reflective listening is fundamental to expressing empathy.
- Ambivalence is normal.



Developing Discrepancy

- Developing awareness of consequences helps clients examine their behavior.
- A discrepancy between present behavior and important goals motivates change.
- The client should present the arguments for change.



Avoid Arguments

- Arguments are counterproductive.
- Defending breeds defensiveness.
- Resistance is a signal to change strategies.
- Labeling is unnecessary.



Roll with Resistance

- Momentum can be used to good advantage.
- Perceptions can be shifted.
- New perspectives are invited but not imposed.
- The client is a valuable resource in finding solutions to problems.



Support Self-Efficacy

- Belief in the possibility of change is an important motivator.
- The client is responsible for choosing and carrying out personal change.
- There is hope in the range of alternative approaches available.

Video #1 – MI in Primary Care



Video #2 – MI in Technical Assistance





Pre-Test Questions

Question #1

Which of the following is NOT a stage of change?

- a. pre-contemplation
- b. contemplation
- c. action
- d. relapse
- e. **completion**



Pre-Test Questions

Question #2

Which of the following is NOT a core principle of Motivational Interviewing?

- a. express empathy through reflective listening
- b. give advice to motivate the client
- c. support self-efficacy and optimism
- d. correct distorted thoughts
- e. **b and d**

Resources

Organizations:

MINT – Motivational Interviewing
Network of Trainers

SAMHSA – Substance Abuse and
Mental Health Services Administration

HRSA – Health Resources and Services
Administration

CCNC – Community Care of North
Carolina

PTN – Practice Transformation
Network

Websites:

<https://www.integration.samhsa.gov/clinical-practice/motivational-interviewing>

<http://www.motivationalinterviewing.org/>

<https://www.ncbi.nlm.nih.gov/books/NBK64964/>



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