



CCMI

Centre *for* Collaboration
Motivation & Innovation

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Intro to Motivational Interviewing

www.centreCMI.ca

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Our Learning Objectives

1. Understand what Motivational Interviewing is, the principles that inform its practice and be able to decide if it is a method of supporting change in your patients that you wish to pursue.
2. Leave with a concrete Motivational Interviewing-informed skill that can be put into practice right away.

How we will work

I will try to leave time for electronically submitted questions, but not at the expense of interaction.

INTRO



Definitions & Evidence

What is MI about?

Why MI?

Defining MI



A collaborative conversation style to strengthen a person's own motivation and commitment to change.

What Is MI About?

Imagine a situation...

Moves away
from change



Moves toward
change

Quick Poll...

HOW MANY OF YOU JUST NEED ONE
MORE LECTURE FROM SOMEONE
WHO THINKS THEY KNOW YOUR LIFE
BETTER THAN YOU DO?

Ambivalence Is Normal



“MOST PEOPLE DO NOT LISTEN
WITH THE INTENT TO UNDERSTAND;
THEY LISTEN WITH THE INTENT TO
REPLY.”

STEPHEN R. COVEY

MI SKILL

Give No Advice

This is a real-play, we are NOT pretending to be someone else. We are being ourselves! You may not want to work with a supervisor or family member

Two roles – the person and the helper.

Person – Take a moment to think about something you have been wanting to or meaning to do or change but haven't done yet. This could be learning and instrument, cleaning to garage, putting up the photos, the last 10 pounds, exercising more, calling your mother every Sunday... Make sure it is something you are comfortable sharing. Keep this in mind and respond naturally.

Helper – Be a respectful listener. You will be repeating back the persons motivations (not the whole story) so pay close attention. Do not try and persuade and **Give No Advice**. Ask the following open-ended questions and **ONLY** the following questions.

- 1) Tell me about something you have been thinking of changing or doing but haven't yet.
- 2) What are the three best reasons for you to make this change?
- 3) On a scale of 1 to 10 where 1 is not important and 10 is very important, how important would you say it is to make this change?
- 4) Why is it a ___ and not a zero?
- 5) How might you go about making this change?

Repeat back a short summary of their motivations (not the whole story, just the reasons why the change is important).

Then ask:

- 6) "What do you think you will do?" Listen to them with interest.

Thank each other.

Activity: Give No Advice

Person

Helper

Describe a change you want to make but are ambivalent about.

Ask these questions, but GIVE NO ADVICE
Tell me about something you are thinking about changing but haven't changed yet.

Respond to the guide's questions

What are the three best reasons for you to make the change?

On a scale of 0-10, how important would you say it is for you to make this change? Why is it a ____ and not a zero?

How might you go about making this change?


Provide a short summary of the speaker's motivation for change

Ask "What do you think you will do?"

Listen with interest to the answer

Say thank you

Say thank you



What were you thinking or
feeling when it was your turn
to speak?



What was it like to Give No
Advice?

Quick Question...

WHICH PERSON ARE YOU AND
EXPERT ON?

WHICH PEOPLE ARE YOU **NOT** AN
EXPERT ON?

Focus on Question 4...

WHY IS IT A ___ AND NOT A ZERO?

Defining MI



(Public) A collaborative conversation style to strengthen a person's own motivation and commitment to change.

Dancing vs. Wrestling



Evidence for MI

- › What works in MI
 - › Spirit
 - › Attention to language of change
- › What doesn't work
 - › Lack of fidelity
 - › Overly scripted MI



ATTITUDE



The Spirit of Motivational
Interviewing

A Range of Styles

Spirit of Motivational Interviewing

- > **C**ompassion
- > **A**cceptance
- > **P**artnership
- > **E**vocation



Compassion

Caring about what is important to another person and feeling moved to help.



Acceptance

Respecting another person and their right to change or not to change.



Partnership

Working together with another person and recognizing them as equal.



Evocation

Bringing out another's ideas, strengths, and knowledge about the situation and themselves. This can include encouraging to explore.



Spirit of Motivational Interviewing

- › **C**ompassion
- › **A**cceptance
- › **P**artnership
- › **E**vocation





CAPE



CAPE

A Range Of STYLES

Directing  Guiding  Following



teach
assess
prescribe
lead



draw out
encourage
motivate



listen
understand
go along with

Electronic Questions...

And Thank You!!!