

Motivational Interviewing

Exploring and Enhancing Motivation
for Change:
Part 2
From Preparation to Action

4/25/2012

Strategic Initiatives

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Objectives Part 2

Review:

- Why Motivational Interviewing (MI)?
 - Spirit of MI
- Communication / Counseling Traps
- Stages of Change

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Objectives Part 2

- Stages / Processes of Change
 - Contemplation
 - Preparation
- MI Elements
 - Rolling with Resistance
 - The Matrix: Decisional Balance
 - A. R.O.S.E.

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Why Motivational Interviewing?

Review

- Focuses on Person's Choice (client-centered)
- Promotes Communication, Empathy, Dignity, and Hope
- Invites Change and Recovery



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Spirit of Motivational Interviewing

Practice #1

- ✗ *Motivation to change is elicited from the client, and not imposed from without.*



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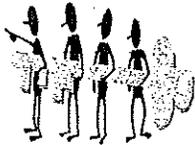
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Spirit of Motivational Interviewing

Practice #2

- *It is the client's task, not the counselor's, to articulate and resolve his or her ambivalence.*



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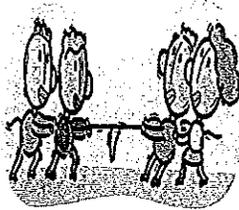
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Spirit of Motivational Interviewing

Practice #3

- *Direct persuasion is not an effective method for resolving ambivalence.*



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Spirit of Motivational Interviewing

Practice #4

- *The counseling style is generally a quiet and eliciting one.*

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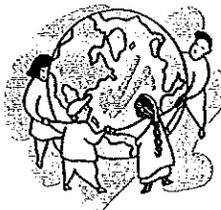
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Spirit of Motivational Interviewing

Practice #5

- *The counselor is directive in helping the client to examine and resolve ambivalence.*



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Spirit of Motivational Interviewing

Practice #6



- *Readiness to change is not a client trait, but a fluctuating product of interpersonal interaction.*

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Spirit of Motivational Interviewing

Practice #7

- *The therapeutic relationship is more like a partnership or companionship than expert/recipient roles.*



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Traps

Traps increase counter-motivation.

Avoid Traps...

- Question / Answer Trap
- Confrontational / Denial Trap
- Expert Trap
- Labeling Trap
- Premature Focus Trap
- Blaming Trap

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Traps

- ❖ Questions / Answer Trap
 - ❖ questions leading nowhere
- ❖ Confrontational / Denial Trap
 - ❖ arguing back and forth
- ❖ Expert Trap
 - ❖ giving the right answers

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Traps

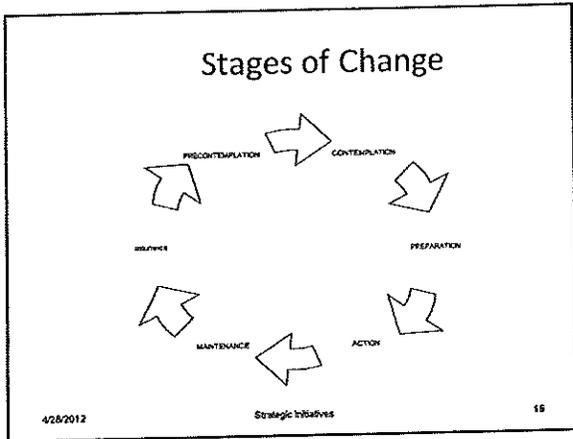
- ❖ Labeling Trap
 - ❖ Continuously diagnosing the person, their feelings, and/or their behaviors
- ❖ Pre-Mature Trap
 - ❖ Continuously focusing on quick answers
- ❖ Blaming Trap
 - ❖ Continuously looking for "scapegoats" by individual and/or counselor

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Stages of Change

- Pre-contemplation = person is not engaged, there is no connection
- Contemplation = person is engaged, exploring options and possibility to change
- Preparation = person is exploring a plan of action
- Action = person is ready to execute, person executes
- Maintenance = person is involved
- Recurrence = person could go back one or more stages

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Stages / Processes of Change

CONTEMPLATION
 V
 *Pro's / Con's
 *MATRIX
 *Rolling with Resistance
 *A ROSE
 *Change Talk / DARN
 V
 Environmental Re-evaluation
 Self Re-evaluation

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MI Elements

When using Motivational Interviewing...

➤ Counselors roll with resistance by:

- Reinforcing the person's self motivation.
- Addressing oppositional views as serious and/or alternative points.
- Seeing oppositional views as motivational views.
- Seeing oppositional views as part of the person's ambivalence.

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MI Elements

When using Motivational Interviewing...

- Counselors evaluate the person's readiness for change. Don't jump ahead of the person -
 - Use **The Matrix** and **A ROSE**
(Affirmations, Reflective Listening, Open-Ended questions, Summaries, and Elicit Change Talk)

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MI Elements: The Matrix / Decisional Balance

BENEFITS OF PRESENT STATUS	DISADVANTAGES OF CHANGE
BENEFITS OF CHANGE	DISADVANTAGES OF PRESENT STATUS

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MI Elements: The Matrix / Decisional Balance

➤ Exercise

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**MI Elements:
The Matrix / Decisional Balance**

<p>BENEFITS OF PRESENT STATUS</p> <p>I COULD USE MY MONEY FOR CIGS, AND COFFEE.</p> <p>I HAVE CONTROL OVER MY MONEY.</p>	<p>DISADVANTAGES OF CHANGE</p> <p>I WILL NOT GET MY CIGS, AND COFFEE REGULARLY.</p> <p>I HAVE NO CONTROL OVER MY MONEY.</p>
<p>BENEFITS OF CHANGE</p> <p>THE FIGHTING AT HOME WILL SLOW DOWN.</p> <p>I COULD HELP MY MOTHER / FAMILY.</p>	<p>DISADVANTAGES OF PRESENT STATUS</p> <p>THERE IS FIGHTING AT HOME DAILY. I AM NOT HELPING MY MOTHER / FAMILY.</p>

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**MI Elements:
A ROSE**

- ❖ The counselor does not prescribe to any specific / traditional technique (i.e., psychoanalysis, etc.)
- ❖ Allow person to choose their own path... and come out smelling like **A ROSE**
 - ❖ Affirm the person = be positive about strengths
 - ❖ Reflect = reflective / active listening
 - ❖ Open ended questions = no short answers
 - ❖ Summarize = draw person's own opinion
 - ❖ Elicit Change Talk

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**MI Elements:
A ROSE**

- A ROSE (**A**ffirm, **R**eflect, **O**pen, **S**ummarize, **E**licit)
- Affirm
 - continuously comment positively on the person's strengths, efforts, intentions, and opinions
 - Example
 - "I am very happy that you came to see me today. I am sorry that you missed the last two appointments."

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MI Elements:
A ROSE

➤ Exercise

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MI Elements:
A ROSE

➤ A ROSE (Affirm, Reflect, Open, Summarize, Elicit)

➤ Reflective Listening

- seek to summarize what the person means
 - repeat = restate what the person stated
 - (simple reflection)
 - rephrase = restate using a few different terms
 - paraphrase = restate by using different terms and adding a possible connection or meaning not originally implied (amplified reflection)
 - reframing = carefully change point of view into a positive statement

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MI Elements:
A ROSE

➤ Exercise

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**MI Elements:
A ROSE**

- ❖ A ROSE (Affirm, Reflect, Open, Summarize, Elicit)
 - ❖ Open Ended
 - ❖ open ended questions encourage discussion
 - ❖ open ended questions never start with a verb or action word
 - ❖ Example
 - ❖ Are you going to the doctor? Is she coming to see you? Do you want to live here?
 - ❖ open ended questions should start with suggestions and a "W" question
 - ❖ Example
 - ❖ Please, explain to me what happen last night?
 - ❖ Please, tell me again where would you like to work?

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**MI Elements:
A ROSE**

➤ Exercise

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**MI Elements:
A ROSE**

- A ROSE (Affirm, Reflect, Open, **Summarize**, Elicit)
 - Summarize
 - review with person his/her perspective about the conversation and potential/decision for change

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MI Elements:
A ROSE

➤ Exercise

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Stages / Processes of Change

Preparation

- Clients are responsible for their progress. Emphasize their personal control.
- MI focuses on clients' sense of self-efficacy.

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MI Key Elements in Action:
A ROSE

- Elicit Change Talk

We need to give a D.A.R.N.!!!!!!!

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**MI Key Elements in Action:
A ROSE**

➤ **Elicit Change Talk**

- Person's resistance typically is a behavior evoked by environmental conditions.
 - Counselor invites person to argue for change
 - Counselor explores and elicits commitment words
 - Desire, Ability, Reasons, and Need

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**MI Key Elements in Action:
Summary**

- People are responsible for their progress.
- MI focuses on the person's sense of self-efficacy.
 - The key is that **motivation comes from within!!!!**
 - Continuously look for
 - How Ready (Do you want to change?)
 - How Willing (Do you have the desire?)
 - How Able (Do you have the confidence?)

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Stages / Processes of Change

Preparation

V

*A ROSE

*Change Talk / DARN

V

Self Re-evaluation

Environmental Re-evaluation

Social Liberation

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Motivational Interviewing
Exploring and Enhancing Motivation for Change
(Based on Miller and Rollnick, 1991, 2002)

• **Open Discussion**



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