

MOTIVATIONAL INTERVIEWING

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WHAT IS MOTIVATIONAL INTERVIEWING (MI)?

- Person-Centered Care
- People talk themselves into change
- “Motivational interviewing is a collaborative conversation style for strengthening a person’s own motivation and commitment to change”



IS THIS APPLICABLE TO PT?

5 questions to ask yourself...if any of these answers are “yes” there is potential role for MI in your practice.

- ☒ 1. Are there (or should there be) conversations about change happening?
- ☒ 2. Will the outcomes for those you serve be influenced by the extent to which they make changes in their lives or behavior?
- ☒ 3. Is helping or encouraging people to make such changes a part of your service (or should it be)?
- ☒ 4. Are utilization of and adherence and retention in your services significant concerns?
- ☒ 5. Do staff struggle with or complain about people who are “unmotivated, resistant, or difficult”?

WHY IS THIS IMPORTANT

- Health Care Concerns
 - Personal behaviors and lifestyles determine future health, quality of life, and longevity

DiABETES



FOLLOWS TRANSTHEORETICAL MODEL
OF BEHAVIOR CHANGE

Pre-Contemplation

Contemplation

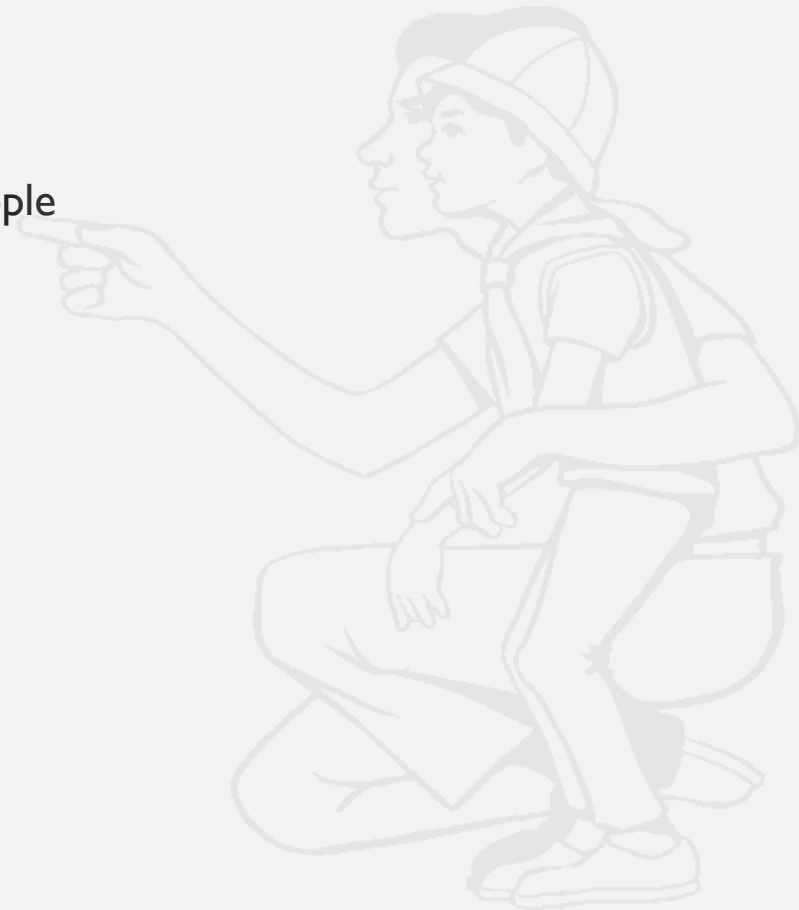
Preparation

Action

Maintenance

COMMUNICATION STYLES

- **Directing:**
 - Providing information, instruction, and advice.
 - **Righting Reflex**– the desire to fix what seems wrong with people
- **Guiding**
- **Following**
 - Passive role



AMBIVALENCE

- Definition: person sees both reasons to change and reason not to.
 - They want to change & they don't want to; all at the same time.
- **Change Talk** – person's own statements that favor change [DARN CATS]
- **Sustain Talk** – person's own arguments for not changing.
- Patient needs to verbalize the positive side of an issue

YES

NO

MAYBE

PREPARING FOR CHANGE TALK & MOBILIZING CHANGE TALK

Preparation:

- **DARN**
 - **D**esire: "I want..."
 - **A**bility: "I can..."
 - **R**easons: "I would be..."
 - **N**eed: "I have to..."

Mobilizing

- **CATS**
 - **C**ommitment: "I will...I promise...I swear..."
 - **A**ctivation: "I am prepared to..."
 - **T**aking **S**teps: "I bought some running shoes so I can exercise..."



None of these categories, neither alone or together, indicate that change is going to happen. For example, to say "I want to lose weight" is not the same as "I will lose weight"

SPIRIT OF MI

- **PACE**

- Partnership – conversation smooth as a ballroom waltz
- Acceptance – prizing the inherent worth and potential of every person
- Compassion – actively promote and give priority to other's needs.
- Evocation - “YOU have what you need, and together we will find it”

FOUR PROCESSES

- **Engaging:** the process by which both parties establish a helpful connection and a working relationship.
- **Focusing:** focus on particular agenda: what the person came to talk about.
- **Evoking:** eliciting the client's own motivations for change – the heart of MI.
- **Planning:** Encompasses both developing commitment to change and formulating a specific plan of action



SKILLS OF MI PROCESSES

- **OARS**
 - Open ended questions
 - Affirming
 - Reflecting
 - Summarizing



DEVELOPING A CHANGE PLAN

- **Goal:** to bridge the intention-action gap
 1. Confirm a specific goal
 2. Itemize the options
 3. Summarize the plan
 4. Troubleshooting

Friendly Note: *How* you speak to someone about a change plan is probably just as important as *what* you talk about.





STRENGTHENING COMMITMENT

“What steps are you willing to take this week?”

“What part of this plan do you think you are ready to do?”

“Knowing yourself as well as you do, how could you handle that?”

Change happens gradually.

- Accept level of commitment the patient is at; affirm the steps in the right direction
 - Avoid derailing: perfection or relapse
 - Imperfection = partial progress

A decorative grid of question marks is located on the left side of the slide. It consists of 12 question marks arranged in a 4x3 grid. The first two rows of each 2x3 section are identical, featuring a light gray question mark, a dark gray question mark, and a striped question mark. The third row of each section contains three light gray question marks. The title 'FIVE BEGINNING QUESTIONS' is centered in a white box with a black border.

FIVE BEGINNING QUESTIONS

- Why would you want to make this change?
- Why is it so important to you to make this change?
- What are the three best reasons for you to do it?
- How might you go about it in order to succeed?
- So, what do you think you'll do to reach your goal?

FOOD FOR THOUGHT

”How far can you push a rope? Not very far.
That’s why influencers don’t push.”

-Bob Burg, motivational speaker



RESOURCES

- Miller, W. and Rollnick, S. *Motivational Interviewing: Helping People Change*. 3rd edition. New York, NY.:The Guilford Press Publications, Inc.; 2013.