



MOTIVATIONAL INTERVIEWING

Effectively Engaging in Change

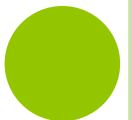
Josue Guadarrama

Washington State University

Josue.guadarrama@wsu.edu

12 ROADBLOCKS IN COMMUNICATION

1. Ordering, directing
2. Warning, threatening
3. Giving advice, making suggestions, providing solutions
4. Persuading with logic, arguing, lecturing
5. Moralizing, preaching
6. Judging, criticizing, blaming



12 ROADBLOCKS IN COMMUNICATION

7. Agreeing, approving, praising
8. Shaming, ridiculing, name calling
9. Interpreting, analyzing
10. Reasoning, sympathizing
11. Questioning, probing
12. Withdrawing, distracting, humoring, changing the subject



MOTIVATIONAL INTERVIEWING

PRIMARY GOALS

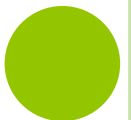
- Reduce or Minimize resistance
- Explore discrepancy between behavior & values/goals... resolve ambivalence
- Elicit “change talk” and move into behavior change



MOTIVATIONAL INTERVIEWING

GOAL ORIENTED

- MI is a **Person Center** directional **method of communication** for enhancing intrinsic motivation by exploring and resolving ambivalence about change



REALITIES OF CHANGE

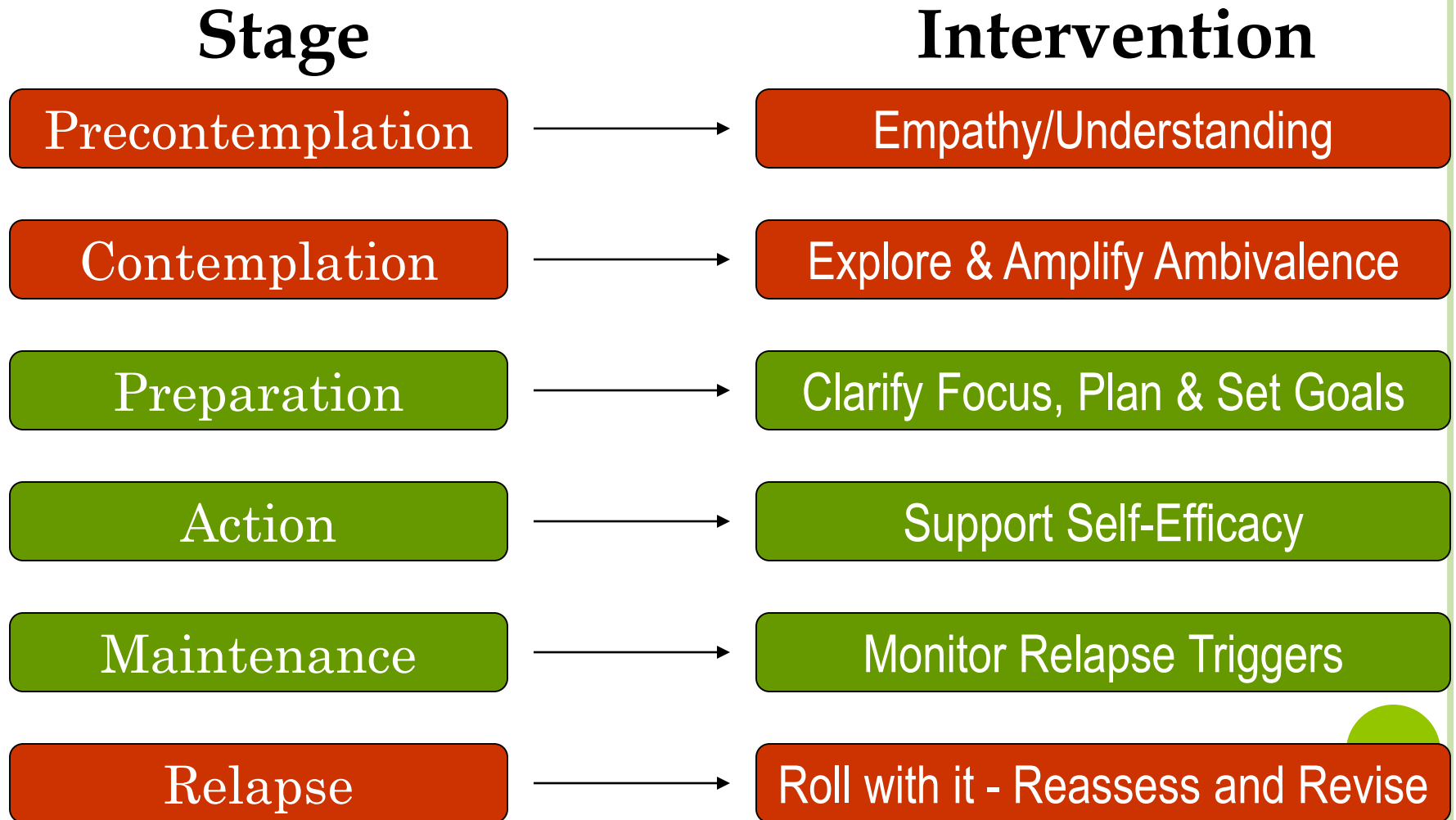
- Most change does not occur overnight
- People can get stuck in the early stages
- Individuals who are hesitant or reluctant resist being pushed to action/change
- Contextual: all elements of the person are affected (**H.A.L.T.**)

“He who would learn to fly one day must first learn to stand and walk and run and climb and dance; one cannot fly into flying.” Friedrich Nietzsche





Stage Matching Interventions



CUES FOR PRE-CONTEMPLATION

Unaware that a problem exists

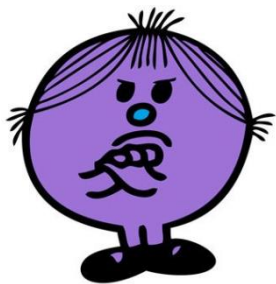


Mana Neyestani
Iran

Not considering change/ does not intend to change



Unwilling or too discouraged to change



Ignores/ resists evidence



PRE-CONTEMPLATION

CHARACTERISTICS

Appear to be hesitant, argumentative, hopeless or in "denial."

TRAP

Natural tendency is to try to "convince" them or push into action



RIGHTING REFLEX

...corrects the orientation of the body when it is taken out of its normal position...

Reaction people have to correct someone/something that is 'wrong'



WARNING!!!

Mismatching your intervention to the client's stage of change fosters resistance



When you get
attached to an outcome
OR
YOU push a quicker pace,
you facilitate “resistance”

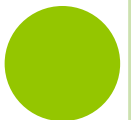




Resistance Talk

“The force that opposes motion”

- Focus attention outside of self
- Making it personal towards you
- Message that someone or something else is the problem
- “Fight” or “Blame Talk”

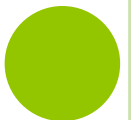


EQUIPOISE

Equally supported in a steady position

...reduces resistance & allows for exploration of ambivalence...

‘Internal state of equilibrium or balance’



Resistance



vs.

Ambivalence



CARL ROGER'S PARADOX

PEOPLE ARE OFTEN MORE PERSUADED
BY WHAT THEY HEAR THEMSELVES SAY
THAN BY WHAT OTHER PEOPLE TELL THEM.



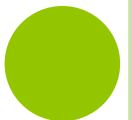
CARL ROGER'S PARADOX

*“ACCEPTANCE FACILITATES
CHANGE, WHILE PERCEIVED
EXPECTATION OF CHANGE
GENERATES RESISTANCE”*



STRATEGIC REFLECTIONS

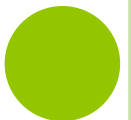
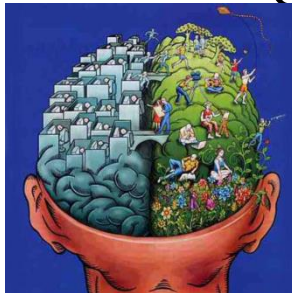
- Verbalizing who they are and what they are about
 - “You...”
 - “It’s...”
- **Inferences** and implications regarding what he/she feels, wants, and seeks for goals
- Learning the ‘role’ / ‘unzipping the skin’



STRATEGIC REFLECTIONS

Reduces **RESISTANCE...**

- Seeking to understand their ideas
- Target line of thinking of the one seeking change
- Gets thoughts out of his/her head & more 'real' ... less single-minded
- Helps clarify unspoken feelings
- NOT a matter if we are right or wrong



RESISTANCE

RESISTANCE Talk

- ✓ Focusing outside self
- ✓ Relationally oriented
- ✓ Fight Talk
- ✓ Lightning Rod language
- ✓ Making it personal between you two

RESPONSE:

Empathic Reflection

“You feel...”



CONTINUED RESISTANCE

If resistance (re)surfaces, **you** are moving too far ahead of the client in the change process (**mismatching stages**).

With resistance, “more” intensity is **not** better.

More intensity increases defensiveness, producing negative outcomes.



STOP Whatever it is that you are doing – pushing, confronting, educating, explaining, etc.

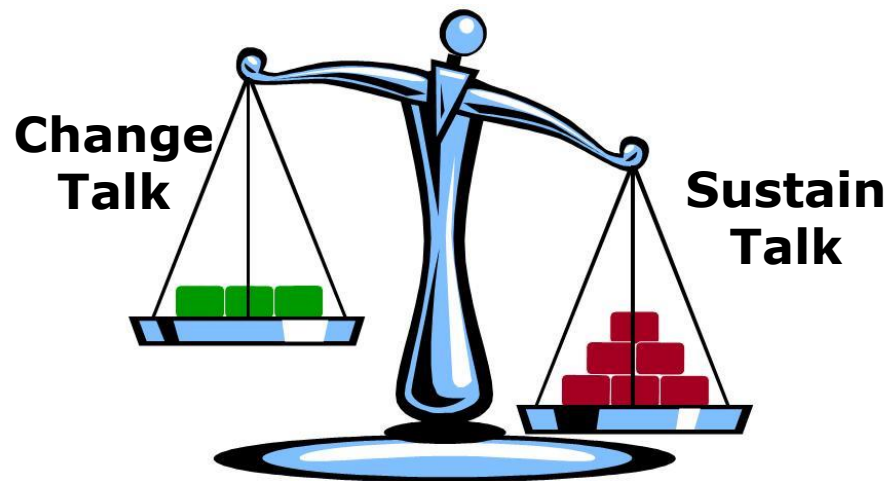
DROP Your agenda
Your righting reflex

ROLL ...with resistance by reflecting viewpoint of the individual from a place of equipoise



SUSTAIN TALK

- One side of the coin of ambivalence
- Any rationale for why behavior is not going to change
- Any message of being stuck or planning on staying the same



SUSTAIN TALK



Desire for Status Quo

Inability to Change

Reason for Status Quo

Need for Status Quo



Commitment to Status Quo



No Behavior Change

RESISTANCE VS. SUSTAIN

RESISTANCE Talk

- ✓ Focusing outside self
- ✓ Relationally oriented
- ✓ Fight Talk
- ✓ Lightning Rod language
- ✓ Making it personal
between you two

SUSTAIN Talk

- ✓ Focusing internally
- ✓ Staying the same
- ✓ Stuck talk
- ✓ Status quo
- ✓ About his/her behavior
- ✓ Natural w/ ambivalence

RESPONSE

Empathic Reflections

RESPONSE

Rescue Change Talk



CUES FOR CONTEMPLATION

- Becomes aware that a problem exists
- Considering the possibility of change
- Acknowledges concern and reason to change
- Ambivalent – reasons to change & reasons not to change
- “Chronic Contemplation:” substitute thinking for action



CUES FOR PREPARATION

- Specific planning for change relatively soon (aiming within a month)
- Examining strengths & capabilities
- Setting goals and making commitments
- Commitment is strengthened



ACTION

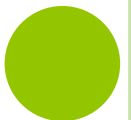
- *Actively* modifying...
 - **Behaviors**
 - **Emotions**
 - **Surroundings**

...in specific ways
- Behavior change is the main focus
- Reevaluating of self-image
- Grief Issues



ACTION

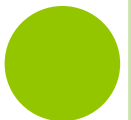
- Maintaining focus & pursuing the goal
- Improving problem solving skills & functional strategies
- Staying Focused (preventing relapse/backslide)
learn to detect and guard against triggers
 - Identifying & changing destructive thought processes and emotional responses
 - Develop new coping skills to handle relapse prone situations.



MAINTENANCE

- Takes minimum 6 mo. to 2 yrs. of Action
- Achieved the goal and sustaining the gains
- Continuing healthy strategies
- Maintaining focus
- Pursuing new/complementary goals
- and activities

“We are what we repeatedly do. Excellence, therefore, is not an act, but a habit.” *Aristotle*



RELAPSES/RECYCLE

A STEP BACK
NOT
NECESSARILY A FAILURE



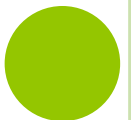
“You can’t fall
off a mountain”

Jared Brandon



RELAPSE/RECYCLE

- Total behavior change in the beginning is rare
- People backslide, even those serious about behavior change
- Triggers exist for all of us (**HALT**)
- Intensity of this stage is MAJOR indicator of investment in the goal



STAGE OF CHANGE

- Target behavior/ goal specific... not person specific

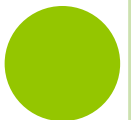
“This person is pre-contemplative about his/her target behavior”

NOT

“This person is in the precontemplative stage”

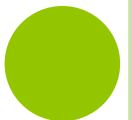
NOT

“He/she is a precontemplator”



CHANGE TALK

- Change talk is client speech that favors movement in the direction of the change
- Natural with ambivalence – opposite side of Sustain Talk
- What the client really wants, “Top of the Mountain”, aligned with underlying goals &/or values



CHANGE TALK

Desire for Change

Ability to Change

Reason to Change

Need for Change



Commitment

Activation

Taking steps



Behavior Change



LISTENING TO CHANGE TALK



DESIRE: *want, wish, like*

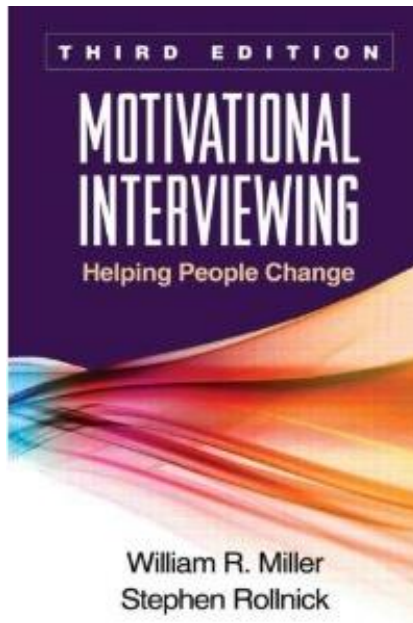
ABILITY: *how could, might, can*

REASONS: *should, because*

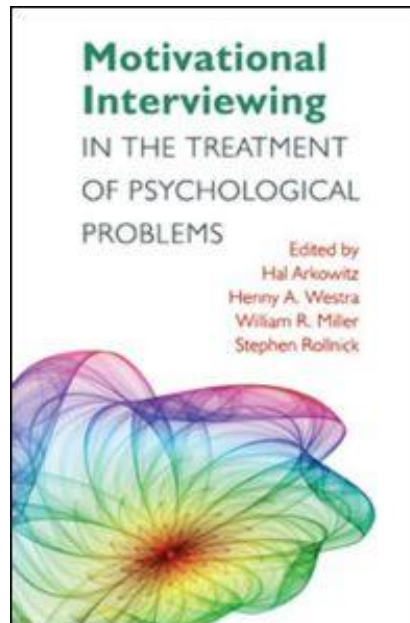
NEED: *have to, need, important*



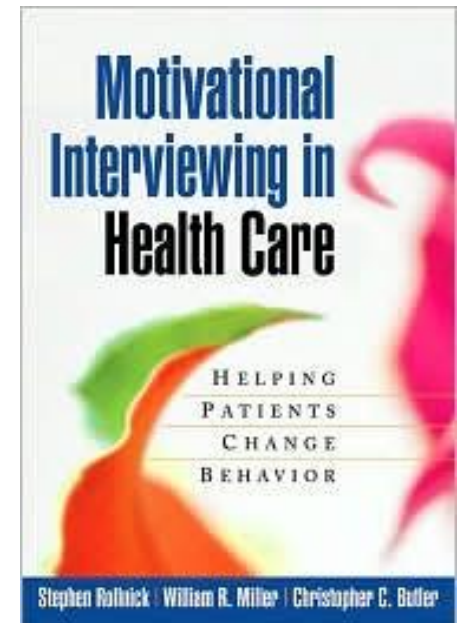
MOTIVATIONAL INTERVIEWING



Motivational Interviewing, Third Edition: Helping People for Change
by William Miller & Stephen Rollnick

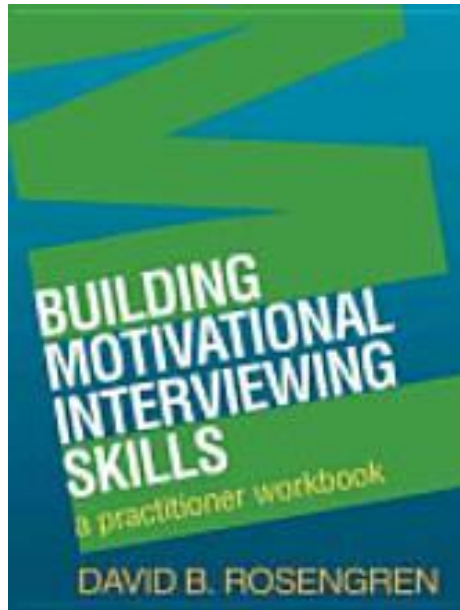


Motivational Interviewing in the Treatment of Psychological Problems
by William Miller, Stephen Rollnick, Hal Arkowitz, & Henry Westra

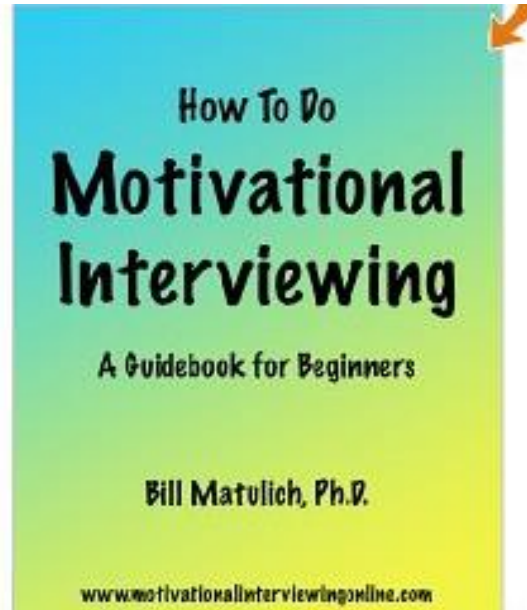


Motivational Interviewing in Health Care: Helping Patients Change Behavior by William Miller, Stephen Rollnick, & Christopher Butler

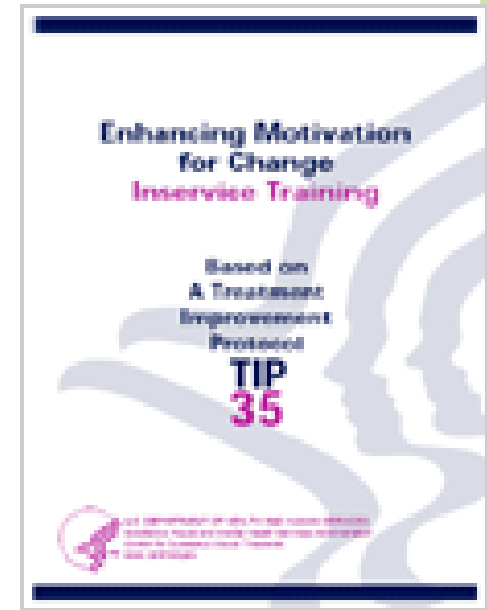
MOTIVATIONAL INTERVIEWING



Building Motivational Interviewing Skills
by David Rosengren



How To Do Motivational Interviewing: A Guidebook
for Beginners
by Bill Matulich



www.samhsa.gov

TIP 35

