

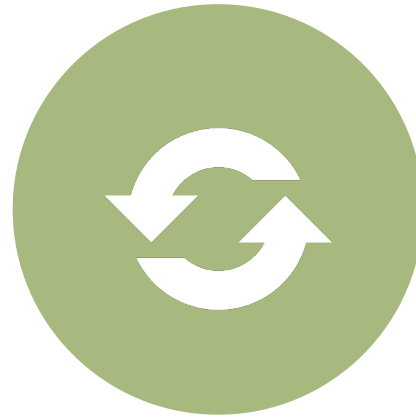
Motivational Interviewing

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Agenda



REASONS INDIVIDUALS
DO NOT CHANGE



STAGES OF CHANGE



TECHNIQUES FOR
MOTIVATING CHANGE

Behavior Change

Reasons why behavior change does not occur

Advantages outweigh the disadvantages

Shame

Low self-esteem

Low confidence

Previous failure

Mental Health

Lack of information

Modeled for them by family

Lack of Resources

Do not know where to acquire the necessary resources

Struggle with problem solving

Nagging/Harassment from others

Stages of Change



PRE-
CONTEMPLATION

NOT YET
CONSIDERING
CHANGE



CONTEMPLATION

THINKING
ABOUT MAKING
A CHANGE



PREPARATION

PLANNING THE
CHANGE



ACTION

MAKING THE
CHANGE



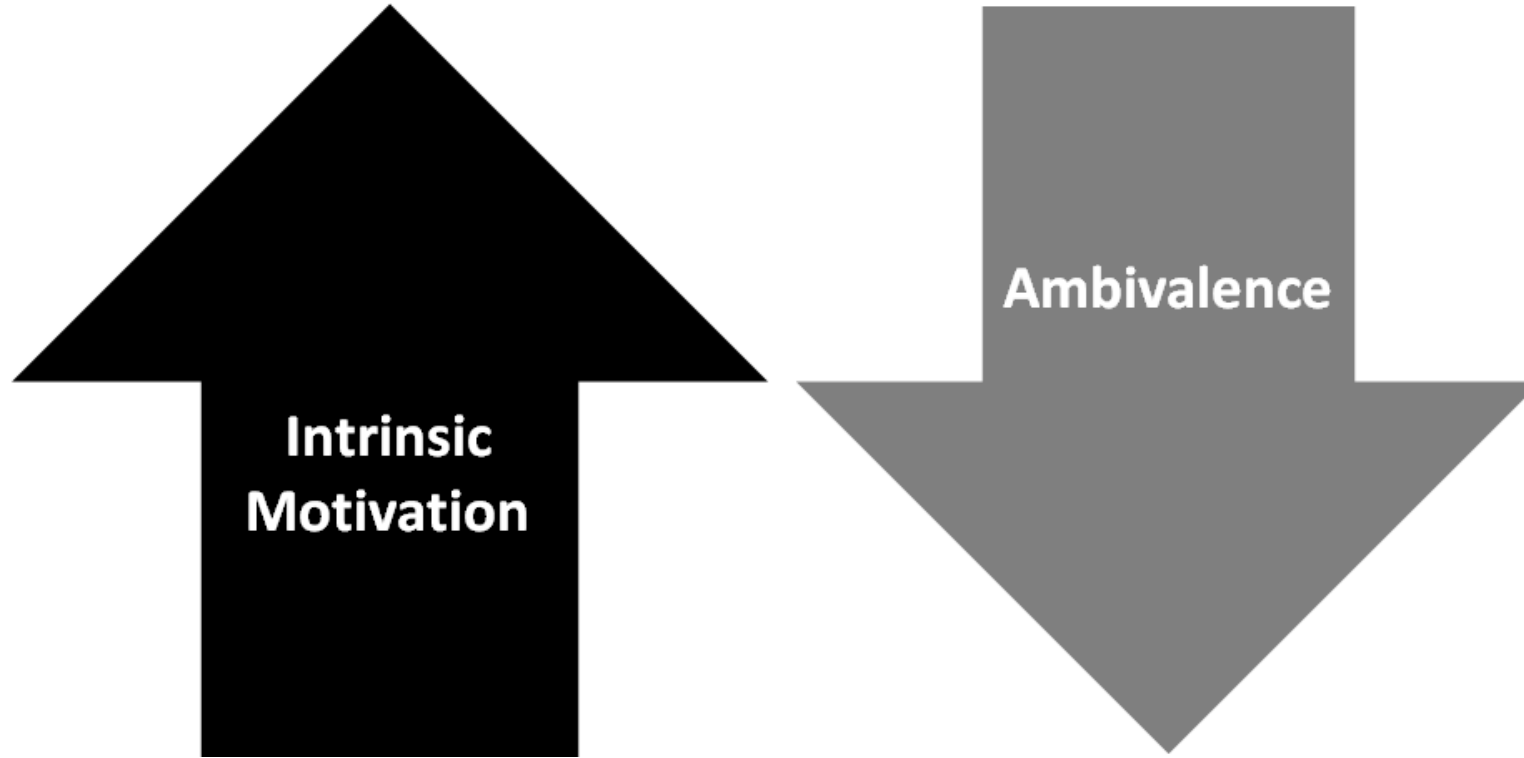
MAINTENANCE

CONTINUING
WITH THE
CHANGE

(Prochaska & DiClemente, 1983; Prochaska et al., 1992)

Motivational Interviewing

The Spirit



Motivational Interviewing



Collaborative Relationship



Dual-Expertise Relationship



Respecting Patient Autonomy

Spirit of MI

Motivational Interviewing

Brief
Interventions



When a provider's approach does not match the patient's stage of change, the product is RESISTANCE

Corresponding Tasks



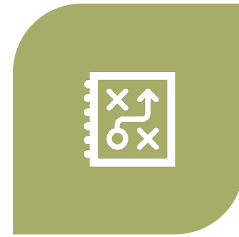
PRE-CONTEMPLATION

SHOW
UNDERSTANDING;
RAISE AWARENESS



CONTEMPLATION

RESOLVE
AMBIVALENCE



PREPARATION

IDENTIFY CHANGE
STRATEGIES



ACTION

INCREASE
SELF-EFFICACY;
REINFORCE



MAINTENANCE

REINFORCE PATIENT'S
SUCCESS; DEVELOP
NEW SKILLS

(Prochaska & Norcross, 2001)



**Respect Patient
Autonomy**

*Resist Righting
Reflex*



**Provide Factual
Information**

*Review
Recommended
Limits*



**Explore Events that Brought Patient
to Appointment**

Pre-
Contemplation



Listen for Change Talk

I wish...

I would like...

It would be better...



Use Screening Measure to Begin the Conversation

"I noticed you marked a five for question three. Would you mind telling me more about that?"



Ask Permission

"Would you mind if we discussed how you feel about [behavior]?"



Use Readiness/Confidence Ruler

"On a scale of 1-10..."

Contemplation

Readiness Ruler

Thinking About Change										
What change(s) are you considering?										
How important is it that you make this change?										
How confident are you that you are able to make this change?										
How ready are you to make this change?										
Readiness Ruler										
Not at all										Very
0	1	2	3	4	5	6	7	8	9	10

- How come you chose a 6 and not a 3?
- What would it take to get you from a 6 to an 8?



Offer Menu of Options



Identify and Lower Barriers



Help with Goal
Setting

Specific

Measurable

Attainable

Realistic

Timely

Preparation



Provide Positive Reinforcement

Action &
Maintenance

Relapse



Frame Reoccurrence as Learning Opportunity
& Normalize Relapse



Explore Antecedents



Instill Hope



Maintain Supportive Contact

Relapse

Summary

Motivational interviewing is a set of skills and spirit of how you interact with patients

- Respecting patient choice (and not pushing them)
- Meeting them where they are at
- Gently and respectfully trying to highlight patient's motivations to change
- Do what we can to help them be successful in the planning, execution, and maintenance of their change

References

- Prochaska, J. O., & DiClemente, C. C. (1983). Stages and processes of self-change of smoking: Toward an integrative model of change. *Journal of Consulting and Clinical Psychology, 51*(3), 390–395. <https://doi.org/10.1037/0022-006X.51.3.390>
- Prochaska, J.O., DiClemente, C.C., & Norcross, J.C. (1992). In search of how people change: Applications to the addictive behaviors. *American Psychologist, 47*, 1102-1114. PMID: 1329589.
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