

Introduction to Motivational Interviewing

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"People are usually more convinced by reasons they discovered themselves than by those found by others."

-Blaise Pascal

Acknowledgments...

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Technical Definition

MI is a collaborative, goal-oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.

What Makes MI an EBP?

- Improves behavior change, treatment retention & program outcomes
- Helps develop a working alliance very quickly, express accurate empathy, & individualize the approach to the client
- Hundreds of clinical trials and meta-analyses & thousands of research publications showing efficacy in situations where behavior change is needed/desired.
- MI trainers speak 45 different languages on six continents
- People of color represent 40% of participants in the clinical trials; MI has been translated into 28 languages.

Applications of MI

- Substance Use
- Education
- Mental Health
 - Making appointments
 - Treatment completion & Engagement
 - Problem recognition
- Corrections
- Primary care
 - Diet
 - Exercise
 - Smoking
 - HIV
 - Eating disorders

Does working with clients ever feel like this?

How does our behavior play into power struggles/resistance?

What is our natural reaction to resistance?



We rarely take responsibility to make changes when others are trying to "tell" us that we must and/or what we should do!

IN FACT....

...we often argue for and do the opposite!



WHY is this true?

Reactance Theory!

An increase in the rate and attractiveness of a "problem" behavior is likely if a person perceives that his or her personal freedom is being infringed upon or challenged!



Attending to AMBIVALENCE: The Dilemma of Change

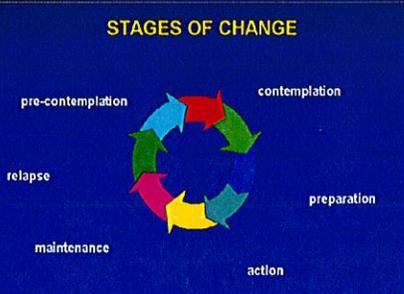


Ambivalence is a state of mind in which a person has co-existing but conflicting feelings about something.

It is a fundamental and NORMAL part of the change process.

"I want to, but I *don't* want to "

STAGES OF CHANGE

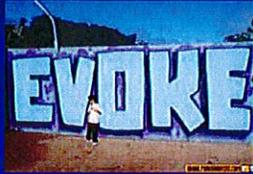


pre-contemplation contemplation

relapse preparation

maintenance action

Why take the time to “evoke” solutions from the client, when our experience tells us what to suggest?



The Spirit of MI can be considered the “roots” of the process for cultivating motivation. The spirit pieces ground us as practitioners. If these ingredients are not present, we are not doing MI:



Partnership, Acceptance, Compassion & Evocation
(Focusing on client competence & success)

Four Aspects of Acceptance



Four Fundamental Processes in MI:

- Engaging**
 The relational foundation 
- Focusing**
 Guiding client to a target behavior that is important to them. 
- Evoking**
 Drawing out client's intrinsic motivation (reasons/ importance for change) and their own ideas for change. 
- Planning**
 The bridge to change. 

OARS ~ Client-Centered Listening Skills!



These are the tools for executing the spirit and principles of MI!

- Open Questions** - avoid Yes/No
- Affirming** - support & encourage
- Reflective Listening** - repeat & clarify
- Summarizing** - link together & reinforce

Giving Information and Advice in MI

FIRST, ask yourself:

Have I elicited the client's own ideas and knowledge on the subject?
 Is what I'm going to convey likely to be useful and so relevant to her or him?

Three kinds of "permission" to give advice in MI:

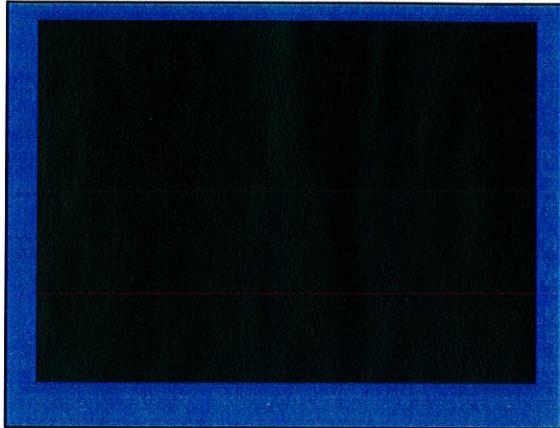
- The client asks for advice directly.
- You ask the client's permission to give advice.
 "Can I make a suggestion?"
 "Would you like to know what has worked for some of my other clients?"
- You qualify the advice to particular audiences.
 "A lot of people find that _____ works well, but I don't know if it's something that interests you."
 "This may not fit for you, but some people find that..."

Elicit/Provide Elicit (E-PE)

Elicit the client's ideas/knowledge about the subject:
 "What have you heard about how people get support to stop using?"
 "What does do you love for transportation?"

If you feel advice or information would add or heighten, **PROVIDE** advice or information **and summarize** (either by asking directly or by implying their autonomy):
 "May I make a suggestion?"
 "Would you be interested in knowing about some resources?"
 "I don't know if this would interest you, but some people find..."

Elicit their responses to the suggestion or information:
 "What would you think of that?"
 "How does that sound to you?"
 "How does that strike you?"



RECAP: What Makes MI Unique...

- ✓ Builds a **WORKING ALLIANCE** quickly
- ✓ Focuses on a **TARGET BEHAVIOR**
- ✓ Avoids **PERSUASION**
- ✓ Decreases **REACTANCE/RESISTANCE**
- ✓ The **CLIENT** does the change work
- ✓ Is **GUIDING** in nature and can be very **EFFICIENT**
- ✓ Pays close attention to client **"CHANGE TALK"**
