

Motivational Interviewing: Part 1

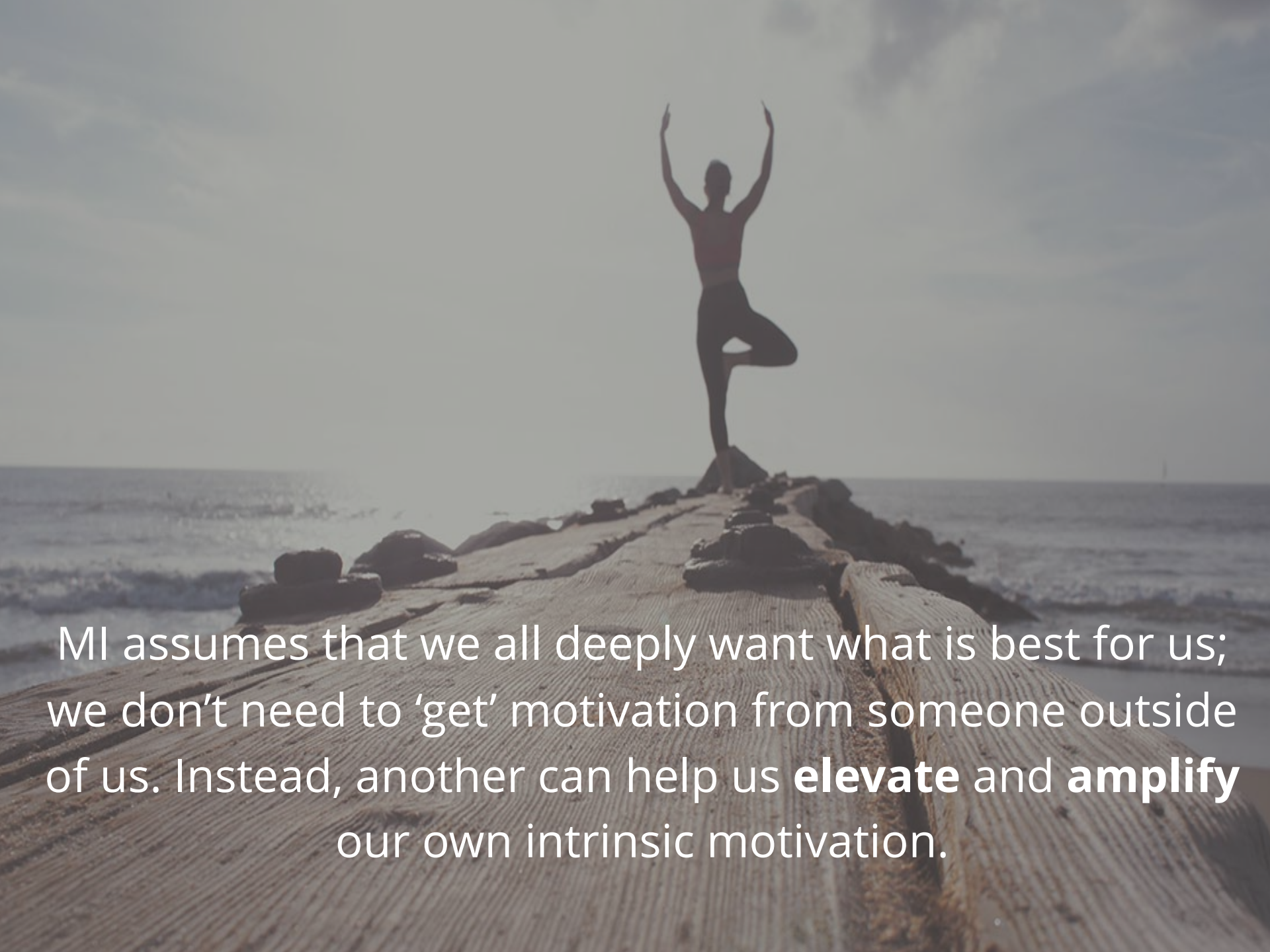


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What is Motivational Interviewing (MI)?



It is often engaged when we want to help others make changes that would enhance their wellbeing.



MI assumes that we all deeply want what is best for us; we don't need to 'get' motivation from someone outside of us. Instead, another can help us **elevate** and **amplify** our own intrinsic motivation.

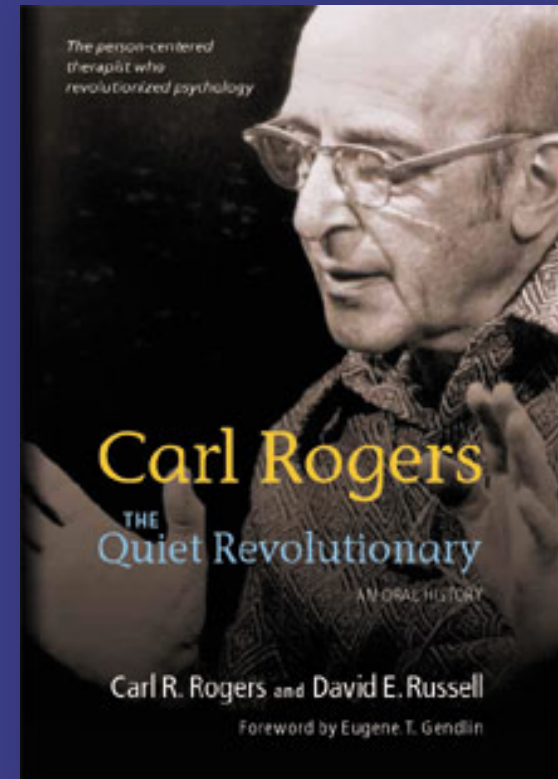
**What's with the
name?**



**Motivational
Interviewing
was originally
developed in
part by...**

**WILLIAM MILLER &
STEPHEN ROLLNICK**

**The reason we say
'in part' is because MI
builds on the work
and writings of many
other philosophies
and theories, such as
Carl Rogers.**





**Over 90 Clinical
Trials (MARMITE)**



**30 years of research
on the effectiveness
of MI**

**The spirit of
ML is non-
judgmental,
& empathic**



What are the core elements?

1. Empathic Presence

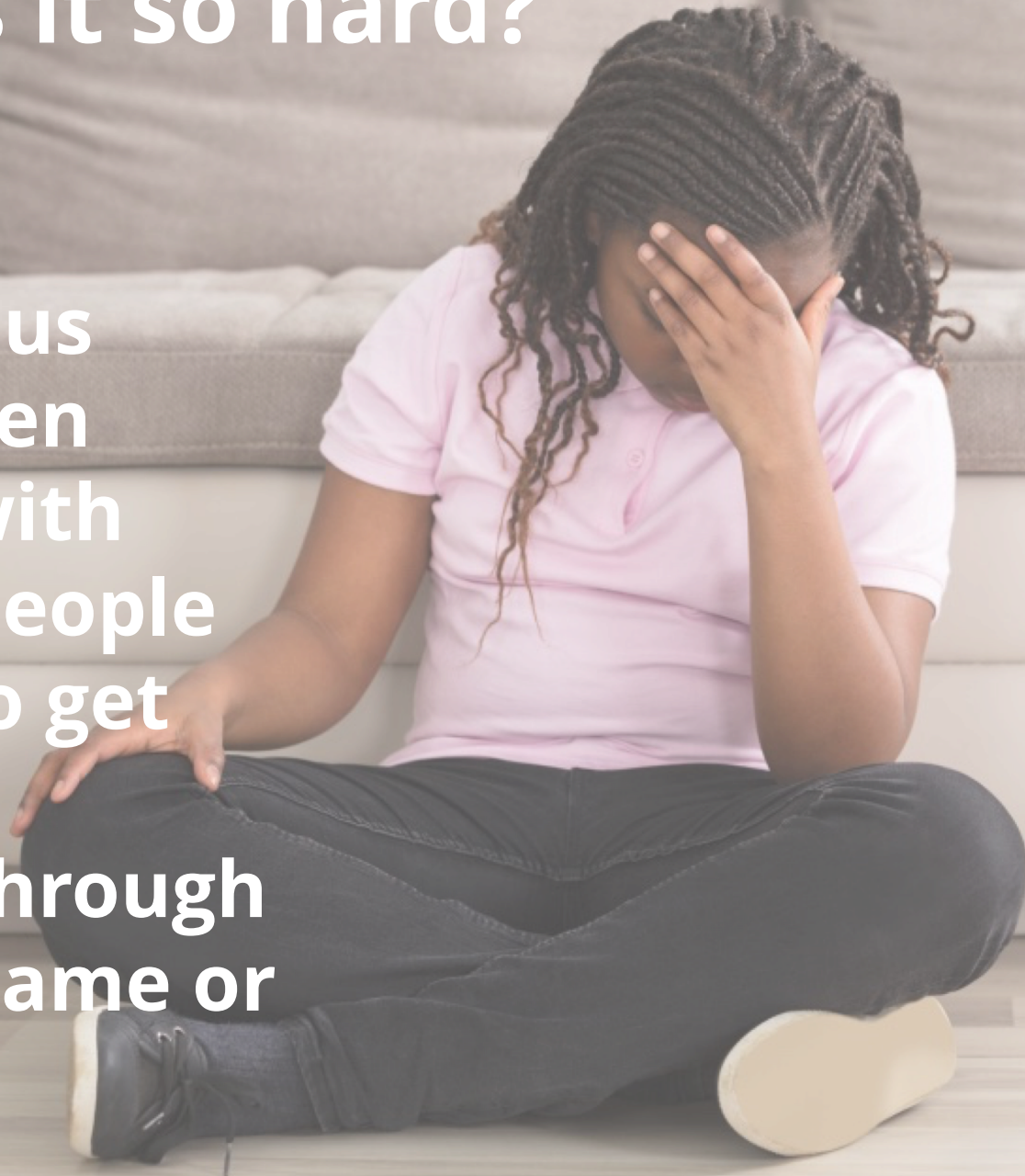
2. Skilful listening

**3. Eliciting of thoughts,
feelings, values, goals
and motivations**



Why is it so hard?

Most of us
have been
raised with
(good) people
trying to get
us to do
things through
fear, shame or
anger...



'If you keep getting grades like this, you'll never get into a good college'

FEAR

'Next time I catch you with pot, you will be grounded for months'

PUNISHMENT

'I'm really disappointed in you. I thought you were better than that'

SHAME

Principles



- Empathy
- Autonomy
- Relationship
- Respect

05

Identification

01

Pre-Contemplation

04

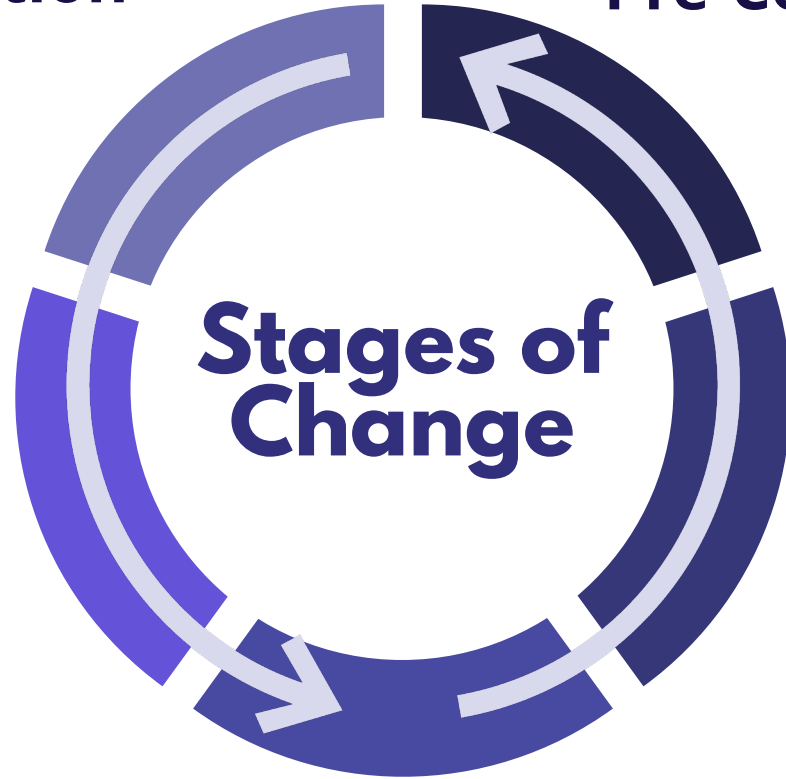
Action

02

Contemplation

03

Preparation



MI WORKS:



In person



On video



**On the
Telephone**

Principle MI Strategies:

Non-Verbal Empathic Communication



EMPATHY- non verbal



**Eye
Contact**



Mirroring



Handshake



Smiling

Principle MI Strategies:

Verbal Empathic Communication



Verbalizing EMPATHY

- 01** Affirming Strengths
- 02** Acknowledging Feelings
- 03** Normalizing
- 04** Stating Non-Judgment



A woman with curly hair, wearing a light-colored blazer, is smiling and pointing at a whiteboard. The whiteboard has several horizontal lines on it. The background is a blurred office setting with other people. The entire image has a blue tint.

Demonstration:

Verbalizing Empathy

Most Common Challenges



Advice Giving:

Increases passivity, no correlation to behavior change



Righting Reflex:

Increases arguing, no correlation to behavior change

Verbalizing Empathy Practice!



Step 1

Groups
of 3

Step 2

Pick **something real** to practice with

Step 3

Switch


Principle MI Strategies

Open-Ended Questions





**Sure Chat,
Chat, Chat...**



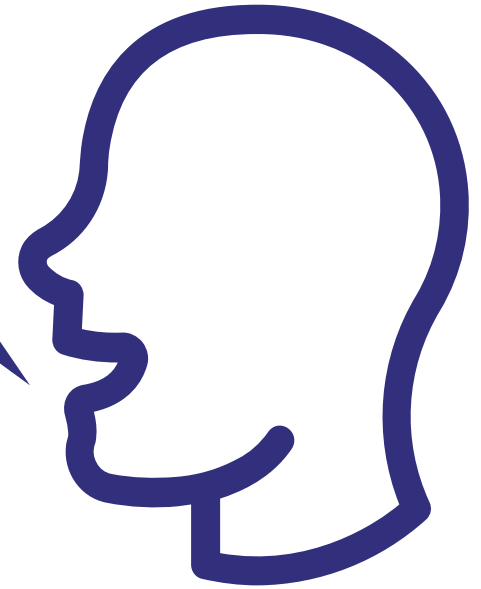
**Can you tell me
more about 'not
worrying' about
your blood
pressure?**

Closed Questions



Do you use
want to quit
smoking?

No



Narrow Questions



**How long since
you took your
medication?**

4 months



Stems:

- **Tell me more (about)....**
- **How (did you/are you)....**
- **What (are your/do you)...**





Which medications are you taking?



Are you checking your blood sugars?



Do you want to quit drinking?



What are your thoughts about starting this medicine?



How are you doing with checking your blood sugars?



Tell me more about your feelings about drinking



Demonstration:

Open Ended Questions

Open Ended Questions Practice!



Step 1

**Groups
of 3**

Step 2

Pick **something
real** to practice
with

Step 3

Switch

Principle MI Strategies: Reflective Listening





**Repeating important
words and phrases**

**Reflective
Listening
is Vital
on the
phone**



Types of Reflective Listening



01 Summary

**02 Selected
exact words**

**03 Double-sided
reflection**

A woman in a white lab coat is standing and talking to an elderly man in a white shirt. They are in a clinical or office setting. The woman is on the left, looking towards the man on the right. The man is smiling and looking back at her. The background shows a desk with a computer monitor and some papers. The entire image has a blue tint.

Demonstration:
Reflective Listening

Practice

Practice



Practice



Open Ended
Questions

Practice



Reflective
Listening

