An Introduction to Motivational Interviewing in Clinical Settings

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Disclosures

Provide training and consultation in Motivational Interviewing
Overview

- What is Motivational Interviewing (MI)?
- How does MI work?
- A Taste of MI
- Learning Resources
Case Example

- Sally is a 10-year-old girl presenting to clinic with her mother for a well-child visit. Over the past several years, Sally’s weight has gradually increased and her BMI percentile is now at the 92nd percentile.

- What do you do? What are your goals for the visit?
Who Would You Rather Work With?

- Think of your most challenging patient
  - How would you describe him or her?

- Think of your “best” patient
  - How would you describe him or her?

- Think of your favorite teacher
  - What made him/her different?
  - What was it about that person that brought out the best in you?
Which Person Would You Rather Work With?

- Open
- Cooperative
- Listening
- Engaged
- Active
- Empowered
- Hopeful
- Like you

- Defensive
- Oppositional
- Arguing
- Disengaged
- Passive
- Powerless
- Unable to change
- Dislike you
“...motivation should not be thought of as a personality problem, or as a trait that a person carries through the counselor’s doorway. Rather motivation is a state of readiness or eagerness to change, which may fluctuate from one time or situation to another. **This state is one that can be influenced.**”

William Miller, 1991
Resistance is a signal to respond differently

(the “Yes, but...” dilemma)
Transtheoretical Model aka Stages of Change

- Precontemplation
  - No aware of need for change
- Contemplation
  - Some ambivalence, willing to consider change but not ready for a commitment
- Preparation
  - Planning change and willing to plan goal-oriented steps
- Action
  - Actively taking steps to change
- Maintenance
  - Achieved change goals, works to maintain changes

Prochaska & DiClemente, 1982
MI is not.....

1. Based on the transtheoretical model (stages of change)
2. A way of tricking people into doing what they do not want to do
3. A technique
4. A decisional balance
5. Require assessment feedback
6. A form of cognitive-behavioral therapy
7. Just client-centered counseling
8. Easy
9. What you are already doing
10. A panacea
What is MI?

Motivational interviewing is a collaborative conversation to strengthen a person’s own motivation for and commitment to change.
Activity

- Think of one thing that you:
  - Want to change
  - Need to change
  - But haven’t changed yet

- I have the perfect plan for you based on my experience.

- How’s your motivation?
Underlying Spirit of MI

Collaboration

Evocation

Autonomy & Acceptance

Compassion
MI is.....

- Guiding........not directing
- Dancing........not wrestling
- Revealing........not convincing/giving
- A specific clinical method
- An interpersonal style
- Respectful of individual choice
- The Michelangelo Belief
- “A guiding style for enhancing intrinsic motivation to change”

Rollnick et al., 2008
A Continuum of Styles

Directing ↔ Guiding ↔ Following
A Continuum of Styles

Directing ↔ Guiding ↔ Following

“prescriptive” medicine ↔ MI ↔ your best friend
A Continuum of Styles

Directing ↔ Guiding ↔ Following

"prescriptive" medicine ↔ MI ↔ your best

Direct
Guide
Follow

Inform
Ask
Listen
What Makes it MI?

1. MI is a conversation about change
2. MI has a particular purpose
3. MI is collaborative
4. MI honors autonomy and self-determination
5. MI is evocative
6. MI uses specific skills
7. MI is goal-oriented
8. MI attends to specific forms of speech
9. MI responds to change talk in specific ways
10. MI responds to resistance and sustain talk in specific ways
Empirical Support

- More than 200 clinical trials, efficacy reviews, meta-analyses
- Strongest support with substance abuse
- Some support with cardiovascular rehabilitation, diabetes management, dietary change, hypertension, infection risk reduction, management of chronic mental disorders, problem gambling
- Appears to have larger effect sizes and be more enduring when added to another active treatment
- New research exploring applications with health care and psychological services

Arkowitz, Westra, Miller, & Rollnick, 2008; Burke, Arkowitz, & Menchola, 2003; Dunn, Deroo, & Rivara, 2001; Erickson, Gerstle, & Feldstein, 2005; Hettema, Steele, & Miller, 2005; Rollnick et al., 2008; Rubak, Sandbaek, Lauritzen, & Christensen, 2005
How Does MI work?

Motivational interviewing is a collaborative, goal-oriented method of communication with particular attention to the language of change. It is designed to strengthen an individual’s motivation for and movement toward a specific goal by eliciting and exploring the person’s own arguments for change.
How Does MI Work?

People are generally better persuaded by the reasons which they have themselves discovered, than by those which have come into the mind of others.

Pascal’s Pensées
4 Fundamental Processes

1. Engaging
2. Focusing
3. Evoking
4. Planning
Engaging: The Relational Foundation

- Listen.....
- “Person-centered” style
- OARS:
  - Open-ended Questions
  - Affirmations
  - Reflections
  - Summaries
Focusing: Strategic Centering

- Agenda setting
  - A shared process

- Finding a focus
  - Guiding

- Information and advice
  - With permission
Evoking: The Transition to MI

- Recognizing change talk
- Eliciting change talk
- Responding to change talk

So what is Change Talk?

- Change talk is any speech that favors movement in the direction of change
Change Talk & Sustain Talk

Opposite Sides of the Same Coin
Planning: The Bridge to Change

- Negotiating a change plan
  - Shared goal setting
  - Goals should be **SMART**!

- Consolidating commitment
  - Summaries
  - Ending with a voice of hope
A Taste of MI

Think again of the one thing that you:
- Want to change
- Need to change
- But haven’t changed yet

Now answer these 4 questions:
1. Why would you want to make this change?
2. How might you go about it, in order to succeed?
3. What are the 3 best reasons for you to do it?
4. On a scale of 0 to 10, how important would you say it is for you to make this change?

How’s your motivation now?
Case Example

- Sally is a 10-year-old girl presenting to clinic with her mother for a well-child visit. Over the past several years, Sally’s weight has gradually increased and her BMI percentile is now at the 92\textsuperscript{nd} percentile.

- So, now what?
Key Concepts

- Motivation is a state, not a trait.
- Resistance is a signal to respond differently.
- The spirit of MI (collaboration, evocation, autonomy, acceptance, & compassion) in conjunction with engagement building skills (OARS) can help evoke CHANGE talk.
- People are generally better persuaded by the reasons which they have themselves discovered, than by those which have come into the mind of others.
How Can I Learn More?

- Trainings through the Pediatric Practice Research Group (PPRG)
  - Through the Ann & Robert H. Lurie Children’s Hospital of Chicago
  - 2 Part Workshop, each part 2.5 hours
    - Workshops are very interactive and focus on skill development through guided practice
Other Resources

- Motivational Interviewing (3rd Ed.) by Miller and Rollnick, 2012
- Motivational Interviewing in Health Care: Helping Patients Change Behavior by Rollnick, Miller, & Butler, 2007
- Kaiser Interactive Website: www.kphealtheducation.org
- Motivational Interviewing Website www.motivationalinterview.org
Paradox of Change

When people feel accepted for who they are and what they do – no matter how unhealthy – it allows them the freedom to consider change rather than needing to defend against it.