



Motivational Interviewing



ATTC

Addiction Technology Transfer Center Network

Funded by Substance Abuse and Mental Health Services Administration

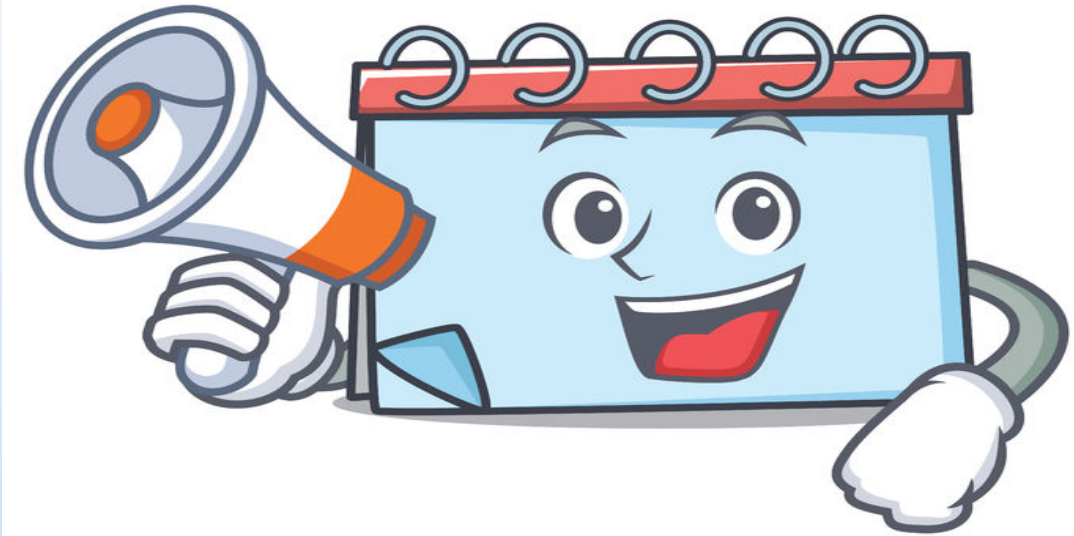


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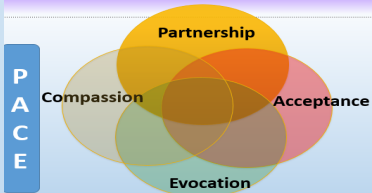
National Frontier and Rural
Telehealth Education Center

Week # 7 - Agenda

- Review Learning Activity from Week 6
- Managing sustain talk
- Intentional Change Talk – Demonstration
- Recognizing Readiness to Change



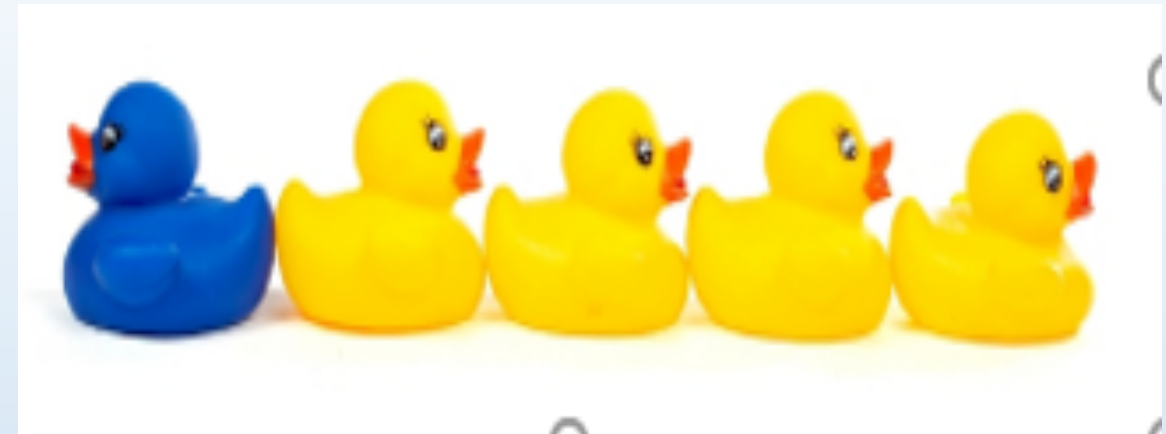
Week 6 Learning Activity - Discussion



What is Unique to MI?

Motivational Interviewing was created to explore and resolve ambivalence and to increase motivation for change.

- **Intentional evoking and reinforcement of change talk**
- **Strategic-directive use of reflections and summary**
- **Sequencing of preparatory change talk - DARN - CAT**



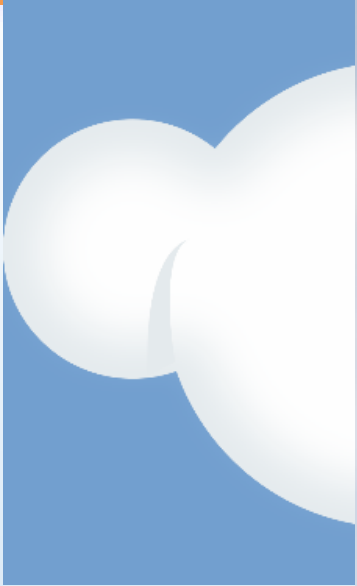
Ambivalence

- “Convincing” people who are ambivalent can be counterproductive – they respond by:
 - Arguing
 - Defending
 - Giving Lip Service
 - Becoming Passive

Guiding them to explore their own desire, reasons, ability, and need to change is more effective



Sustain Talk and Change Talk



Sustain Talk - Discord - Change Talk

SUSTAIN TALK

"I really want to quit smoking but there are times when smoking is really great."

Sustaining Counselor:

"Tell me more about what you get out of smoking."

Counselor hearing change talk: "you really want to quit smoking, say more about that."

DISCORD

Where does it come from?

Previous experiences, communication road blocks, lack of engagement

How does it show up?

arguing, ignoring, Interrupting, Discounting

What to do – Reengage, Emphasize Autonomy, Apologize, Shift Focus

CHANGE TALK

Desire

Ability

Reason

Need

Commitment

Action

Taking Steps

RESISTANCE

Softening Sustain Talk



SUSTAIN TALK

We can **create** discord by responding in an MI non-adherent way.

Intentional Change Talk

Recognizing and Reinforcing Change

Change talk reflects ambivalence. The intent is to understand and guides from sustain talk. change talk, listening especially for statements that show commitment.

Intentional Change Talk Demonstration



Recognizing Readiness to Change



Dissonance



DISAGREEMENT

DISHARMONY

DISCORD

CON

Examples of Change Talk
DARN CAT

PREPARATORY CHANGE TALK: DARN
Desire: A wanting, wishing or willing. They do not express specific reasons, but express a general level of desire.
Ex. I want, I wish, I (would) like, I am motivated to, I (would) enjoy.
• I would like to stick to my medication regimen.
• I really want to lose weight.

Ability: Personal perceptions of capability or possibility of change. Generally express a level of ability.
Ex. I can, I could, I am able to, it's possible for me.
• I could quit drinking.
• I can stop drinking because I have the willpower.

Reasons: Specifies a particular rationale, basis, incentive, justification, or motivate for making the target behavior change.
• If I stick to taking my medication, then I would have better control over my diabetes.
• If I stop smoking I will stop putting family members' health at risk.

Need: Necessity, urgency, or requirement (for change). Usually, these statements do not include specific reasons, but express general level of need.
Ex. I need, I must, I have to, I've got to, I can't keep...
• I've got to quit smoking.
• I can't keep smoking crack.

MOBILIZING CHANGE TALK: CAT

In the TOOLBOX

Week 7 Learning Activity



How do you know there is enough motivation to begin planning?

- Bring examples of:
- Someone who is not ready for planning. Why? What would you do next?
- Someone whose is ready for planning - What is the indication of readiness?
- Remember to use your journal to document your course experiences!



To all of you ...



Getting to know you . . .

.... and see you all next week !!