

Motivational Interviewing: an Interactive Workshop

NICOLE ANZAI & ANNA E. EPPERSON, PHD

Stanford Prevention Research Center

MI in Clinical Research

Community-Based Tobacco Treatment Clinical Trials

- Project Total IMPACT (SF Bay Area) – Unemployed Job Seekers
- HEALTHH (Rural Alaska) – Alaska Natives





**From a place of
humility**



DANCING NOT WRESTLING



On a scale of 1 to 10, how much is MI a part of your current practice?

1	2	3	4	5	6	7	8	9	10
Not at all									
Extremely									

- What made you choose a ____ and not a 1?
- What would it take you to get to a 10?

Agenda

Reflections

Summaries

Offering Advice

Ask Permission

Style and Spirit

Troubleshooting

Roll with Resistance

Explore Change Talk

Open-ended Questions

MI Challenges

How long do we listen/reflect/summarize before moving forward with action steps?

How do we find the balance between truly understanding the root issue and getting to action?

How do we get out of the “stuck” place where a participant’s answers might be “I don’t know”?

Boundaries and personal stories

How do we respond when a participant keeps coming back to the statement “I just need to do it” without engaging in how-to steps?

Questions for Evoking change talk

Not ready for change

Resistance Pitfalls

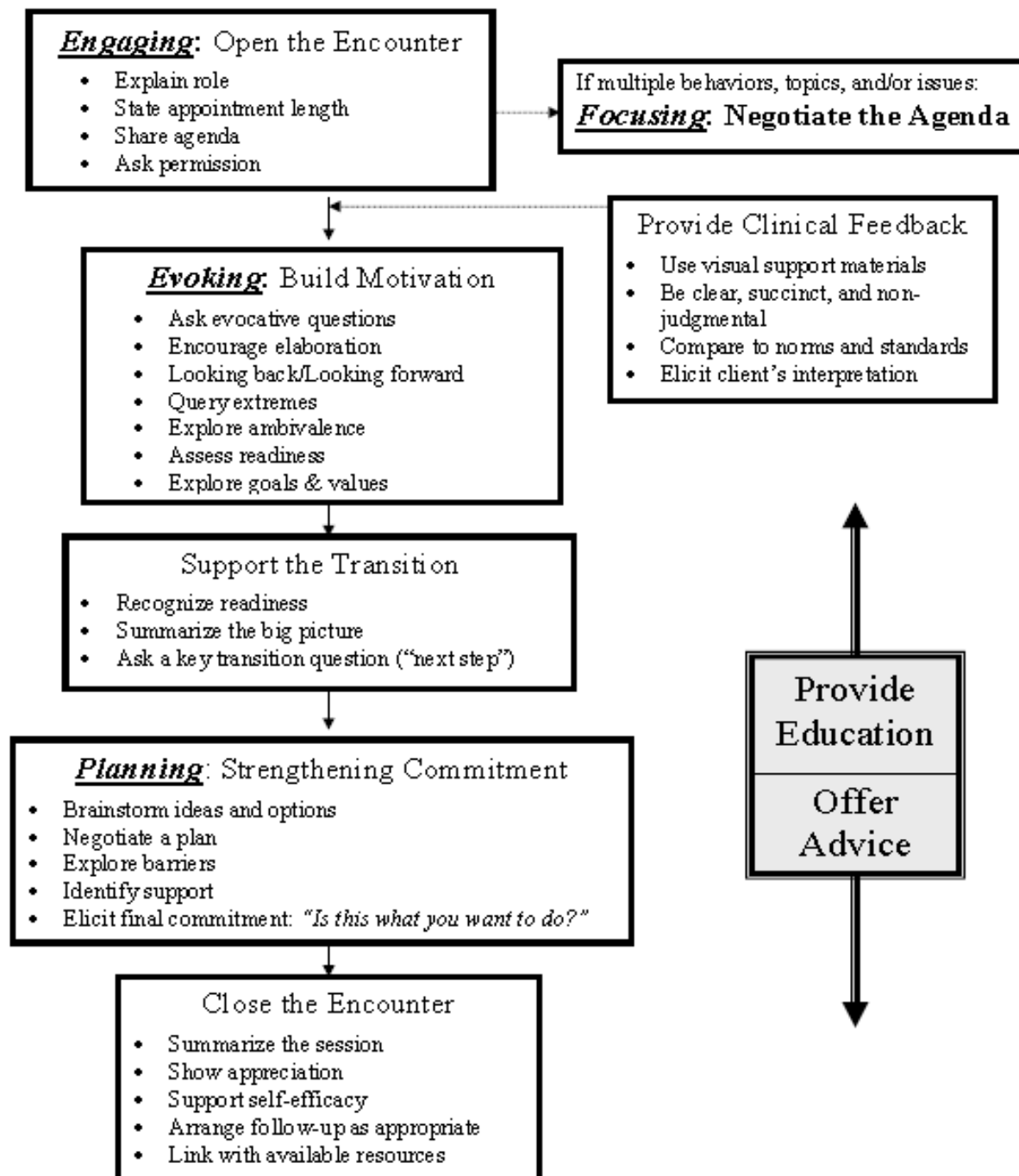
Dealing with maintenance person

Incorporating core values

**“How long do we
listen/reflect/summarize
before moving forward with
action steps?”**

(ESPECIALLY IN A 20 MINUTE SESSION)

Session Layout



“How long do we listen/reflect/summarize before moving forward with action steps? (especially in a 20 minute session)”

- Set the schedule ahead of time
- Succinct reflections/summaries
- Ask questions that move the conversation forward
- Ask permission to interrupt/move forward
- Leave time to summarize and voice confidence

“Similarly, how do we find the balance between truly understanding the root issue and getting to action?”

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- Complex value-based reflections
- Disarming questions
- Avoid premature action-planning
- Mediate expectations and offer a referral for some issues
- Show empathy without attachment to the outcome



**“How do we get out of the
“stuck” place where a client’s
answers might be “I don’t
know,” “I don’t know,” and
they’ve presented challenges,
we’ve reflected them, and we
don’t know where to go?”**

“How do we get out of the “stuck” place where a participant’s answers might be “I don’t know”, “I don’t know”, and they’ve presented challenges, we’ve reflected them, and we don’t know where to go?”

- Leaving space for silence
- “Devil’s advocate” reflection
- Ask permission to offer suggestions
- Try a different angle
- Meeting someone where they’re at
- Top 3 or most manageable changes

“Are you a smoker?”

AND OTHER PERSONAL QUESTIONS

Boundaries and personal stories

- Client-centered approach
- Reflect: “you’re wondering if/how others deal with...”
- Ask permission to address sensitive topics
- Share your years of professional experience from helping others with similar issues



“How do we respond when a participant keeps coming back to the statement “I just need to do it” without engaging in how-to steps?”

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- What would that look like for you
- Validating motivation to change
- Challenging them to problem solve
- What’s holding you back



“I don’t want to talk about it”

Not ready for change

What would need to be different for you to think about changing?

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If you ____ how would your life be different?

What would be the first sign you _____.

How would others say you're different?

If you were to decide one day to change, how do you think you might do it?

What's stopping you from putting ____ at the top of your list?

“How do I incorporate core values?”

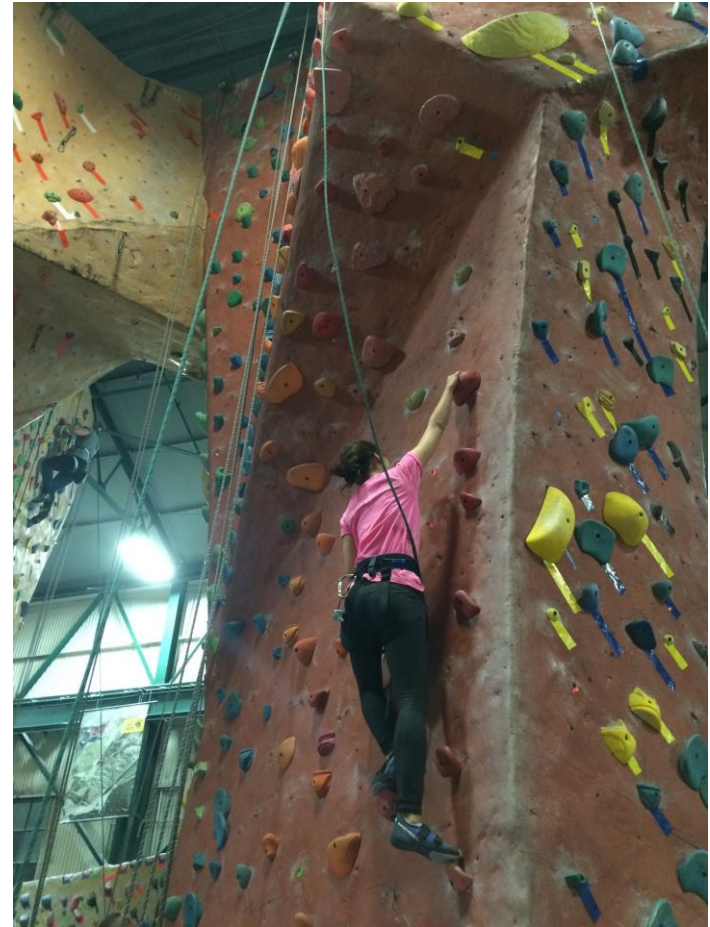
Incorporating core values

- Summarize with a core value included
- Ask: what's next?
- What might you do to support that value
- Ask about strengths
- Affirmations
- Summarize the decision
- Express confidence



Dealing with maintenance person

- Validation
- Tell me more
- What's working for you
- Motivation
- Social support
- Relapse prevention
- Presenting challenges



On a scale of 1 to 10, how motivated are you to use MI in your practice?

1	2	3	4	5	6	7	8	9	10
Not at all									
Extremely									
Important									
Important									

Training and Other Resources

Training

AIM for Change

Instructor: Steven Malcolm Berg-Smith, MS

smalcolmb@earthlink.net & www.berg-smithtraining.com

Other Resources

- MINT Motivational Interviewing Network of Trainers
www.motivationalinterviewing.org

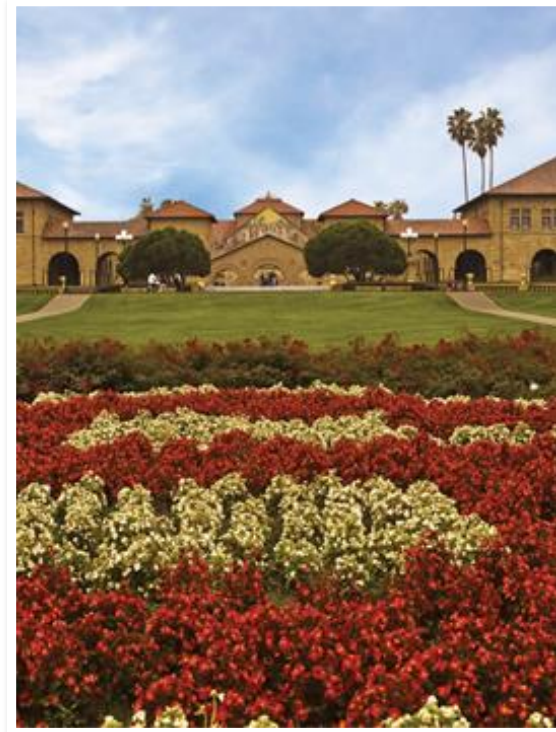
Contact Us

Nicole Anzai
nanzai@stanford.edu

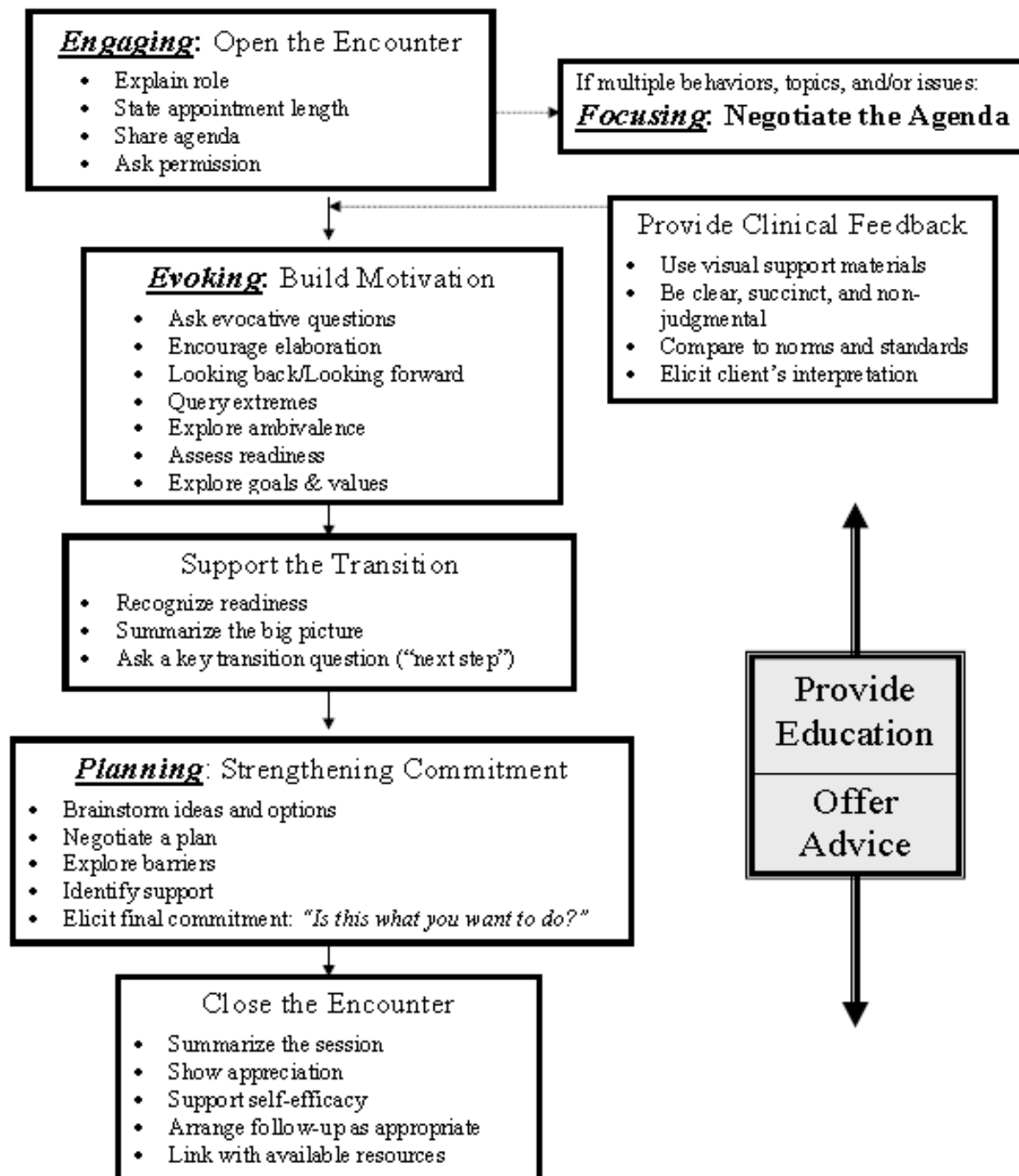
Anna E. Epperson
aepper@stanford.edu

Questions?

THANK YOU



Session Layout



Role Play/Real Play

Physical
Activity

Work/Life
Balance

Using
MI

Nutrition

Sleep

Stress

Session Layout

Open with

- ✓ Name
- ✓ Your Title
- ✓ Time: 2 min
- ✓ Topic
- ✓ Ask permission



Eliciting change talk

On a scale of 1 to 10, how IMPORTANT is it for you right now to change?

1 _____ 2 _____ 3 _____ 4 _____ 5 _____ 6 _____ 7 _____ 8 _____ 9 _____
_10

Not at all

Extremely

Important

Why are you at a ____ and not a 1?

What would it take you to get to a 10?

On a scale of 1 to 10, how CONFIDENT are you right now that you could change?

1 _____ 2 _____ 3 _____ 4 _____ 5 _____ 6 _____ 7 _____ 8 _____ 9 _____
_10

Not at all

Extremely

Confident

Goals

- Explore ambivalence
- Minimize resistance
- Evoke change talk
- Amplify discrepancies between present behavior and client's larger goals and values
- Reinforce the positives
- Build hope and confidence

Reflection

Simple Reflections:

- Repeating (repeats an element of what the patient said)
- Rephrasing (uses new words)
- Ways to open:

So you feel...

It sounds like you...

You're wondering if...

It seems to you that...

You're feeling...

So you...

Examples:

1. I try to take them like the doc says, but it's not so easy, when I don't have a roof over my head.
 - **It's hard to remember to take them when you're living outside**
2. I'm sick and tired of everyone being on my case.
 - **Everyone is on your case.**

Reflection

Complex Reflections (forward moving):

- Paraphrasing (makes a guess to unspoken meaning)
- Reflection of feeling (deepest form; a paraphrase that emphasizes the emotional dimension through feeling statements)



Example:

I'm sick and tired of everyone being on my case.

- **You're sick and tired and ready for a change.**

Reflection Practice

Ann. 1

“I’ve had trouble keeping a healthy weight for as long as I can remember.”

Bill. 1

“I don’t think I’ll ever be able to keep a normal sleep schedule. I’m too unorganized and procrastinate on everything.”

Christina. 1

“There’s nothing I can do about my job stress level. My work is always going to be out of my control.”

Daniel. 1

“I know I need the medication but I really don’t like the way it makes me feel.”

Reflection Practice

Ann. 1

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Bill. 1

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Daniel. 1

“I know I need the medication but I really don’t like the way it makes me feel.”

Open-ended Question Practice

Ann. 2

“When I diet I get irritable and all I can think about are sweets.”

Bill. 2

“It’s really hard to get to bed at a reasonable time when I have two little ones at home and I always have to take work home.”

Christina. 2

“Everyone in the office is so unorganized and I always have to do everything myself or else no one will and I can’t change that.”

Daniel. 2

“I try to keep to a schedule for my medication but I always end up telling myself I will take it later and then missing doses.”

Session Layout

Open ended questions

- Listen, reflect



Tools

- Listening
- Encouragers
- **Open ended questions**
- **Affirmations**
- **Reflections**
 - Selectively reflect the change talk
- **Summarize**
 - Less is more
 - Helps the person feel more organized
 - Say things in new ways and capture the feeling
 - Capture the change talk
 - Focus on the positives



Forward Progress

Explore, Offer, Explore

Explore:

- Ask what the client knows, has heard, or would like to know.
- Reflect.

Offer:

- Ask permission to share.
- Offer information in a neutral, concise, nonjudgmental manner.

Explore:

- Ask about thoughts, feelings, and reactions
- Reflect

Pros and Cons

Rulers

Practice Explore, Offer, Explore

- **Explore**

- *What do you already know about the treatment program?*
- *When it comes to diabetes, what would be most helpful to know more about?*
- *What's made it easy for you to take your medication?*

- **Offer**

- *Others have benefited from...*
- *Folks have found...*
- *What we know is...*
- *Research suggests...*
- *Studies have shown...*
- *What we generally recommend is...*
- *Some patients in your situation...*

- **Explore**

- *What do you think about this information?*
- *Based on these ideas for healthy eating, what could you see yourself doing?*
- *In terms of you living on the streets, what concerns you the most?*
- *Where does this leave you in terms of taking the medication regularly?*
- *I've given you a lot of information about the housing program.*
- *What thoughts or questions do you have about what I've said?*

Reflection Practice

Ann. 3

“I really should eat well and exercise to keep my diabetes under control.”

Bill. 3

“Do you always get 8 hours of sleep?”

Christina. 3

“Others have offered to help me out with my workload but I just worry that they won’t do it the way I want the job done, you know what I mean?”

Daniel. 3

“If I put in a little effort, I know I could get a better balance between work and home.”

Practice Closing a Session

Summarize

Ask about next steps, offer resources

Close

Appreciation

Voice confidence

