

MOTIVATIONAL INTERVIEWING

Learning Dashboard

Work your way through the dashboard for resources, fact sheets, audio, video and more information.



Engage

Connect with the person

Getting started



Focus

Explore options to find a focus

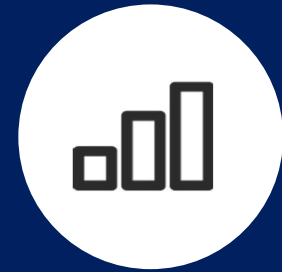
Finding a direction



Evoke

Listen for reasons, strengths and values

Building momentum to change



Plan

Make a plan together

Planning for successful change

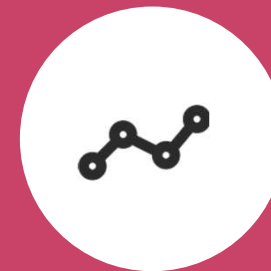
Learning Tools

Tools to support your learning



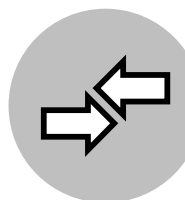


Engage



The Spirit of MI

The spirit of MI is the way in which clinicians approach clinical work. In MI, we work together in the person's interest, express empathy, honour autonomy, acknowledge strengths, and elicit the person's own motivation.



Resistance to Change

Conversations about change are challenging, and sometimes it feels like you are working very hard to help a person, and nothing is changing; and it seems like the person is resisting change.

- Click here for more information about responding to resistance.
- Listen to the vimeo cast for information about the righting reflex.

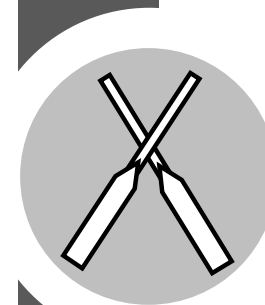


Asking Evocative Open Questions

Open questions are a foundation skill in person-centred care, because they enable the person to tell you what they know, feel, understand, value and prioritise.

Microskills for MI

The counselling skills used in motivational interviewing will likely be familiar to you. In motivational interviewing, the direction of the conversation is important to keep in mind, and always, the spirit of MI is key to the conversation.

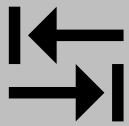


Resisting the Righting Reflex

<http://vimeo.com/18469694>



Focus



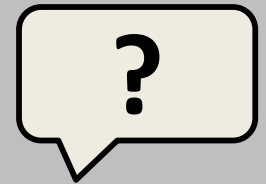
Agenda Mapping

In healthcare, and particularly working with people living with multimorbid conditions, there can sometimes be so many potential target behaviours that it can feel overwhelming.

Helping people to make changes starts with finding a focus; choosing which behaviour to focus on in making a change.

Asking Evocative Open Questions

Clinicians sometimes fear open questions, because they think that people will talk endlessly, or about things that are not relevant. Evocative open questions can elicit change talk in conversations. Use of open questions can also elicit a person's priorities and preferences about changing behaviour.



Importance and Confidence



When you think about it, change conversations are usually about things that people identify as important to change, but also feel will be difficult to change.

If we can assist people to draw on their resources and abilities to increase their confidence, we can be helpful in supporting them to make a change.

Advice Giving

In motivational interviewing, and in many other person-centred approaches to advice giving, an Ask-Offer-Ask approach is used to work with what the person thinks, feels, or knows. This can also be helpful in finding a focus.





Evoke



Tuning in to Change Talk

By encouraging people to talk about what they want to change, feel is possible, within their ability and important to them; we can encourage behaviour change. Motivational interviewing is a counselling style which focuses on the language of change.



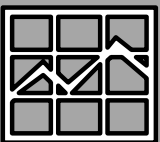
Asking Evocative Open Questions

Open questions are questions which ask about people what they want, need, can do, feel is important, or what they are willing to do; in short, evocative open questions ask people for change talk.



Importance and Confidence

Using scaling questions, we can assist people to articulate their reasons for making changes, and why it is important, as well as promote their confidence to make changes. These questions help to develop discrepancy between maintaining the status quo, and making changes. They help to draw on the person's values, and to identify what they need to make changes.





Plan



Offering Information and Advice

At the planning stage, you may have some great ideas that can be helpful for a person, but first...

ASK

Ask people about their ideas, what they know, understand, or think.

Seek permission

OFFER

Information and a range of options, where possible
Clarification of any misinformation
Reinforcement of the person's understanding or knowledge

ASK

Ask people what they think and feel about the information discussed, and/or what they might do



Making a Plan for Change

Planning for successful change is about getting specific and setting goals that are attainable and relevant.

While it can seem that setting a goal is the endpoint, we also know that many people set goals and then don't make changes.

The spirit and skills of motivational interviewing can also help to make the behaviour change successful after a plan has been made.

It's easy to get ahead of a person's readiness. At any time in planning, you may need to review your engagement, alter the focus, or spend time eliciting more of the person's perspective or ideas.





Learning Tools



Am I doing MI?



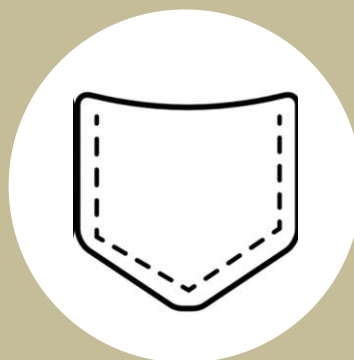
This handout, from Miller & Rollnick's 2013 text, provides some thought-provoking questions for you to consider as you listen to your recordings. It can also be used as a reminder of the spirit of MI.



One way to develop your MI skills, is to record and listen to a consultation or a role play. The tools on this page can help you to identify your own goals for further developing your MI skills.

MI Pocket Guide

A snapshot of MI skills that can be used as a refresher, or a lanyard card to check in with from time to time in your work.



Self-assessment



This self-assessment guide describes the MI skills to look out for, how to spot them, and also provides guidance about what to work toward as you develop your competency in using MI.



More Learning Resources



More Learning Resources



Miller, W. R., & Rollnick, S. (2023). *Motivational interviewing : helping people change and grow*. Guilford Press.

McKenzie, K. J., Pierce, D., & Gunn, J. M. (2018). Guiding patients through complexity: Motivational interviewing for patients with multimorbidity. *Australian Journal of General Practice*, 47(1/2), 8-13.



Motivational Interviewing Network of Trainers
Motivational Interviewing Oceania



[Talking To Change - A Motivational Interviewing Podcast](#)



Learning MI takes practice, and learners benefit from coaching, supervision and feedback (see Madson, Loignon & Lane, 2009)