Introduction to Motivational Interviewing

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What is motivational interviewing?

- A client-centered disciplined method for enhancing intrinsic motivation to change by exploring and resolving ambivalence.

- A collaborative conversation style for strengthening one’s own motivation and commitment to change

- A person-centered counseling style for addressing the common problem of ambivalence about change
The process of change…

How we used to think and sometimes still do

- “People have to hit rock bottom first”
- Using the “stick” of authority –
- “You better or else!”
- Punitive approaches

Creating the Space for Change

Intrinsic motivation for change comes out of an accepting, empowering, safe atmosphere where the painful present can be challenged.
Stages of Change

- Pre-contemplation
- Contemplation
- Preparation
- Action
- Maintenance
- Relapse

5 principles – DEARS

Develop discrepancy
Express empathy
Avoid argumentation
Roll with resistance
Support self-efficacy
5 skills – A ROSE

- Affirmations
- Reflective Listening
- Open-ended Questions
- Summarization
- Eliciting Change Talk

Affirmation

- Affirming statements encourage, reinforce and acknowledge efforts and attempts made by the client
- Recognize the clients' strengths, successes, and efforts to change
- A way to help to build rapport
- Something to keep in mind – affirmation vs. compliment
  - Think about where the affirmation is located and how we might make it rest within the internal attributes of a client
Reflective Listening

Simple Reflection
Take parts of what the person has shared and rephrase in your own words.

Reflection of Emotion
Paraphrase and utilize an emotional component to what they have shared.

Double Sided Reflection
Highlight ambivalence. This reflection acknowledges and amplify ambivalence.
Open Ended Questions

- Closed ended questions are typically answered with finite responses
- Note that they can also clarify
  “What is your favorite ice cream?”

- Open ended questions solicit additional info
- Create opportunities for details and depth to be revealed
  “Why do you like that ice cream brand?”
Activity: Real Play

- Partner Up!
- Think about an ambivalent situation
- Take turns being client & counselor
- Use the skills we reviewed thus far
  - Affirmations
  - Reflective Listening
  - Open Ended Questions
Session 1 Recap

Reflection & Summary:
• How does the “spirit” of motivational interviewing resonate with you?
• What was difficult about the skills or concepts?
• What skills or concepts were new or helpful?

Transitional Summary & Major Summary
Summarizing

• Transitional Summary
  Usually has 3 parts - 1) The pros 2) the cons 3) an invitation to continue

• Major Summary
  Summary that comes at the end of a meeting or at a significant point in the session
  “Let me see if I understand what you’ve told me so far…”
  “Okay, here’s what I’ve heard so far. Listen and tell me if I’ve missed anything important…”

Summarizing Exercise

Partner Up!

With someone new 😊
Activity: Trio Role Play

- Trio up!
- Think about an ambivalent client (؟)
- Take turns being client, counselor & observer
- Observer will utilize Observer Sheet to follow statements
- Use skills covered thus far
Thomas Gordon’s 12 Roadblocks

1. Ordering, directing, or commanding
2. Warning or threatening
3. Giving advice, making suggestions, providing solutions
4. Persuading with logic, arguing, or lecturing
5. Moralizing, preaching, saying what they “should” do
6. Disagreeing, judging, criticizing, or blaming
7. Agreeing, approving, or praising
8. Shaming or ridiculing
9. Interpreting or analyzing
10. Reassuring, sympathizing, or consoling
11. Questioning or Probing
12. Withdrawing, distracting, humoring, or changing the subject

Eliciting Change Talk
Eliciting Change Talk

• Ask evocative questions
• Ask for elaboration
• Explore pros and cons
• Imagine extremes
• Looking forward
• Looking backward

Putting the pieces together
Activity: Group Role Play

- One participant role plays an ambivalent client. Your group can decide the topic.
- The group will sit in a circle and each person rotate around the circle practicing a reflective statement or eliciting change talk questions.

Open-ended questions and summarizing can be used, but the focus is to practice eliciting change talk questions.

Thank you!