Motivational Interviewing 101:

Anyone can do Motivational Interviewing (MI)

- Utilize 5 A’s, 5 R’s- Handouts provided

Non-judgmental- Most Important!

- Your view of this person is going to have a profound impact with how you interact with them.
  - Remind yourself to see this person as a capable, intelligent individual who can successfully make a change.

What MI is NOT:

- A way to get people to change if they don't want to.
- A way to trick people into making a change.
- A guaranteed fix to all behavior change problems.

The “Main 4”

1. Express Genuine Empathy
   a. People open up when understood
2. Develop Discrepancy
   a. Identify gap between goals and present behavior
3. Roll with Resistance
   a. Don’t push back, resistance takes 2
4. Support Self Efficacy
   a. You can’t change until you believe you can

Overall goal with Motivational Interviewing is to guide the person towards solving their own challenges and ambivalence (not to offer them a solution).

- When we come up with our own solution, we're more likely to follow it through.
- Offering advice can also set up “Yeah, but…”, and gives a chance for excuses. (Try to avoid this!)
MI Guidance:

- Open Ended:
  P: “Tell me about your plan to quit smoking...”

- Reflective Listening:
  C: “I know I could quit smoking if I tried, I’m just not ready yet.”
  P: “You feel like you’re in control of your smoking.” Or “You don’t feel like the time is right.”

- Affirmations:
  P: “You’ve already cut down to 3 cigarettes per day, that’s fantastic progress.”

- Summary Statements:
  P: “It sounds like you’ve made some progress since last time we spoke. You have cut back to 5 cigarettes per day, and you mentioned that you don’t really miss the ones you’ve cut out. At the same time you’re nervous about cutting back further because of some stressful situations that have been happening over the past week. What else?”

Skills to Use: CHANGE TALK

Desire (I want..., I wish I could..., I’d like to...)
Ability (I could..., I can..., I’d be able to...)
Reason (I should because..., It would really help with...)
Need (I need to..., I have to...)
Commitment (I will..., I promise...)
Activating (I am going to...)
Taking Steps (I have already...)

Develop a Change Plan

  “I will try to quit smoking”
  VS.
  “Starting on Monday, I will cut back on 1 cigarette per day until I have reached zero cigarettes.”