

MOTIVATIONAL INTERVIEWING (MI)



Kate Collie – Registered Social Worker



Disclaimer

What is MI

“ A collaborative conversation style for strengthening a person’s own motivation and commitment to change”

►Pg 12 - Motivational interviewing: Helping People change (3rd edition)



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Stephen Rollnick



Richard Miller

"No person is completely unmotivated"

Efficacy of MI

"Motivational interviewing in a scientific setting outperforms traditional advice giving in the treatment of a broad range of behavioural problems and disease" (Rubak, Sandbæk, Lauritzen and Christensen, 2005, Pg. 305)

"...a clear pattern emerged indicating that the strategies of motivational interview had a positive effect on intervention group participants, improving their diabetes self-management in psychological and glycemic control" (International Journal of Nursing Studies 49 (2012) 637–644)

"..health care nurses have good experiences with MI as method for health promotion practice.... The nurses in this study have experienced MI as a useful method that can be applied to several different areas of their work" (Brondie & Inoue 2005, Pg. 527)

Patients Experiences with MI

"The nurse understands me when I say what I think..... not just someone saying, "You cannot carry on with that"..... It doesn't work. You must be understood; otherwise, it doesn't help."

"You get respect even if you don't succeed, because it is normal to fail with things now and again."

"I was not being lectured like "Stop that," "Do this or that," but she listens more. I thought that it was very positive."

(Brobeck, et al. 2014)

‘‘It’s in the way she presents it. . .it’s kind of a laid back manner, not standoffish or a lecture. And it works.’’

‘‘[she] then just works along with you and just like opens your eyes and you can actually see what she’s saying and get it.’’

(Dellasega, et al. 2012)



Ambivalence **ISN'T** resistance

INSTEAD

It's a normal process when making change
MI supports the patient to work through
ambivalence

AMBIVALENCE

I need to be
around for my
family

I've tried before
and failed
- It's hopeless

I'd like to have
control of this
diabetes

I feel
overwhelmed, I
have so much
going on



3 Communication Styles



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Directing



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Following



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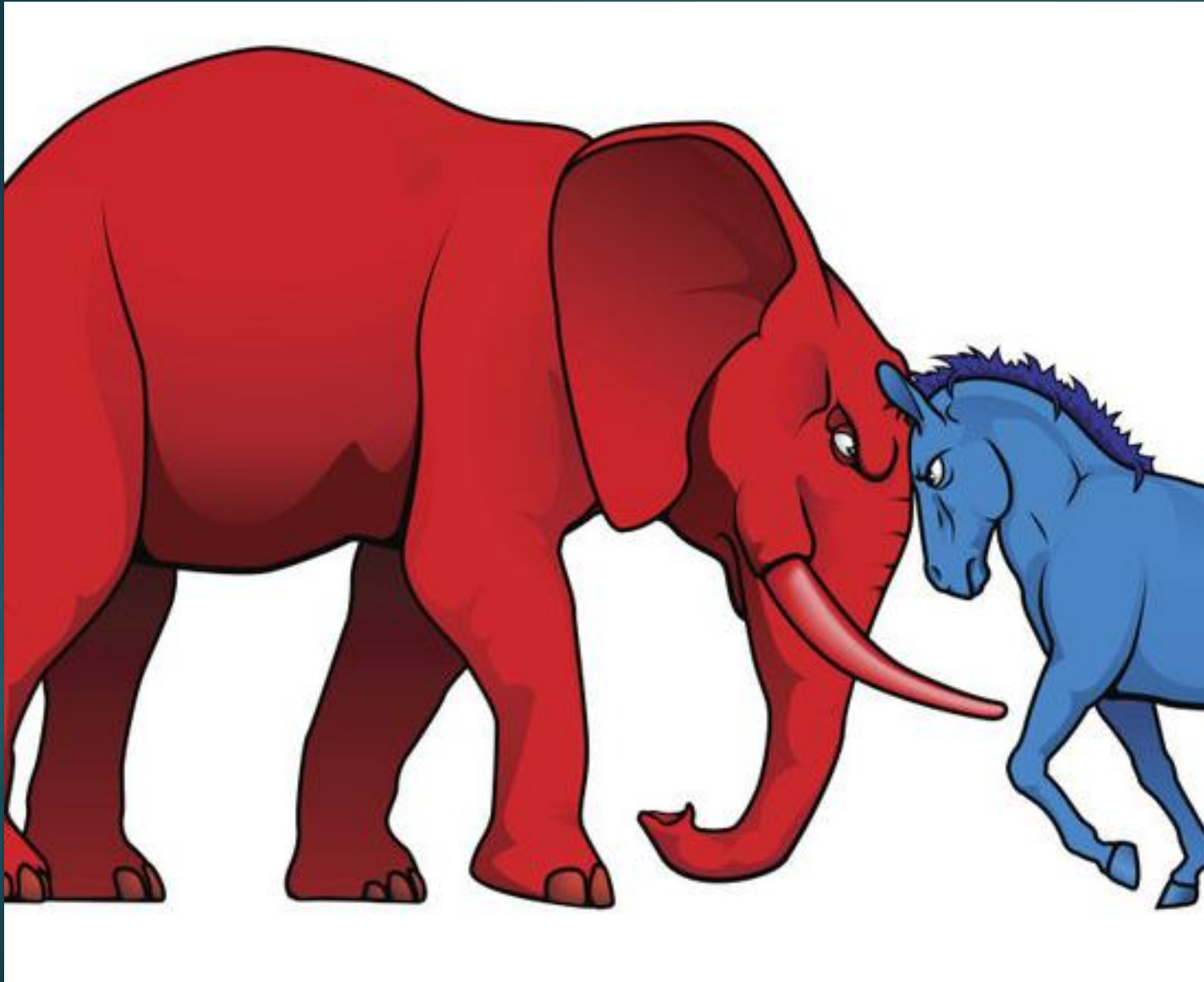
Guiding

Directing “I know how you can solve this problem. I know what you should do.”

Guiding “I can help you to solve this for yourself.”

“I won’t change or push you. I trust your wisdom about yourself, and I’ll let you work this out in your own time and at your own pace.” **Following**





Push for
change
creates push
back,
creates
DISCORD

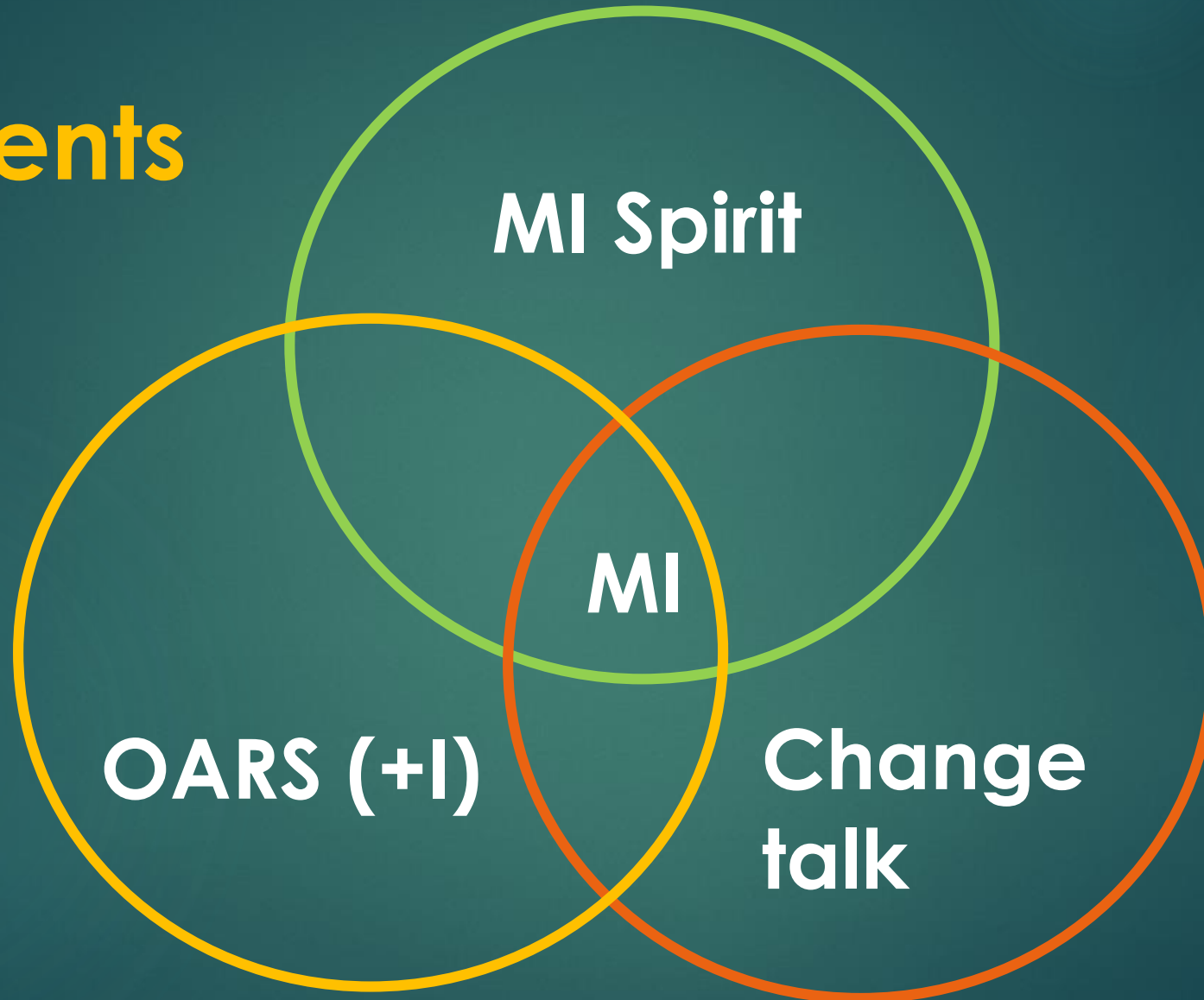


Dance with Discord



The elements of MI

MI Elements



Acceptance

Respect the
clients autonomy,
strengths &
perspectives

Evocation

The best ideas for
change come
from the client

Compassion

To take a non-
judgemental,
non-blaming
stance

Partnership
Working together

MI
Spirit

A diagram illustrating the components of the MI Spirit. A central red circle contains the text "MI Spirit". Four colored rounded rectangles are arranged around it, each with an arrow pointing towards the center. The rectangles are: a yellow one at the top left for "Acceptance", a green one at the top right for "Evocation", a blue one at the bottom right for "Compassion", and an orange one at the bottom left for "Partnership".

Apply 'RULE':

- ✓ **Resist telling them what to do**
avoid directing, attempting to convince
- ✓ **Understand their motivation**
understand their values & barriers to making change
- ✓ **Listen with empathy**
offer them space to find their own solutions for change
- ✓ **Empower**
allow them to have ownership of their wellbeing

Of course I talk to
my self.



Sometimes
I need
expert
advice.

QuotesPics.net

Change talk

When change talk comes from the patient, rather than the clinician, There is more chance for change activation

Listen for:

D - Desire “I want to”

A - Ability “I might be able ...”

R - Reasons “I want to have more energy”

N - Needs “I really should”

Commitments – “I am going to”

Taking steps – “yesterday I”

"Motivational interviewing is not about coercing, convincing, tricking, or persuading a person to change their behaviour."





OARS (+I)



O Open ended questions

Are you in pain vs how do you feel?

A Affirmations

I can see you have tried to make changes
with how you're eating

R Reflections

"I don't like my blood sugars being so high"

reflect:

"so you're concerned about your health"



S Summaries

Gathers together the change talk the patient has made and then it is offered back in a summary

I Information Exchange/Sharing

Clinician offers information and the patient has the knowledge about their situation and what has and has not worked in the past.

Practical support

1737 - 24/7 support from trained counsellors

[Suicide Crisis Helpline](#) – 0508 828 865 (0508 TAUTOKO)

[Healthline](#) – 0800 611 116

www.depression.org.nz - depression support

<https://alcoholdrughelp.org.nz/contact/> - alcohol and drug support

<https://www.anxiety.org.nz/> - anxiety support

<https://quit.org.nz/> - smoking cessation

<http://shakti-international.org/shakti-nz/> - migrant / refugee women experiencing violence

<http://www.rapecrisisnz.org.nz/> - Rape crisis

<http://www.outline.org.nz/> - sexuality or gender identity support



Key messages today

**Not MI
without the
MI spirit**

✓ Partnership

✓ Acceptance

✓ Compassion

✓ Evocation

V
S



"Can we swap glasses? It might help me to see your point of view!"



I RESPECT YOUR AUTONOMY, SWEETIE.
I JUST KNOW I CAN MAKE IT BETTER.



It's not on you
to fix, empower
them to
make change

I THINK I CAN.
I THINK I CAN.
I THINK I CAN.
I KNOW I CAN.

- The Little Engine That Could

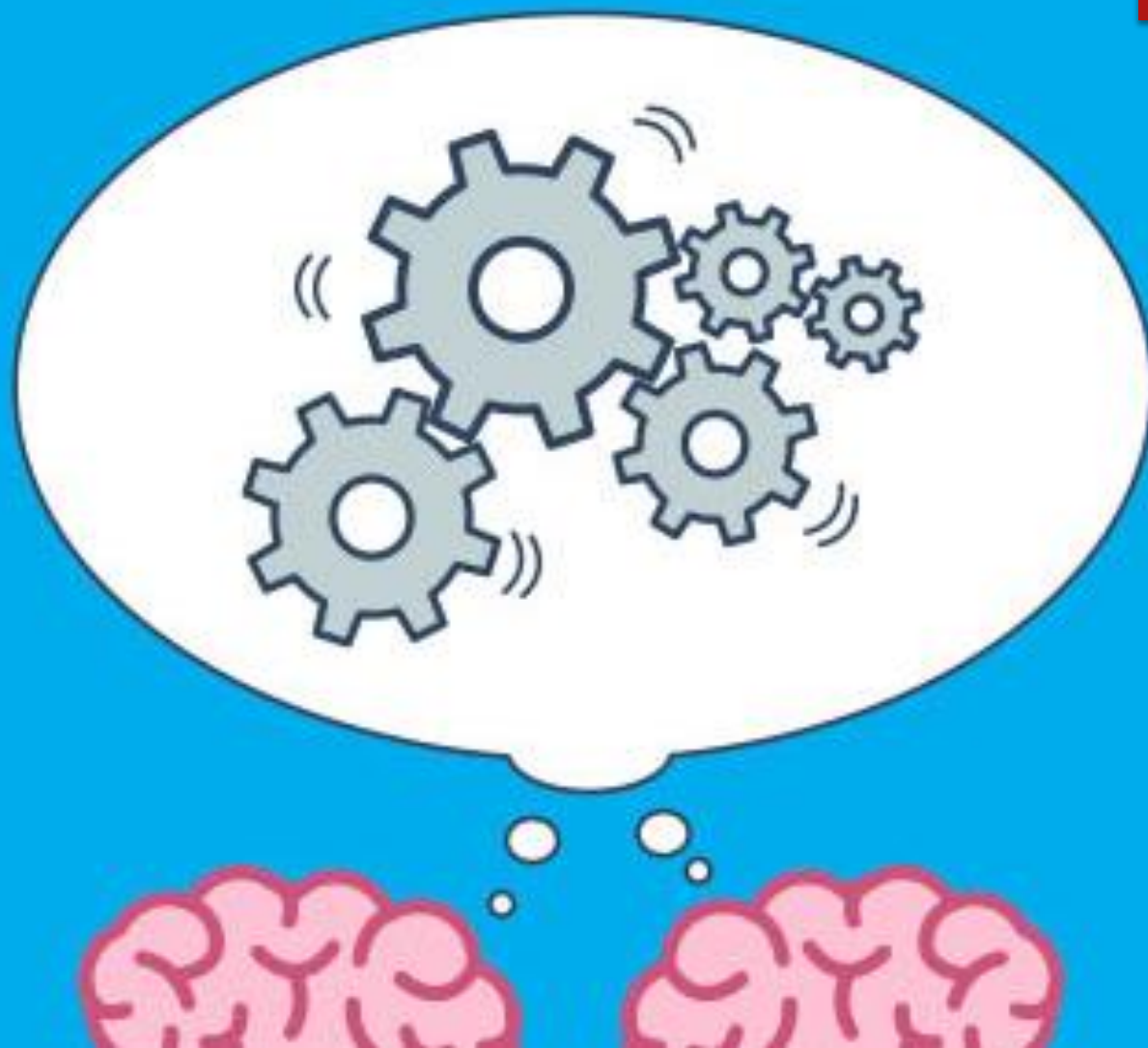


Big Life Journal - biglifejournal.com

Evoke the
change
from the
patient



**EMPATHY
CREATES
TEAMWORK**



"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

Maya Angelou

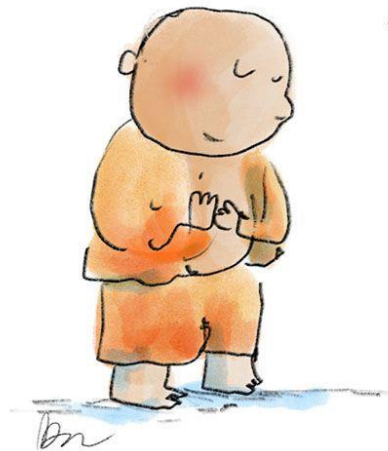




Dance
with
discord

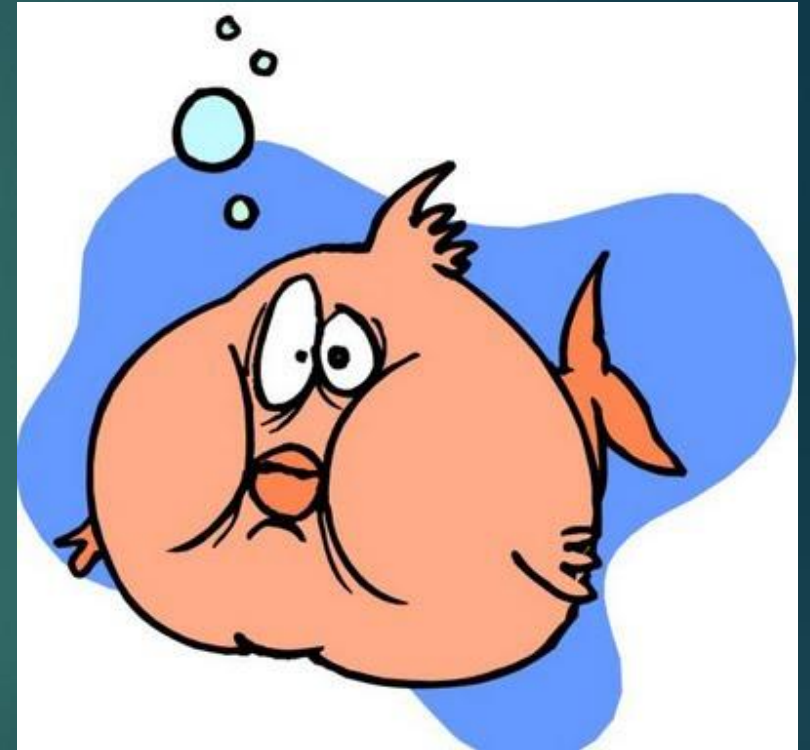
" If your compassion
does not include
yourself, it is
incomplete."

- Jack Kornfield



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Breathe Tool



Further information & Resources

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