Motivational Interviewing

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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
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 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 (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

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b. contemplation  
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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:

- [http://www.motivationalinterviewing.org/](http://www.motivationalinterviewing.org/)