



Motivational Interviewing: Motivating Persons Who Misuse Substances

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Several Ways to Motivate People Towards Change

- Rewards
- Punishments / Consequences
- Education / Learning
- Interactions with others*
- Mandates / Laws
- Goals
- Values
- Spiritual



Why do people not change?

- Unaware
- Not important
- Not willing
- Not capable
- Not ready / Timing
- Mixed feelings / Indecisive
- Stuck in patterns
- Actively oppose change



How do interactions with others influence change?

- What can we learn from our own experiences?
- What motivates us?

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Persuasion Exercise

- Pairs
- Each person consider a change would like to make, but has not yet made
 - Something willing to share in training
- Experiential Real Play
 - Follow instructions

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Instructions for First Interaction: Persuasion

- Explain *your reasons* why you think the person should make the change, from your point of view
- List 3 benefits to the person of making this change
- Tell the participant *how* to change – be specific and detailed with plans of what to do.
- Emphasize how *important* it is for person to make the change, what will happen if person does not change.
- Tell the person to do it!

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Instructions for Second Interaction: MI

- “Why would you want to make this change?”
- “How might you go about it, in order to succeed?”
- “What are the 3 best reasons for you to do it?”
- Summarize what you heard
- Ask, “What will you do next?”

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History of Motivational Interviewing (MI)

- Since the 1980s with alcoholism
- Alternative to confrontational approach
- Added to additional treatments
- Based on multiple theories
 - Focus on person's motivations
 - Internal responsibility for change
 - Reduce reactance



What is MI?

- Communication strategies
 - Collaborative
 - Person-centered
 - Guiding / Directive
 - Builds motivation
- "...it is fundamentally a way of being with and for people--a facilitative approach to communication that evokes natural change."

--Miller & Rollnick, 2002



What MI is NOT:

- A replacement for:
 - Other motivational strategies
 - Institutional policies
- Assessment strategy
- Panacea
- Easy or quick to learn
- Tied to stages of change model
- Rogerian therapy or supportive counseling



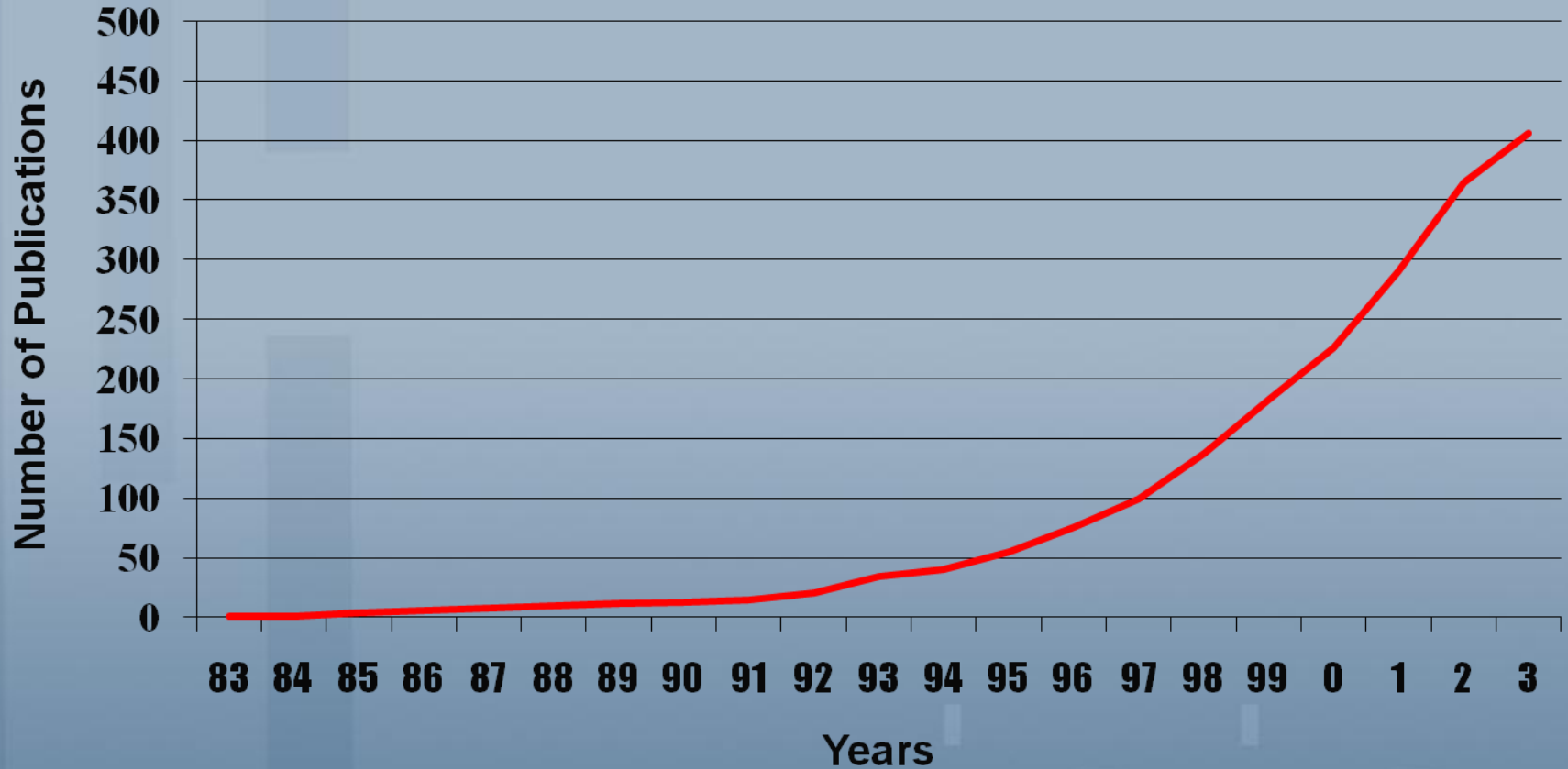
Why be interested in MI?

Research showing improved outcomes with:

- Addictions
- Gambling, diet, & exercise
- Medication adherence
- Co-occurring mental disorders
- Homeless teens
- Correctional settings

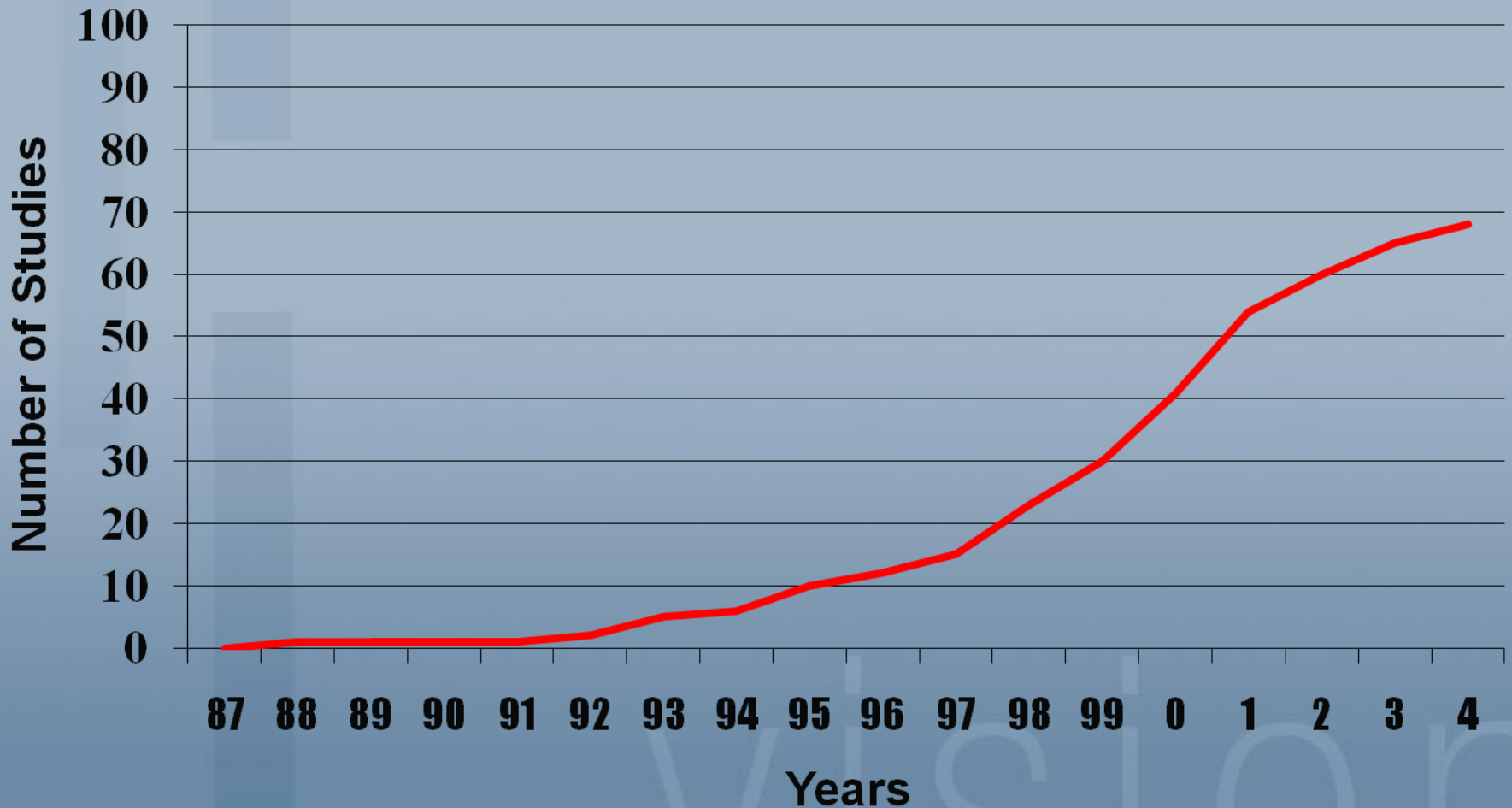


Number of MI Publications



Source: www.motivationalinterview.org/library/biblio.html

MI Outcome Trials



Source: www.motivationalinterview.org/library/biblio.html



Types of Comparisons

- MI vs. Specified Treatment (25)
- MI vs. Treatment as Usual (6)
- MI vs No Treatment / Placebo (21)
- MI added to Specified Treatment (7)
- MI added to Treatment as Usual (5)
- Mixed Designs (6)

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Where was MI evaluated?


- Outpatient clinics (15)
- Inpatient facilities (11)
- Educational settings (6)
- Community organizations (5)
- G.P. offices (5)
- Prenatal clinics (3)
- Emergency rooms (2)
- Halfway house (2)
- EAP
- Telephone (3)
- In home (1)
- Prisons, Jails (2)
- Mixed (7)
- Unspecified (8)



Samples Characteristics (N = 14,267)

- N = 21 to 952 Mean = 198
- Males = 54.8% Range = 0 to 100%
- Mean Age = 34 Range = 16 to 62
- Ethnic minorities: 43% (N = 37)

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Summary of Outcome Findings

Robust and enduring effects when MI is added to interventions:

- MI increases retention
- MI increases adherence
- MI increases staff-perceived motivation

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Other Reasons for Use of MI

- Can be brief
- Works well with other approaches
- Strategies for persons:
 - High levels of resistance
 - High levels of anger
 - Entrenched in patterns
- Reduces staff burnout

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Audience check in

- Questions
- Comments

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Elements of MI

Person-Centered



Guiding / Directive



Principles of MI

1. ***Express Empathy***
2. ***Roll with Resistance***
3. ***Develop Discrepancy***
4. ***Support Self-Efficacy***

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Spirit of MI

- **Autonomy..... vs. Authority**
- **Collaboration.... vs. Confrontation**
- **Evocation..... vs. Education**

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Person-Centered Communication (OARS)

- Open-ended questions
- Affirmations
- Reflective listening
- Summaries

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Barriers to Person-Centered Communication

- Ordering, directing, or commanding
- Warning or threatening
- Giving advice prematurely
- Persuading with logic, arguing, lecturing
- Moralizing, preaching, telling clients their duty
- Judging, criticizing, disagreeing, blaming
- Agreeing, approving, praising
- Shaming, ridiculing, name calling
- Interpreting, analyzing

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Eliciting Change Talk

DARN-CAT

- **Desires**
- **Abilities**
- **Reasons**
- **Needs**

- **Commitments**
- **Activation**
- **Taking steps**



Responding to Change Talk & Negotiating Change Plan

I'm not really sure I can do what you asked me to do. I've made some progress last week, but then I slip back to my own patterns. I keep telling myself I need to get this done to stay on track, but then I don't do it. I know I'd feel better if I could get this burden off my back. And, my husband would quit nagging me. It just seems like I don't have the time. I'll try to do better this week.



MI Steps

Engage-ment

- Role Clarity
- Build Trust

Agenda Setting

- Target Behavior
- “What’s on your mind?”

Explore Ambivalence

- “Tell me about your struggle”

Evoke DARN Talk

- “Pros of change; cons of status quo?”

Evoke Commitment

- RECAP all change talk
- “Where does that leave you?”

Evoke Menu of Options

- “What are your options?”

Negotiate Plan

- “What might be some first steps?”
- Evoke commitment

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Audience check in

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Learning MI

- MI is a performance skill.
- Learning MI is an ongoing process of skill development:
 - Knowledge
 - Practice
 - Feedback and Coaching

www.motivationalinterview.org



Eight Stages of Learning MI

1. The Spirit of Motivational Interviewing
 2. OARS Skills
 3. Eliciting Change Talk
 4. Reinforcing Change Talk
 5. Rolling with Resistance
 6. Developing a Change Plan
 7. Consolidating Commitment
 8. Using MI with Other Methods
- (Miller & Moyers, 2006)



Audience check in

- Questions
- Comments

- Additional exercise
 - Guiding
 - Five chair exercise

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References

- Miller & Rollnick (2002) *Motivational Interviewing: Preparing People for Change (2nd Ed)*. NY: Guilford.
- Miller & Rose (2009) Toward a theory of Motivational Interviewing. *American Psychologist*, 64(6): 527-537.

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