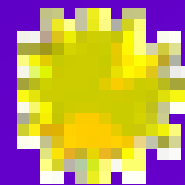


Motivational Interviewing

“a therapeutic style intended to help clinicians work with patients to address the patient’s fluctuation between opposing behaviors and thoughts.”

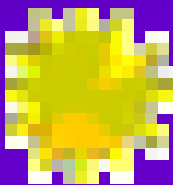
Source: Miller and Rollnick,
Motivational Interviewing
1991.





Four Types of Motivational Statements Can Be Identified

- ◆ Cognitive Recognition of the problem (e.g., "I guess this is more serious than I thought.")
- ◆ Affective Expression of concern about the perceived problem (e.g., "I'm really worried about what is happening to me.")
- ◆ A Direct or Implicit Intention to change behavior (e.g., "I've got to do something about this.")
- ◆ Optimism about one's ability to change (e.g., "I know that if I try, I can really do it.")



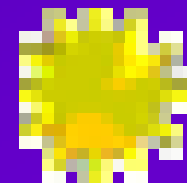


Four Major Types of Patient Resistance

Source: Miller and Rollnick, 1991.

Arguing

The patient contests the accuracy, expertise, or integrity of the clinician.



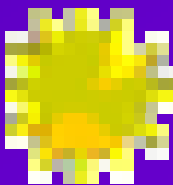


Major Types of Patient Resistance

(cont.)

Interrupting

The patient breaks in and interrupts the clinician in a defensive manner.



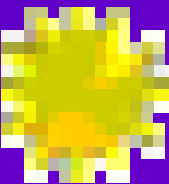


Major Types of Patient Resistance

(cont.)

Denying

The patient expresses unwillingness to recognize problems, cooperate, accept responsibility, or take advice.



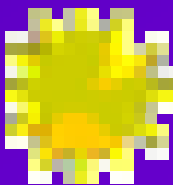


Major Types of Patient Resistance

(cont.)

Ignoring

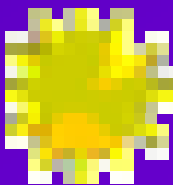
The patient shows evidence of ignoring or not following the clinician.





Motivational Interviewing Skills: Simple reflection

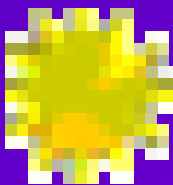
The simplest approach to responding to resistance is with nonresistance, by repeating the patient's statement in a neutral form. This acknowledges and validates what the patient has said and can elicit an opposite response.





Motivational Interviewing Skills: Shifting Focus

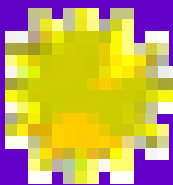
You can defuse resistance by helping the client shift focus away from obstacles and barriers. This method offers an opportunity to affirm your client's personal choice regarding the conduct of his own life.





Motivational Interviewing Skills: Reframing

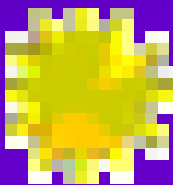
A good strategy to use when a client denies personal problems is reframing-- offering a new and positive interpretation of negative information provided by the client. Reframing acknowledges the validity of the client's raw observations, but offers a new meaning.





Motivational Interviewing Skills: Rolling With Resistance

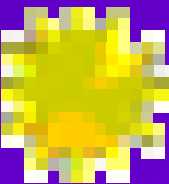
- ◇ Momentum can be used to good advantage.
- ◇ Perceptions can be shifted.
- ◇ New perspectives are invited but not imposed.
- ◇ The client is a valuable resource in finding solutions to problems.





Motivational Interviewing Skills: Siding with the Negative

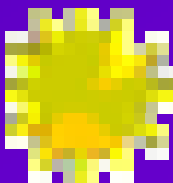
One more strategy for adapting to patient resistance is to "side with the negative"-to take up the negative voice in the discussion. If your client is ambivalent, your taking the negative side of the argument evokes a "Yes, but..." from the patient, who then expresses the other (positive) side.





Motivational Interviewing Skills: Self-Efficacy

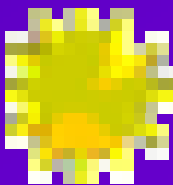
- ◇ The belief that one can perform a behavior or accomplish a particular task
- ◇ Belief in the possibility of change is an important motivator.
- ◇ The client is responsible for choosing and carrying out personal change.
- ◇ There is hope in the range of alternative approaches available.





Motivational Interviewing Skills: Avoiding Arguments

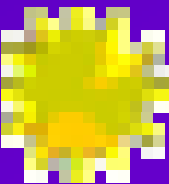
- ◇ Arguments are counterproductive.
- ◇ Defending breeds defensiveness.
- ◇ Resistance is a signal to change strategies.
- ◇ Labeling is unnecessary.





Motivational Interviewing Skills: Open-Ended Questions

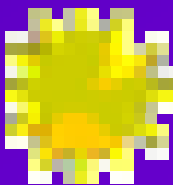
Asking open-ended questions helps you understand your clients' point of view and elicits their feelings about a given topic or situation. Open-ended questions facilitate dialog; they cannot be answered with a single word or phrase and do not require any particular response.





Motivational Interviewing Skills: Listen Reflectively

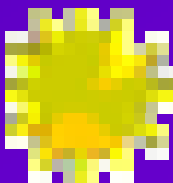
Reflective listening is a way of checking rather than assuming that you *know* what is meant.





Motivational Interviewing Skills: Expressing Empathy

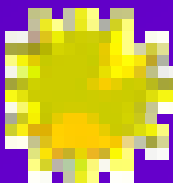
- ◆ Empathy communicates acceptance, while supporting the process of change.
- ◆ Acceptance facilitates change.
- ◆ Clinician seeks to build up rather than tear down.
- ◆ Skillful reflective listening is fundamental to expressing empathy.





Motivational Interviewing Skills: Develop Discrepancy

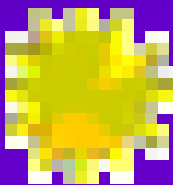
- Motivation for change is enhanced when clients perceive differences between their current situation and their hopes for the future.
- Developing awareness of consequences helps clients examine their behavior.
 - ◇ A discrepancy between present behavior and important goals motivates change.
 - ◇ The client should present the arguments for change.

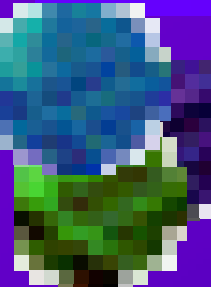




Motivational Interviewing Skills: **Affirm**

When it is done sincerely, affirming your patient supports and promotes self-efficacy.





Motivational Interviewing Clinical Interview: Putting Responsibility for Change on the Patient.

- Simple Reflection
- Shifting Focus
- Reframing
- Rolling with Resistance
- Siding with the Negative
- Self-Efficacy
- Avoiding Arguments
- Open-ended Questions
- Listen Reflectively
- Expressing Empathy
- Develop Discrepancy
- Affirm

