

# Enhanced Motivational Interviewing

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### A. MOTIVATIONAL INTERVIEWING OVERVIEW (89 Minutes)

- Introduction The 6 Problems MI solves
  - Introduces some of the problems motivational interviewing solves, primary philosophies of the approach and an overview of the skills needed to become proficient in motivational interviewing.
    - Presentation - 6 Problems MI Solves & Intro to MI (15')
    - Skill Demo - 7 min overview of MI processes (7')
    - Skill Demo - 10 min overview of MI processes (10')
    - Skill Demo - 4 min overview of MI processes (4')
    - Skill Demo - Good & Bad Practice (4')
    - Skill Demo - Coaching (3')
    - Quiz
- Promoting Client's Hope: Developing Credible Plans
  - Presents the Hope and Confidence Model to users. Describes how clients with increased hope and confidence are much more likely to take positive steps, overcome challenges, return to services and accomplish goals.
    - Presentation (7')
    - Skill Demo - Good Practice + Introduction (3')
    - Skill Demo - Bad Practice (2')
    - Skill Demo - Coaching (3')
    - Quiz
    - Practice It!
    - Supplemental Material
      - Presentation - Extended review of MI's processes (27')
      - Skill Demo - 11 min overview of MI Processes (11')

### B. LIFTING ENGAGEMENT, LOWERING RESISTANCE – Part I (307 Minutes)

- Info Gathering Strategies x Domains of Focus
  - Instructs users how to gather information from the client, featuring small talk, agreed upon goals, client's motivation for the identified

goals, client's confidence for the identified goal, planning for change, and assessment or discovery in the above areas.

- Presentation 1 of 2 (12')
- Presentation 2 of 2 (7')
- Quiz
- Skill Demo - Coaching & Good Practice (6')
- Presentation - OARS x Domains of Focus (8')
- Skill Demo - Coaching on OARS x Domains (7')
- Practice It!
- Elicit-Provide-Elicit
  - This is the key method within motivational interviewing to gather and provide information that is used throughout all areas of counseling and this section describes how it is used to engage clients by actively and routinely seeking their input on all matters, including the counselor's advice.
    - Presentation (10')
    - Skill Demo - Good practice (3')
    - Skill Demo - Bad practice (4')
    - Skill Demo - Coaching (7')
    - Practice It!
- Enhanced Elicit-Provide-Elicit
  - A more advanced instruction on Elicit-Provide-Elicit, but expands upon the first Elicit by adding exploration, empathy and reflections with the goal of reaching the 'end' of clients' thoughts, while at the same time subtracting the one-and-done Elicit.
    - Presentation (8')
    - Skill Demo - Good Practice (3')
    - Skill Demo - Bad Practice (4')
    - Skill Demo - Coaching (3')
    - Quiz
- Seeking Information: Open-ended, Closed-ended Questions + Commands

- These essential approaches to gather information relate strongly to the domains of focus and are used throughout sessions and conversations with the client. These approaches help clients understand themselves better through ideas, emotions, and plans while assisting the therapist to understand the client better.
  - Presentation (14')
  - Skill Demo - Good practice (6')
  - Skill Demo - Good practice (6')
  - Skill Demo - Bad practice (3')
  - Skill Demo - Coaching (10')
  - Skill Demo - Good + Coaching (8')
  - Practice it!
- Spirit of M.I. & Preventing Resistance
  - Provides an overview of the spirit of motivational interviewing and how to increase engagement and lower resistance through partnering language, permission questions, deep respect for clients, empathy, and OARS.
    - Presentation 1 of 2 (5')
    - Presentation 2 of 2 (4')
    - Skill Demo - Coaching, Good, Bad Practice (6')
    - Skill Demo - Bad Practice 1 of 2 (2')
    - Skill Demo - Bad Practice 2 of 2 (3')
    - Skill Demo - Coaching (8')
- Permission Questions
  - Details closed-ended questions which seek permission from the client to do something, such as focus, explore ideas or shift direction. The goal of frequent affirmations is to ensure the therapist is on track.
    - Presentation (6')
    - Skill Demo - Good Practice (1')
    - Skill Demo - Bad Practice (2')
    - Skill Demo - Coaching (6')

- Quiz
  - Practice It!
- Partnering Language
  - This method describes how collaboration language is woven into regular discussions within the counseling session.
    - Presentation (4')
    - Skill Demo - Good Practice (6')
    - Skill Demo - Bad Practice (4')
    - Skill Demo - Coaching (6')
    - Quiz
    - Practice it!
- Reflections: Simple & Complex
  - This section provides an overview of reflections, listening to a client and then reflecting what the client stated using similar verbiage. Simple reflection emphasizes the manifest or stated message while complex suggests additional emotions, empathy, or possible unspoken meaning or symbolism of what the client stated.
    - Presentation (9')
    - Skill Demo - Good Practice + Double-Sided (4')
    - Skill Demo - Bad Practice (2')
    - Skill Demo - Coaching (8')
    - Quiz
    - Practice it!
- Reflection: Double-sided
  - Frequently used when clients feel torn or conflicted about a choice, the double-sided reflection responds to their ambivalence by reflecting their competing wishes with the goal of helping the clients feel more understood.
    - Presentation (7')
    - Skill Demo - Good 1 of 2 (6')
    - Skill Demo - Good 2 of 2 (6')

- Skill Demo - Bad Practice (3')
- Skill Demo - Coaching 2 of 2 (6')
- Skill Demo - Coaching 1 of 2 (3')
- Quiz
- Practice it!
- Empathy
  - Details the types and effectiveness of empathic questions to increase collaboration between therapist and client.
    - Presentation (13')
    - Skill Demo - Good Practice (3')
    - Skill Demo - Bad Practice (2')
    - Skill Demo - Coaching (7')
    - Quiz
- Empathy + Empowerment & Empathy + Normalizing
  - Intended to help clients feel more engaged and empowered while decreasing resistance during times of shame, this section describes how empathy with normalizing helps the client feel less alone.
    - Presentation (9')
    - Skill Demo - Good Practice / Empowerment (6')
    - Skill Demo - Bad Practice / Empowerment (3')
    - Skill Demo - Coaching / Empowerment (6')
    - Practice it! - Empathy + Empowerment
    - Quiz
    - Skill Demo - Good Practice and Coaching / Normalizing (6')
    - Skill Demo - Bad Practice / Normalizing (2')
    - Skill Demo - Started Bad, Ended Good / Normalize (4')
    - Practice it! - Empathy + Normalizing

### C. GETTING TO GOALS: “WHAT LAND” (129 Minutes)

- Skills for Securing Agreed-upon Goals



- Provides rationale for arriving at agreed upon goals which includes research that supports identifying agreed upon goals as one of the key predictors of success in counseling sessions, and that clients must live their own lives, which indicates their goals are most important.
  - Presentation 1 of 2 - Rationale of Agreed Upon Goals (9')
  - Presentation 2 of 2 - The Simple Ask (7')
  - Skill Demo - Good Practice & Intro (1')
  - Skill Demo - Bad Practice (2')
  - Skill Demo - Coaching & Good Practice (1')
  - Quiz
  - Practice it!
- Flipping Concerns to Goals
  - Instructs user how to implement skills to transition from the client's presenting concerns to mutually agreed upon goals to move forward.
    - Presentation (14')
    - Skill Demo - Good Practice 1 of 2 (2')
    - Skill Demo - Good Practice 2 of 2 (2')
    - Skill Demo - Bad Practice 1 of 2 (5')
    - Skill Demo - Bad Practice 2 of 2 (1')
    - Skill Demo - Coaching (1')
    - Quiz
  - Practice it!
- "Miracle Question" to Identify Goals
  - Guides the user through the process of presenting the ideal scenario for the client when their goals are not clearly defined.
    - Presentation (10')
    - Quiz
    - Skill Demo - Good Practice 1 of 2 (2')
    - Skill Demo - Good Practice 2 of 2 (3')
    - Skill Demo - Bad Practice (3') edit · quick edit · clone · sample · delay availability · deactivate · delete

- Skill Demo - Coaching (4')
  - Practice it!
- Prioritizing Among Goals
  - The client often does not know which goals to address first. This section details the five steps the user should follow when addressing this issue.
    - Presentation (9')
    - Quiz
    - Skill Demo - Good Practice (2')
    - Skill Demo - Bad Practice 1 of 2 (2')
    - Skill Demo - Bad Practice 2 of 2 (3')
    - Skill Demo - Good & Bad Practice (3')
    - Skill Demo - Coaching 1 of 2 (3')
    - Skill Demo - Coaching 2 of 2 (1')
    - Practice it!
- Complications with Setting Goals
  - This section addresses what to do when the client does not have any priorities or when you or your agency need to address issues the client did not state.
    - Presentation (7')
    - Quiz
    - Skill Demo - Good Practice 1 of 2 (3')
    - Skill Demo - Good Practice 2 of 2 (2')
    - Skill Demo - Bad Practice (4')
    - Skill Demo - Coaching (4')
- Transitioning from “What Land” to “Why Land” (client’s motivation)
  - Once the client and the worker have agreed upon goals, this section teaches how to transition to exploring the client’s motivation
    - Presentation (11')
    - Quiz
    - Skill Demo - Good Practice (1')

- Skill Demo - Bad Example (3')
- Skill Demo - Coaching (4')

#### D. LIFTING MOTIVATION: "WHY LAND" (215 Minutes)

- Introduction to Change Talk
  - This section discusses the concepts behind change talk, the importance of motivation to client change, and the ingredients to success.
    - Presentation (14')
    - Quiz

##### *Recognizing Change Talk*

- Recognizing 6 Types of Change Talk
  - Guides the worker on the importance of identifying change talk and how to recognize the six different types of change talk.
    - Presentation 1 of 2 (14')
    - Presentation 2 of 2 (13')
    - Skill Demo - Good Practice (4')
    - Skill Demo - Bad Practice 1 of 2 (2')
    - Skill Demo - Bad Practice 2 of 2 (2')
    - Skill Demo - Coaching 1 of 2 (6')
    - Skill Demo - Coaching 2 of 2 (3')
    - Quiz
    - Practice it!

##### *Evoking Change Talk*

- Scaling Questions
  - Instructs the user on how to use scaling questions, the first strategy to evoke change talk in clients and utilizes a numbering system of 0-10 to gauge a client's motivation, plan etc. to change a behavior.
    - Presentation 1 of 2 (13')
    - Presentation 2 of 2 (12')
    - Skill Demo - Good Practice (5')
    - Skill Demo - Good Practice + Extending Change Talk (7')



- Skill Demo - Bad Practice (2')
- Skill Demo - Coaching (5')
- Quiz
- Practice it!
- Walk-it Forward & Best-Worst Case Scenario
  - This second method to evoke change talk details two similar approaches and helps the patient discover the consequences of their actions if they continue the behavior and if they cease the behavior.
    - Presentation (15')
    - Skill Demo - Good Practice + Introduction (6')
    - Skill Demo - Good Practice (3')
    - Skill Demo - Bad Practice (2')
    - Skill Demo - Coaching (4')
    - Practice it! - Best/Worst Case Scenario
    - Practice it! - Walk-it Forward
- The “Change-Talk-a-Nator 2020”
  - This third method in evoking change talk outlines a unique system for generating questions by targeting a behavior for change and then posing a position question in time.
    - Presentation 1 of 2 (10')
    - Presentation 2 of 2 (11')
    - Skill Demo - Good Practice (2')
    - Skill Demo - Bad Practice (3')
    - Skill Demo - Coaching (4')
    - Practice it!

### *Extending Change Talk*

- Extending Change Talk – Getting Greedy with Green Talk
  - Details the steps in commitment to help clients extend and expand upon the change talk they already offered.
    - Presentation 1 of 2 (15')

- Presentation 2 of 2 (7')
- Skill Demo
- Skill Demo - Bad Practice (2')
- Skill Demo - Coaching (6')
- Skill Demo - Good Practice + Scaling Question (7')
- Quiz
- Practice it!
- Transitioning from “Why Land” to “How Land”: Moving to Planning for Change
  - After goals have been firmly established and the client has expressed considerable motivation, this section describes how to explore methods, tasks, actions, or plans to help the client succeed.
    - Presentation (4')
    - Skill Demo - Good Practice (2')
    - Skill Demo - Bad Practice (2')
    - Skill Demo - Coaching (2')
    - Quiz
    - Practice it!

#### E. DEVELOPING PLANS: “HOW LAND” (59 Minutes)

- Planning for Change
  - Describes the process for learning what clients know about how to succeed based on their background and also provides opportunity to offer ideas on how to succeed.
    - Presentation 1 of 2 (19')
    - Presentation 2 of 2 (22')
    - Skill Demo - Good Practice (10')
    - Skill Demo - Bad Practice (2')
    - Skill Demo - Coaching (6')

#### F. LIFTING ENGAGEMENT, LOWERING RESISTANCE – Part II (154 Minutes)

- Affirmations
  - Describes an all-purpose approach that can always be utilized to strengthen a client's worth, promote engagement, lift motivation and elevate confidence.
    - Presentation (10')
    - Skill Demo - Good Practice (6')
    - Skill Demo - Bad Practice (3')
    - Skill Demo - Coaching (5')
    - Quiz
    - Practice It!
- Client's Ambivalence & Stages of Change: Skills for Engaging
  - Defines the various types of ambivalence, how it integrates into Prochaska's Stages of Change model, and then describes what to do with ambivalence.
    - Presentation (11')
    - Skill Demo - Good & Bad Practice (5')
    - Skill Demo - Bad Practice (3')
    - Skill Demo - Coaching (6')
- Summaries
  - Summaries are the final aspect in the OARS process. This section describes how to use this brief review of what the client has stated by recollecting some of the key ideas and stating them back to the client
    - Presentation (9')
    - Skill Demo - Good & Bad Practice & Coaching (6')
    - Practice It!
- Rolling with Resistance
  - Reviews potential sources of the client's resistance and the methods to respond to resistance.
    - Presentation (5')
    - Skill Demo - Good & Bad Practice (5')
    - Skill Demo - Bad Example (3')

- Skill Demo - Coaching (4')
- Possessiveness and its Antidotes: Autonomy Recognition + Shift Focus/Perspective
  - Provides examples of when therapists may be possessive of their ideas, why it is important to avoid actions that come from possessiveness how to prevent problems with possessiveness through refocusing.
    - Presentation, Part 1 (10')
    - Presentation, Part 2 (12')
    - Skill Demo - Good Practice & Coaching (6')
    - Skill Demo - Bad Practice (2')
    - Skill Demo - Coaching (2')
    - Practice It! Autonomy Recognition
    - Practice It! Shift of Focus
    - Practice It! Alternative View
- Boundaries & Returning Focus to Client + Empathy
  - Once the session focus has shifted to different themes or when the client begins to over-focus on people outside the session, this section describes the system for returning clients to the stated goal.
    - Presentation, Part 1 (8')
    - Presentation, Part 2 (7')
    - Skill Demo - Good Practice (3')
    - Skill Demo - Bad Practice (3')
    - Skill Demo - Coaching (4')
    - Practice It! Boundary Setting
    - Practice It! Returning Focus to Client
- Amplified Reflections
  - Details the strategy when the counselor 'amplifies' the resistance with the hope that the client will reverse course because the client is expressing resistance.
    - Presentation (9')

- Skill Demo - Good Practice & Coaching (5')
- Skill Demo - Bad Practice (2')
- Practice It!

