



Integrative Motivational Interviewing

Presented by:
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MI Philosophy

“People are generally better persuaded by the reasons which **they** have themselves discovered than by those which have come into the mind of others.”

-Blaise Pascal



MI Definition



“A person-centered, goal-oriented approach for facilitating change through exploring and resolving ambivalence.”

Miller, W.R. (2006) Motivational factors in Addictive Behaviors. In W.R. Miller & K.M. Carroll (Eds.), *Rethinking substance abuse: what the science shows and what we should do about it* (pp 134-150). New York: Guilford Press.

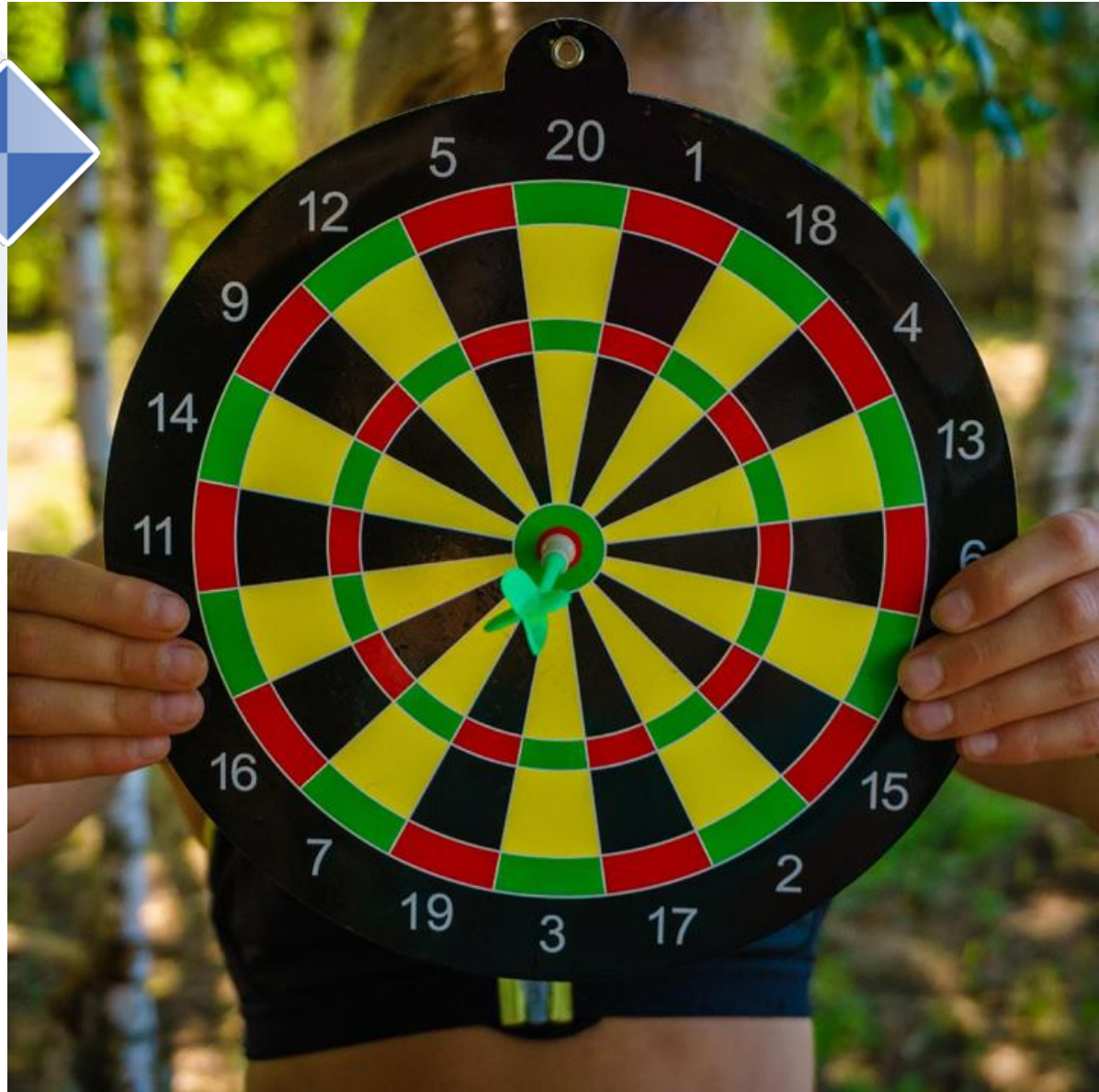


Goal of MI

The goal of MI is to facilitate:

- Fully informed,
- Deeply thought out,
- Internally motivated choices.
- NOT to change behavior.

Resnicow, et al., 2002



How is this done?

- Engage clients in a dialogue and partnership
- Understand what influences clients' behavior
- Help clients bridge gaps between current behaviors and broader values/goals
- Help clients resolve mixed feelings (ambivalence) about behavior change



Spirit of Motivational Interviewing

- **Autonomy (vs. Authority)**
Client is responsible for change
- **Collaboration (vs. Confrontation)**
Working in a partnership
- **Evocation (vs. Education)**
Learn from the client





Communication is a dance



NOT a tug of war

Brief Motivational Interviewing

- Brief MI is used in less intense interactions
- It uses the 'spirit' of MI (respect for the client – shown by listening well and trying to understand the client's view)
- It uses MI techniques to 'know' the client faster (ratings, values assessments)



Why choose MI?

- Brief MI has been found to be effective in addressing health behavior changes
- MI accepts that the behavior change depends on the individual's:
 - Interest in making a change
 - Confidence in making this change
 - Ability to add this change to their own life



How can MI be effective in a clinic appointment?

- Being client-centered does not mean that the topic of conversation is random
- The topic is determined by the reason (e.g., nutritional support) the client is there
- Being client centered means that the conversational focus is on the client's concerns, fears, and lack of knowledge about how to make the change



Client Focus

- MI supports the client in articulating
- How personally important this change (e.g., dietary) is, as opposed to how important we think it is
- What stands in the way of making this change (time, money, cultural factors, etc.)
- Changes that might work in their life
- How to increase the chances of success



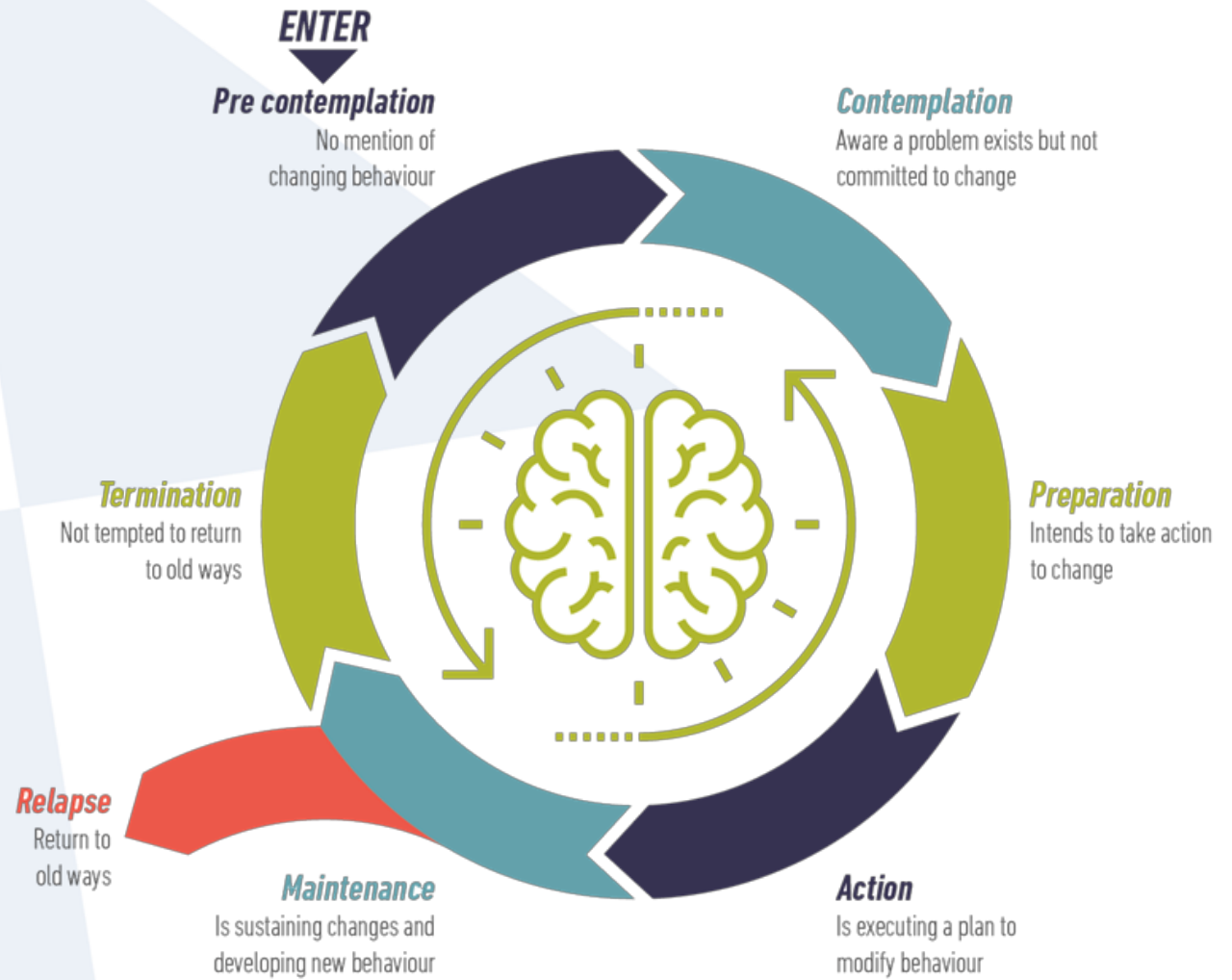
Advantages of MI

- MI techniques of listening and reflecting may improve the trust and openness needed to understand and respond to the change needs of patients
- MI allows quick assessment of who the patient is, what pressures the patient copes with, what degree of change can occur at this point in the Veteran's life





Stages of Change





Predictors of Behavior Change

Desire

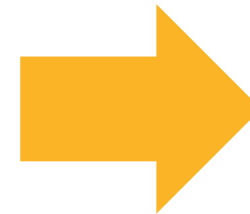
Ability

Reasons

Need



Commitment
Language



Behavior
Change



Commitment Language

"I am going to bring my lunch to work."

"I'm determined to exercise in the morning."

"I have to start planning low-calorie meals."

vs.

"Maybe I could bring my lunch to work."

"I'll think about exercising tomorrow."

"I'll try to plan low calorie meals."





Core MI Communication Skills

Open Questions

Reflective Listening

Building Motivation

Summarizing



Elicit positive
Change Talk

When hearing change talk...

- Elaborate: elicit more information
- Affirm: acknowledge specific strengths
- Reflect: gain deeper understanding; reinforce
- Summarize: highlight key elements, steps



Forming Open Questions

- Do you know that smoking increases your risk for chronic illnesses, such as cancer and heart diagnoses?
- What do you know about the health effects of smoking?
- Do you want to quit smoking?
- How would you like to change your smoking?
- Are you thinking about quitting smoking?
- How do you feel about your smoking right now?



Open Questions to Promote Change

- **Problem Recognition:** How do you feel about your drinking?
- **Expression of Concern:** What worries do you have about your health?
- **Intention to Change:** What would you like to see happen?
- **Optimism:** What makes you feel that now is a good time to try something different?



Reflective Listening

Reflective Listening is a process of...

...hearing what the speaker is saying,

...making a “guess” at what he/she means,

...verbalizing this “guess” in the form of a statement.

Purpose: To check out and convey your understanding of what the client is trying to communicate.



Forming Reflections

For starters:

- It sounds like you're not ready to...
- It seems that you are having a problem with...
- It sounds like you are feeling ...
- So you are saying that you are having trouble with...



Struggles with weight

“I’m worried that if I keep gaining weight, my diabetes will get worse. I’d like to lose at least 20 pounds, but I don’t know where to begin. I don’t make my own meals, so I have no control over the food I eat. I know I’d have more energy and feel better if I could lose some weight, but nothing seems to work...”





Finding the positives

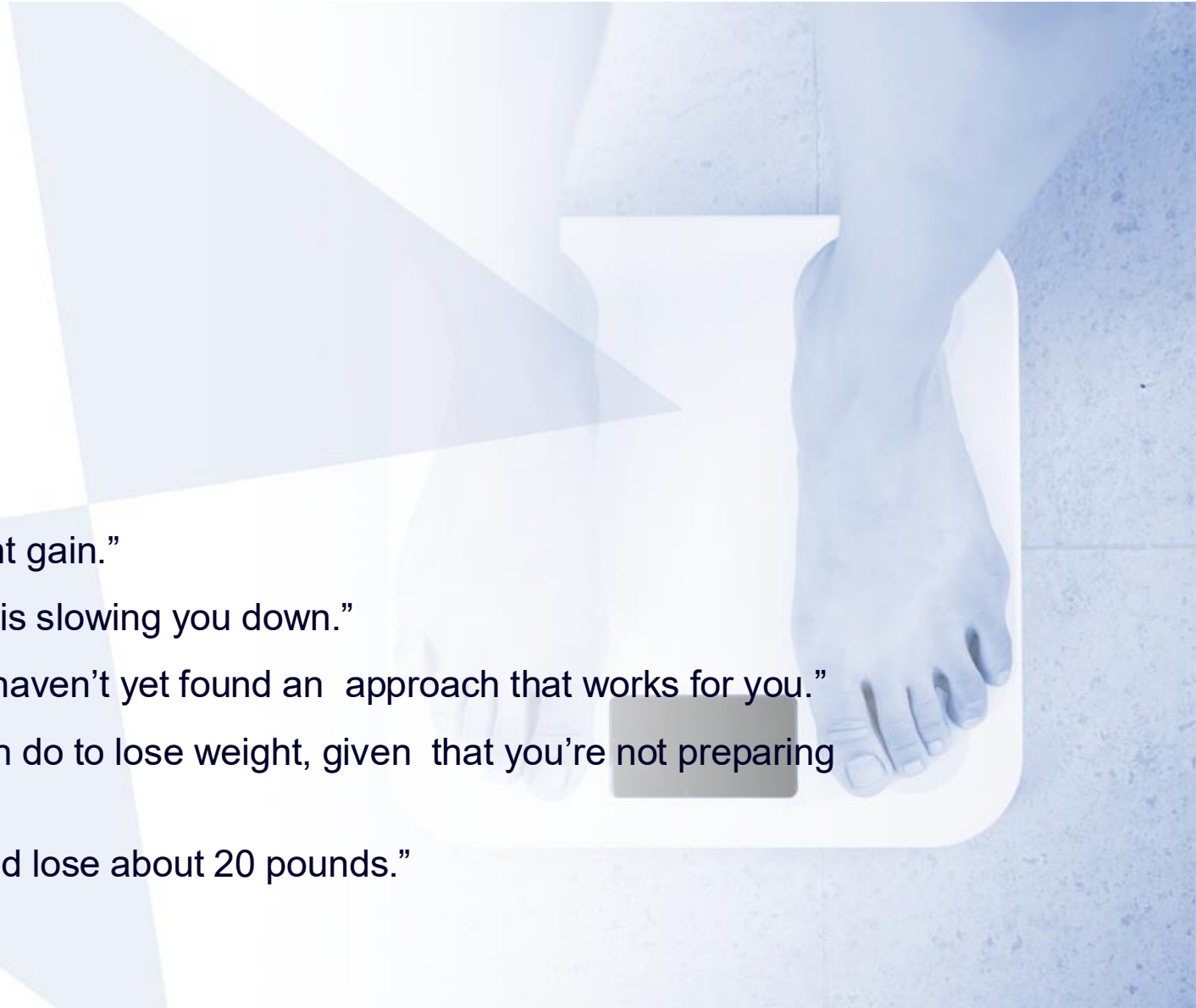
“You’re worried about your weight gain.”

“You feel like your added weight is slowing you down.”

“You’ve tried to lose weight and haven’t yet found an approach that works for you.”

“You’re looking for things you can do to lose weight, given that you’re not preparing your own food.”

“You’d feel a lot better if you could lose about 20 pounds.”



Building motivation

Motivation can grow as people talk about:

- Values
- Importance
- Confidence



Values

Letting people talk about their values such as:

- Family
- Health

allows people to see possible connections between their values and making a behavior change.



Dependability • Family • Compassion • Cooperation • Honesty
Achievement • Honor • Duty • Fitness • Self-Esteem • Courage



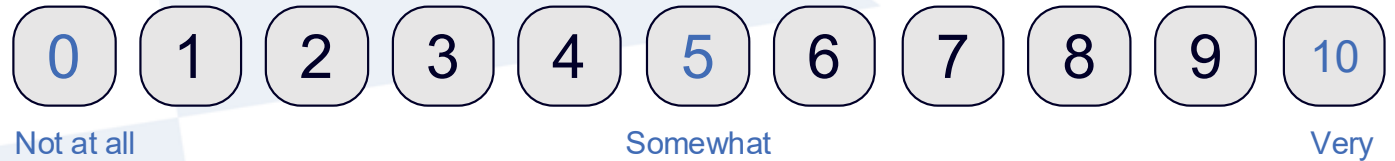
Knowledge • God's Will • Patriotism • Love • Health • Friendship
Discipline • Independence • Creativity • Open-mindedness



Readiness Indicators

Checking
Importance

How important is it to you to lose weight?



Checking
Confidence

How confident are you in your ability to lose weight?





Importance

lets you know what may motivate a person to make this behavioral change. Barriers may be apparent when you ask “what would increase the importance?”



Confidence

lets you know what may stand in the way of making this change — or what may help the change to happen.



Summarizing

Helps the other person...

- Recall and reflect upon the conversation
- Think of new ideas
- Understand the importance of these issues
- Plan next steps
- Feel more confident

MI helps you work with others:

- In a partnership
- To better understand ambivalence to change
- To build motivation toward realistic goals or plans





“To listen well is as powerful a means of influence as to talk well, and is as essential to all true conversation.”