



Motivational Interviewing

Motivational Interviewing (MI) is a clinical approach that helps people with mental health and substance use disorders and other chronic conditions such as diabetes, cardiovascular and asthma make positive behavioral changes to support better health.

The approach upholds four principles — expressing empathy and avoiding arguing, developing discrepancy, rolling with resistance and supporting self-efficacy (client's belief they can successfully make a change). The MI skills presented are flexible and can be used by the clinician as needed.

Motivational Interviewing

The goal is to avoid creating resistance — no arguments, shaming, persuasions, warnings or unsolicited advice giving. It is important to get the patient to **elicit their own self-motivating statements** as to why this change is important to them.

EXAMPLE: "I don't feel as well as I used to since I gained weight."

Create a discrepancy between current behavior and the patient's goals and values.

EXAMPLE: "Smoking keeps me from being as involved with my grandkids as I would like."

Elicit change talk

EXAMPLES:

- "Tell me what you know about _____."
- "What concerns do you have about your _____?"
- "What would be the best thing that could happen if you changed _____?"

Listen and Reflect. Restate the patient's change talk from above, helping them feel understood and heard.

What to do when using MI

Express empathy. Listen and reflect on what the patient said.

Develop discrepancies. "EXAMPLE: On the one hand, you have trouble breathing when you smoke. On the other hand, you want to go to the park with your kids."

Avoid arguments. You never want to be arguing for change while the patient is arguing against the change.

Roll with patient's resistance to the plan of care, treatment or behavior change.

Support the patient's self-efficacy to change.

What to avoid when using MI

- The patient OUGHT and/or WANTS to change.
- The patient's health is the primary motivating factor for him or her.
- If the patient does not decide to change, the provider has failed.
- A "tough love" approach is always best.
- I'm the expert — the patient MUST follow my advice.
- Negotiation is always the best.

Set up a Plan

Consider options. Present different options. Try to match the patient with the best option for their case, but recognize they may not choose the “right” strategy and prepare the patient for this possibility.

Establish a goal. Summarize the plan with the patient and assess their readiness to commit to the plan.

Specific MI Tools

- List the pros and cons of behavior change
- Assess how important a change is to the patient and how confident they are they can succeed.
- Looking back at what worked in the past. EXAMPLE: Have you ever quit smoking in the past? How did you do it?
- Looking forward. Ask these questions:
 - What do you hope would happen in the future if you made this change?
 - What could you do now?
 - What are the best results you could imagine if you made this change?
- Exploring goals. Assess the match between the patient’s current behavior and future goals. Explore how realistic their goals are. Look for discrepancies between current behavior and their future goals.
EXAMPLE: It’s important for me to be here for my family, but being sick gets in the way of that.

Additional MI Tools and Resources



www.atomAlliance.org/webinars/on-demand-webinars

Enhancing Motivation to Change: Motivational Interviewing in Primary Care

A patient’s ability and/or willingness to change their behavior has a direct impact on how effective a treatment may be. During this one-hour Webinar, participants are provided an overview of using motivational interviewing within a primary care clinic. The session outlines key concepts and techniques of motivational interviewing, how to recognize ambivalence, roll with resistance and elicit change talk.

View it online: <http://bit.ly/2nIbzyu>

Worksheet: MI In Primary Care

This document outlines goals, assessing motivation and understanding how to listen and reflect when using motivational interviewing in a clinical setting.

Download it: <http://bit.ly/2E5IXGQ>

The MINT Website for Training

MINT stands for Motivational Interviewing Network of Trainers and is an international organization committed to promoting high-quality MI practice and training. It’s mission is to promote good practice in the use, research and training of motivational interviewing.

Learn more: <http://www.motivationalinterviewing.org/>