

Motivational Enhancement

Session II



MI style

- Facilitator's style is quiet, accepting, attentive, respectfully curious, and guiding
 - rather than overtly persuasive

MI style

Ask permission to provide information, give advice, make suggestions

Ask:

I have some information that may be important in terms of decisions you make. May I take a few minutes to share it?

Turn dialogue back to the client – ask for thoughts, perspectives, reactions to information

Ask:

What stands out most for you; What do you make of that?

MI SPIRIT

- AUTONOMY
- ELICIT
- SELF-EFFICACY
- COLLABORATION

Spirit of MI - Quiz

- Thumbs up



- Thumbs down



Readiness and Resistance: Two Sides of the Same Coin

- The key is to
“Come alongside
the client”

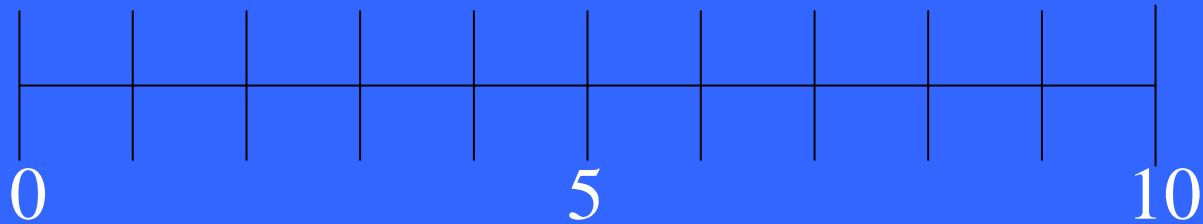


- To facilitate the discussion of how ready a client is to make changes in tobacco use
 - Importance of change ruler
 - Confidence to change ruler

Importance Ruler

How important is it to you to quit smoking?

If 0 was “not important,” and 10 was “very important,” what number would you give yourself?



Exploring Importance

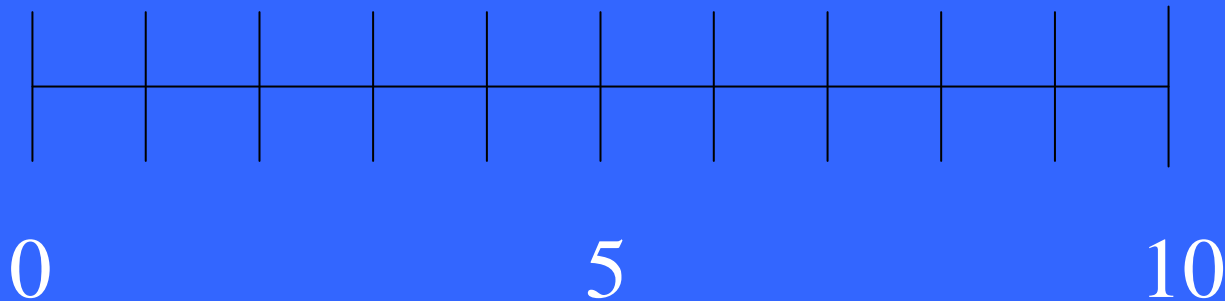
- **Why are you at x and not y?** (higher # first)
- **How did you get from x to y?** (lower # first)
- **What stops you moving up from x to y?**
(lower # first)
- **What would have to happen for it to become much more important for you to change?**

- **What would have to happen before you seriously considered changing?**
- **Why have you given yourself such a high score on importance?**
- **If you were to change, what would it be like?**
- **Where does this leave you now?**
 - **Use this when you want to ask about change in a neutral way**

Confidence Ruler

If you decided right now to quit smoking , how confident do you feel about succeeding with this?

If 0 was 'not confident' and 10 was 'very confident', what number would you give yourself?



Building Confidence

- What would make you more confident about making these changes?
- Why have you given yourself such a high score on confidence?
- How could you move up higher, so that your score goes from x to y ?
- How can I help you succeed?

- **Is there anything you found helpful in any previous attempts to change?**
- **What have you learned from the things that went wrong last time you tried?**
- **If you decided to change, what might your options be?**
 - **Are there ways that have worked for other people you know?**



Extreme Confidence

Use Selective Reflective Listening to Build Motivation

- Selectively highlight responses most relevant to the target change process, support autonomy, promote change talk
- Use reflections to establish rapport, express empathy, decrease resistance

Using Reflections to diffuse Resistance

- Simple reflections
- **Client:** But I can't quit smoking hookah. Most of my friends smoke it!
Counselor: Not going to hookah bars seems nearly impossible because you spend so much time with friends who go there.

More complex Reflections



- Amplified Reflection
- Amplify / exaggerate a statement so that the client may disagree with it
- Don't overdo it; client may respond with anger if feeling mocked or patronized

Example: Amplified Reflection

“So you really couldn't quit smoking because then you'd be too different to fit in with your friends”

“Well, that would make me different from them, although they might not really care as long as I didn't try to get them to quit”

Double-Sided Reflection

- Reflect both the resistant statement and a contradictory (change-related) statement that the client has made
- “You can't imagine how you could not smoke when you drink, and at the same time you're worried about how it's affecting you”

Explore Decisional Balance

A decisional balance exercise can diffuse resistance. Ask client to brainstorm a list of reasons for not making a change (good things about smoking). Use the list to argue against change.

Invite counterarguments (i.e., why change would be a good thing). Reinforce comments and encourage client to argue their point even more forcefully...

...In this way, resistance is channeled into talk for change.

When the debate is over, summarize the main points for change and ask for elaboration on their expressed reasons.

This reinforces change talk in the client's words.

Decisional Balance Worksheet

When we think about making changes, most of us don't really consider all "sides" in a complete way. Instead, we often do what we think we "should" do, avoid doing things we don't feel like doing, or just feel confused or overwhelmed and give up thinking about it at all. Thinking through the pros and cons of both changing and not making a change is one way to help us make sure we have fully considered a possible change. This can help us to "hang on" to our plan in times of stress or temptation. *Below, write in the reasons that you can think of in each of the boxes. For most people, "making a change" will probably mean quitting alcohol and drugs, but it is important that you consider what specific change you might want to make, which may be something else.*

	Benefits/Pros	Costs/Cons
Making a change		
Not changing		

Video

- In what ways is this exchange similar to those you have experienced in your settings?
- Practice: Deepening Reflections-II
- Practice: A resistant client (not your worst)

Developing a Change Plan

- Provide a menu of options
- Get client Buy-in
- Plan, Implement, Revise

Referenced Works

- **Group Treatment for Substance Abuse: A Stages-of-Change Therapy Manual** -- Mary Velasquez, Gaylyn Gaddy Maurer, Cathy Crouch, Carlo C. DiClemente (2001)
- **Building Motivational Interviewing Skills: A Practitioner Workbook** -- by David B. Rosengren (2009)
- **Motivational Interviewing, Second Edition: Preparing People for Change** -- William Miller, Stephen Rollnick (2002)
- For useful handouts, including some of those used in these sessions, go to:

<http://www.motivationalinterview.org/>

Thanks!

- Some of the information, images, and slides in this presentation are from
- Dr. Mary Velasquez, PhD
- Associate Dean for Research & Professor
Director, Center for Social Work Research
Director, Health Behavior Research and
Training Institute