

Motivational Interviewing

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Objectives

- Understand the process of Motivational Interviewing
- Identify the 6 stages of change
- Recognize a patient's motivation and ability to make positive changes



What is Motivational Interviewing?

YES!

- ✓ Collaborative
- ✓ Goal-oriented
- ✓ Patient-centered
- ✓ Respectful
- ✓ Empowering
- ✓ Addresses ambivalence about change



- ✗ Magic
- ✗ Confrontational
- ✗ Psychotherapy
- ✗ Forcing someone to do
what you want

Motivation

What is your patient's motivation to change?

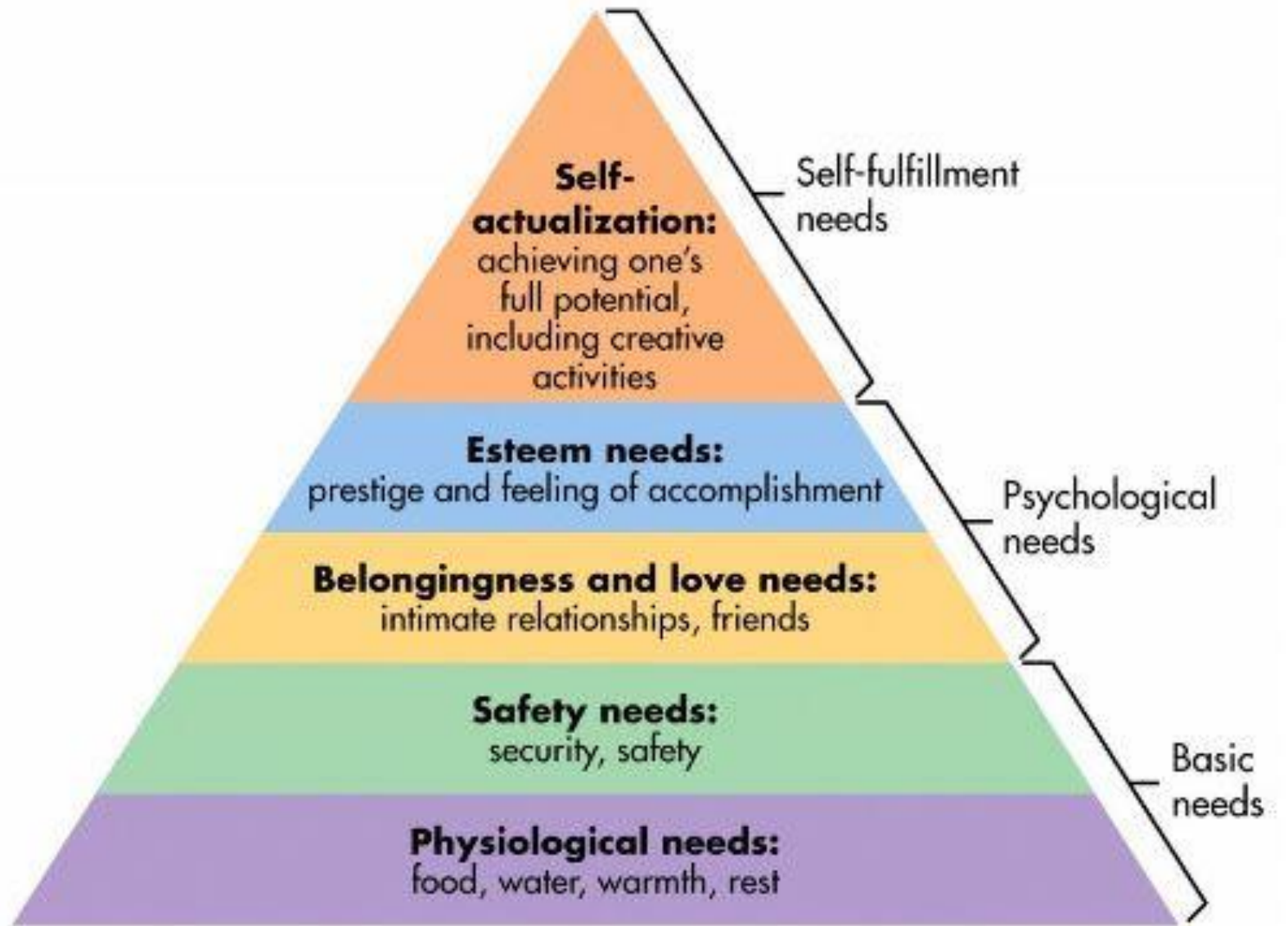
Facts:

- Change must be important
- The patient must feel capable of change
- Ambivalence keeps patients “stuck”

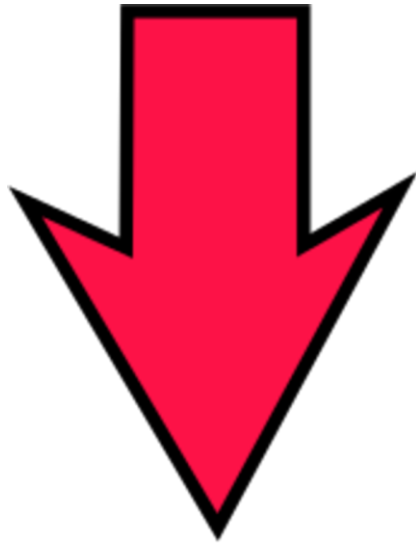


Maslow's Hierarchy of Needs

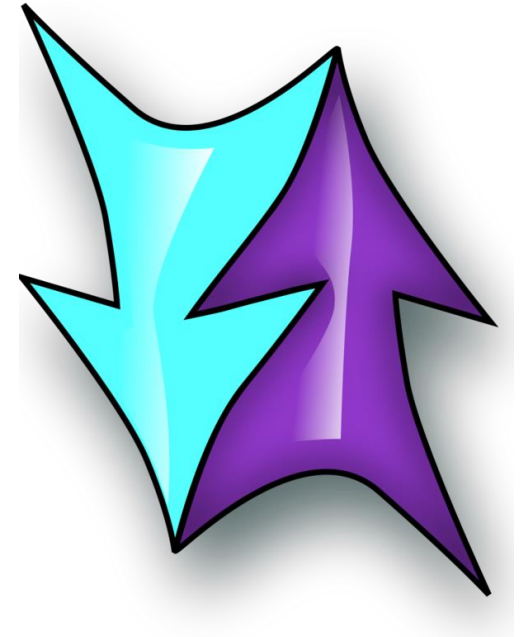
Where is your patient on the pyramid?



Stages of Change



Pre-contemplation
Contemplation
Preparation
Action
Maintenance
Relapse



*"Only I can change my life.
No one can do it for me."
- Carol Burnett*

Motivational Interviewing Process

- Engage the patient
- Open a topic
- Recognize, reinforce, and elicit change talk
- Measure importance and confidence
- Manage resistance and ambivalence
- Negotiate a plan



Engage the patient with OARS

- O** Open-ended questions
- A** Affirmations
- R** Reflective listening
- S** Summarize



Ask the Miracle Question

“If you had a magic wand and everything was exactly as you wanted it to be, what would that look like?”



Open a Topic

- Focus the topic and set an agenda
- “A typical day”
- Normalize the behavior
- Offer a concern



Elicit Change Talk



- D** Desire to change
- A** Ability to change
- R** Reason to change
- N** Need to change

Measure Importance and Confidence

On a scale of 1-10, how important is this to you?

On a scale of 1-10, how confident are you that you can make this change?



Roll with Resistance

Advantages to change

Advantages to status quo

Disadvantages to change

Disadvantages to status quo



Negotiate a Plan

- Set goals
- Sort options
- Arrive at a plan
- Reaffirm commitment



“A goal without a plan is just a wish”
- Antoine de Saint-Exupery

Resources:

www.P.E.S.I.com **Motivational Interviewing.** Bill Matulich Ph.D. Dec 11, 2014.

“Building Motivational Interviewing Skills.”
David Rosengren. 2009

QUESTIONS?