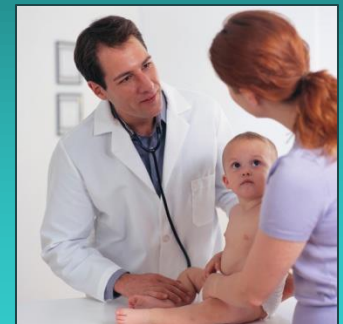


Motivational Interviewing

Technique for Empowerment to
Change Health Behaviors



The Spirit of Motivational Interviewing

- Readiness to change is not a trait, but a fluctuating product of interpersonal interaction (“No person is an island”)
- The therapeutic relationship functions best as a partnership rather than an expert-to-recipient relationship

<http://www.uri.edu/research/cprc/TTM/detailedoverview.htm>

The Spirit of Motivational Interviewing

- Motivation to change should be elicited from the one coached, not imposed by the coach
- It is the learner's task, not the coach's, to articulate and resolve his/her ambivalence

The Spirit of Motivational Interviewing

- The coach is directive in helping the learner to examine and resolve ambivalence



The Spirit of Motivational Interviewing

- **Direct persuasion (do this), in which rational arguments for change are presented to the smoker by the expert, is not an effective method for resolving ambivalence.**
- **The coaching style is generally a quiet and eliciting one that invites disclosure**

Strategies

- Reflective listening
- Positive affirmation
- No direct questions, persuasion, or advice giving
- Use normal, but inquisitive tone

Strategies - 2

- Address discrepancies in knowledge, beliefs, or behaviors without eliciting defensiveness or open denial or refutation
- Avoid giving patient arguments or health advice

Key

Allow the person to:

- process the information and find their own relevance (what this information means to their personal life)
- Evaluate their own risks and rewards
- Convince themselves that change may be warranted or best for them

Techniques

- Reflective listening
 - Demonstrate empathy, affirm their thoughts and feelings, help them continue through the process of discovery; help them understand and explore meaning and feelings

Techniques - 2

- Rolling with Resistance
 - Don't confront, avoid argument (a “dance”)
- Set a Mutual Agenda & Ask Permission
 - Agree on behaviors, goals, strategies, priorities

Techniques - 3

- Self-Motivational Statement: Change Talk
 - 2 Questions to use as a probe:
 - How motivated/interested are you in making this behavior change? [Scale of 1-10]
 - How confident are you that you can make the change? [Scale of 1-10]
 - With either question, ask:
 - Why did you choose a lower number?
 - What would it take to get you to a higher number?

Techniques - 4

- Exposing discrepancies in behavior
 - Have the person list values that are most important to him/her (security, health, long life, etc.) or life goals
 - Ask them if they can make any connection between their values/goals or their interest in changing behavior and their present deleterious behavior
- When their ambivalence is exposed and resolved then they are ready to change and the intervention can begin.

The Relationship

If you continue to be the Coach, provide affirmative, encouraging, and disciplined guidance.

Remember, a consistent attitude of care and expectation of success or optimism is highly motivating.



Credits

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Sources:

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