

Getting to the Heart of Motivational Interviewing

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Motivational Interviewing is...

A person-centered, directive method of communication for enhancing intrinsic motivation to change by exploring and resolving ambivalence

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Ambivalence

▶ Moving from severe ambivalence

▶ Ambivalence

- “Should I or shouldn’t I?”
- “I could but why?”
- “I want to but how?”

The way we speak to people matters

When we confront less & listen more, **resistance goes down**

Spirit of MI

- ▶ Empathic
- ▶ Warm & friendly
- ▶ Compassionate
- ▶ Collaborative
- ▶ Accepting
- ▶ Respectful
- ▶ Optimistic
- ▶ Evoking & listening
- ▶ Honoring of autonomy & choice

Traditional vs. Motivational

The counselor

- ▶ Places the importance on behavior change
- ▶ Controls the interaction
- ▶ May direct/select the goals the person should achieve

The person

- ▶ Determines the importance of the behavior change
- ▶ Feels listened to
- ▶ Shares concerns and needs
- ▶ Is supported in decisions about change and goals

4 Principles of MI

- 1) Express empathy by sharing an understanding with the client of their current situation and/or perspective.
- 2) Help clients explore and identify the discrepancies between *what they want* in their lives and *their current life situation*.
- 3) Understand that resistance and reluctance are **natural** and **not pathological** responses to change.
- 4) Support self efficacy
 - Embrace client autonomy
 - Help clients transition towards successful change with confidence

OARS

- ▶ **These micro-skills are used to help move people towards their goal by clarifying ambivalence and eliciting change talk**
 - Open-ended questions
 - Affirmations
 - Reflections
 - Summarizing statements

Choosing What to Reflect

- ▶ Identify change talk – it flickers
 - *“I don’t know why I am the one that is here talking to you - it’s his fault too. I want to fix it, but how can I when he is not even here?”*
 - Response options:
 - Resistance
 - Ambivalence
 - Change talk

**Motivation to change can increase
when you hear yourself**

***“You want to make things right
with your roommate.”***

Demonstration



What Did You Hear?

- ▶ **Change talk**
- ▶ **Open-ended question**
- ▶ **Affirmation**
- ▶ **Reflection**
- ▶ **Summarizing statement**

Addressing Ambivalence

*So I hear two lists. On the one hand, smoking is a stress reduction and you enjoy smoking at specific times during your day – it's an integral part of your life. **And** I'm also hearing that you've noticed you have some difficulty going up and down stairs, you have a cough pretty consistently, and it has an effect on your home life – specifically your son and his feelings about it.*

Some Common Traps

- ▶ **Righting reflex**
- ▶ **The big hammer**
- ▶ **Confrontation/denial**

Big Picture

- ▶ MI is a way of being with a person that requires restraint, curiosity, and the avoidance of “fixing it”
- ▶ Relationship is key
- ▶ The way we speak is *as important as* what we say

Questions?

For additional information contact:

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**Thank You
For
Joining Us!**

Upcoming Events

**Interpersonal Approaches to Treating Depression in
Adolescents and Adults**

June 13, 2018 | 12-1pm

**Motivational Interviewing: Clinical Updates Within
Substance Abuse Treatment**

June 19, 2018 | 12-1pm

Visit <http://ctacny.org> for more information