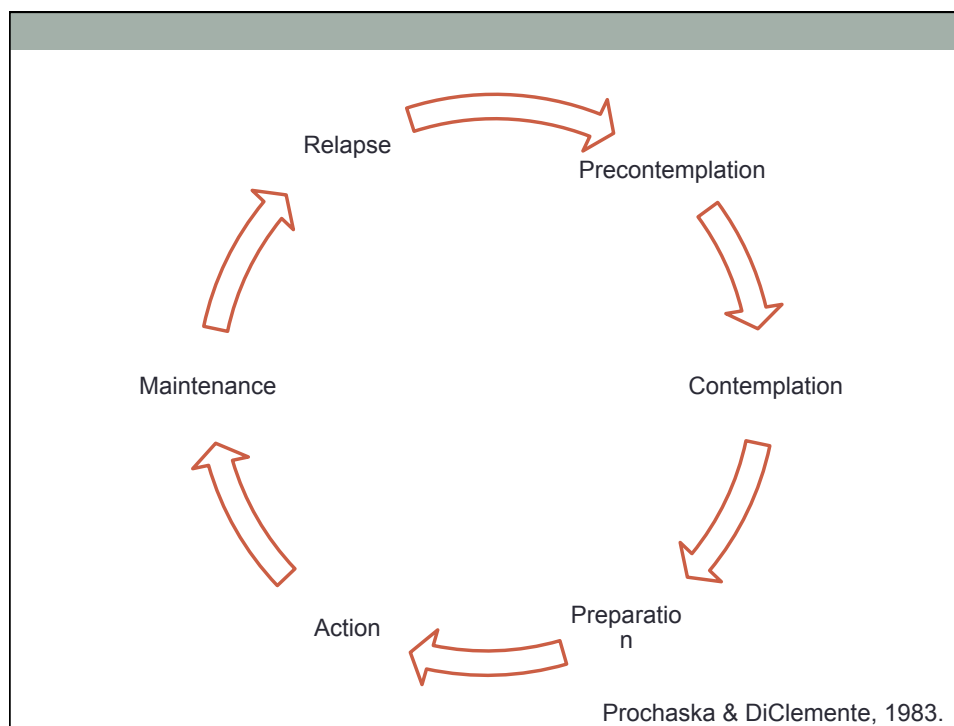


MI REFRESHER

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Motivational Interviewing

- <http://www.youtube.com/watch?v=dm-rJJPCuTE&feature=related>

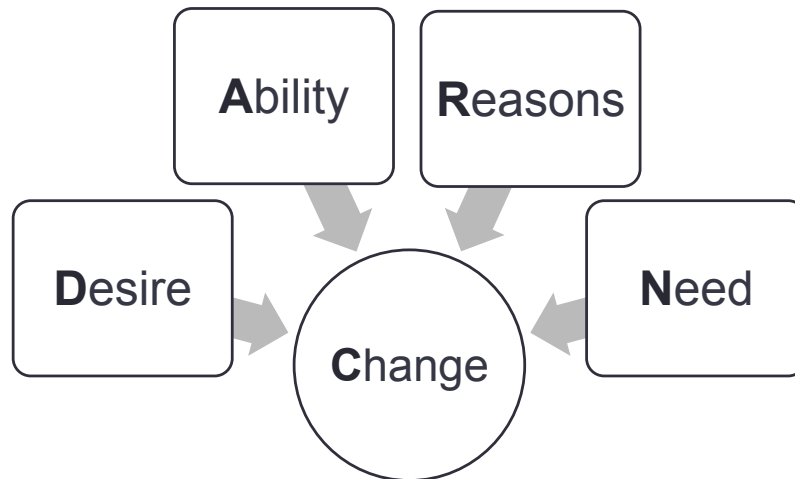


STAGES OF CHANGE

- 1. Pre-contemplation**
 - No perceived need to change
- 2. Contemplation**
 - Initial awareness of a problem
 - Feelings of ambivalence about change
- 3. Preparation Stage**
 - Initial Movement away from ambivalence and toward action
 - Statements reflect the beginnings of motivation
- 4. Action**
 - The person takes steps to bring about change
- 5. Maintenance Stage**
 - The person sustains the change accomplished by previous actions
 - Steps for maintaining long-term change are different from steps for initial change
- 6. Relapse Stage**
 - Long-standing change often involves setbacks
 - Person may relapse into previous problem behaviors

Prochaska & DiClemente, 1983.

Assessing Stages of Change



<http://motivationalinterview.org>

Assessing Readiness to Change

- Readiness ruler
- Three concepts
 - Readiness
 - Importance
 - Confidence
- Use a scale (1-7)
- How important is this change for you?
- How confident are you that you can make this change if you want to?

Auburn University, MITI.

Miller WR and Rollnick S. "Motivational interviewing: preparing people to change addictive behavior. 1991.

O.A.R.S. The Basic Skills of Motivational Interviewing

Open-ended
Questions
Affirmations
Reflective Listening
Summaries

<http://motivationalinterview.org>

OPEN ENDED QUESTIONS

- “How can I help you?”
- “Would you tell me about ___?”
- “How would you like things to be different?”
- “What are the positive things and what are the less good things about ___?”
- “What will you lose if you give up ___?”
- “What have you tried before?”
- “What do you want to do next?”

Auburn University, MITI.

Open-ended Questions

- What are your thoughts now?
- How does this seem for you?
- How would you be different if you lost the weight?
- What concerns you the most about ____”
- What gets in the way of change?
- What do you like about the changes?
- What is your understanding of how the medication works?

Auburn University. MITI.

**WHAT ARE SOME OPEN
ENDED QUESTIONS
YOU MIGHT USE?**

Reflections/Affirmations

- Simple Reflections
- Complex Reflections
 - Agreement with a twist
 - Double sided reflection
 - Amplified
 - Shifting focus
 - Emphasize personal choice
 - Reframing
- Affirmations: congratulate patient

Miller WR and Rollnick S. "Motivational interviewing: preparing people to change addictive behavior."
1994

Empathic Responses

- "You seem _____"
- "In other words..."
- "You feel ____ because _____"
- "It seems to you..."
- "I gather that..."
- "You sound..."

Auburn University, MITI.

Reflection Activity

- One thing I like about myself is that I....
 - Abstract characteristics
- Each person decide trait
- Others ask questions “Do you mean that you_____?”
- Only respond with yes or no answers
- 5 questions each

RAPPORT BREAKERS

- Arguing for change
- Assuming the expert role
- Criticizing, shaming or blaming
- Labeling
- Being in a hurry
- Claiming pre-eminence
- Ordering, directing, commanding
- Warning or threatening
- Giving advice, suggestions, solutions
- Persuading or lecturing
- Moralizing, preaching (fixing, healing, and converting)

Miller WR and Rollnick S. "Motivational interviewing: preparing people to change addictive behavior. 1991.

Providing Patients with Information

- ALWAYS get what the patient knows first
- ASK for permission to give advice
- Provide advice with emphasis on patient's choice
- Ask how the patient feels about that information

Auburn University. MITI.

How do I know if things are going well?

- Green: plans for change being made
- Red: resistance or ambivalence

Resistance?

- What do you think about your cholesterol level?
 - I really don't think it matters my I ate healthy this morning.
 - I am not to concerned my doctor said it was only a little high.
 - It is not that easy to lower the level.
 - Nothing really.

Things to Remember

Resisting the righting reflex

Understand the patients motivation

Listen to your patient

Empower your patient

Reflect

<http://motivationalinterview.org>

FRAMES

Feedback

Responsibility

Advice

Menus

Empathy

Self-Efficacy

<http://motivationalinterview.org>

Wrap Up

- One thing I learned
- One thing that surprised me
- One thing that I liked
- One thing that I will implement in my coaching

Reiner S. "Motivational Interviewing." Virginia Summer Institute for Addiction Studies, 2008.