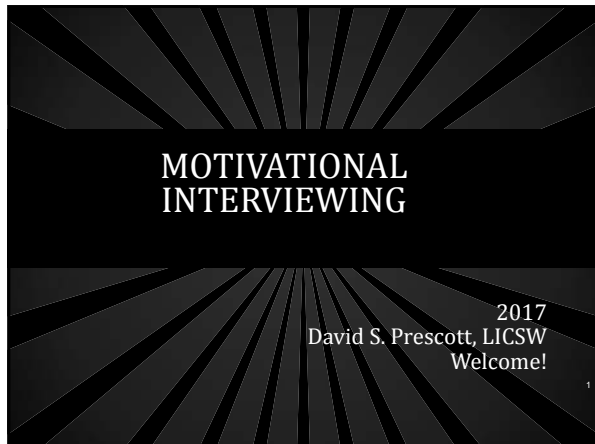


**MOTIVATIONAL INTERVIEWING**

2017  
David S. Prescott, LICSW  
Welcome!



**CONTACT**

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- *Healthy lives,*
- *Safe communities*



**TAKE HOME MESSAGES**

- What you do matters
- What you do works
- Follow the research
- Beware of false advertising
- Always keep the big picture in mind



**I GET BY WITH A LITTLE HELP FROM MY FRIENDS**



**EXERCISE #1**

- Work with one other person
- General rule for all practice exercises: Don't be in the same group with your boss or supervisor

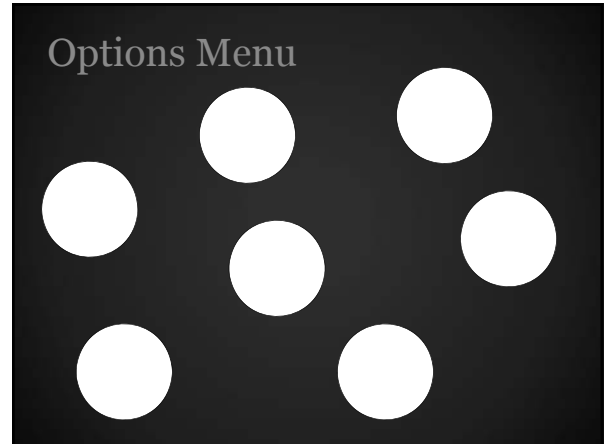
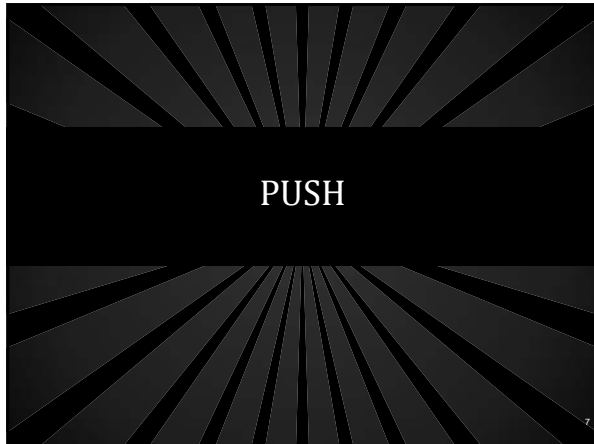
Speaker: Role play a student who needs to follow rules. You feel this is unfair, and somewhat resistant to work on this.

**EXERCISE #1**

Counselor: Find out a little about the client's problem, and then:

- Explain why the student *should* follow rules
- Give at least three specific *benefits* that would result from following rules
- Tell the student *how* to follow rules
- Emphasize how *important* it is for the student to follow rules
- Tell the student to do it.

P.S. This is *NOT* good therapy



Are We Ready?

0 1 2 3 4 5 6 7 8 9 10

Motivation = importance + Confidence

TAKE-AWAY MESSAGE

- People change
  - We have proof
- Punishment alone does not reduce recidivism
  - We have proof
- When all else fails, get back to the basics
  - Effective treatment gets young people to change the way they think and gets families to support those changes
  - **We will never change the way they think; they have to**

TAKE-HOME MESSAGE

- Change Talk
- Acceptance
- Less Is More
- Righting Reflex
- Michelangelo Belief
- Autonomy and Choice

2013 PRACTITIONER'S DEFINITION

- Motivational interviewing is a person-centered counseling style for addressing the common problem of ambivalence about change.

### 2013 TECHNICAL DEFINITION

- Motivational interviewing is a collaborative, goal-oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.

### THE SPIRIT OF MOTIVATIONAL INTERVIEWING

- Partnership
- Acceptance
- Compassion
- Evocation

### FOUR PROCESSES

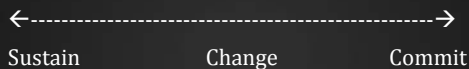
- Engaging
- Focusing
- Evoking
- Planning



### These processes are...

- Somewhat linear
  - E.g., engagement comes first
- And also recursive
  - Engaging happens throughout MI
  - Focusing is not a one-time event;
  - Real treatment involves re-focusing
  - "testing the water" on planning helps

### TALK



There is no such thing as "resistance"

There is discord and sustain talk

"I'm not gonna; you can't make me"

### CHANGE TALK

- Desire "I want to..."
- Ability "I can..."
- Reason "There are good reasons to..."
- Need "I need to"

### RESPONDING TO CHANGE TALK

- *When you hear change talk, don't just stand there!*
- Elaborate (tell me more)
- Affirm
- Reflect
- Summarize

### GETTING MOVING: OARS

- Open questions
- Affirmations
- Reflections
- Summaries

### REFLECTIVE LISTENING

- Simple Reflection
  - Exact words
  - Closely related words
- Complex Reflection
  - Continuing the paragraph
  - Reflecting emotion
- Double-Sided
- Amplified

### ENGAGING

- Spirit factors
- Open questions
- Affirmations
- Reflections
- Summaries

### FOCUSING

- Developing a clear direction and goal
- Sometimes the change goal is clear; very often it's not!
- Possibilities:
  - Clear Focus
  - Agenda Mapping (options menu)
  - Clarifying

### EVOKING

- Eliciting Change Talk
  - Desire, Ability, Reason, Need
  - A clear focus is a prerequisite
- Change and sustain talk:
  - Two sides of the same coin
  - "Dancing with Discord"



### OBJECTION OVER-RULED

- These are over-arching trends
  - Can't always find studies to support every view
- Collaboration can and does work with the most stuck people
- Therapeutic skills are not basic
  - Years of deliberate practice to master
- Your population is not as different as you think

