Creating Shared Goals with Motivational Interviewing

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Polling question #1

My experience with MI:
A. Minimal to none
B. Have attended a training or two
C. I use it every day
Polling question #2

My own motivation level:
A. Is always rock bottom low
B. Goes up and down depending on the day, circumstances, etc.
C. Is always sky high
EXERCISE
...EX..ER..CISE
...EX..AR..SIZE
...EGGS...ARE...SIDES
...FOR BACON...
BACON.
The most effective intervention is one that meets the person where he or she is at – checking our perceptions and meeting them along the way –
Motivational interviewing is a collaborative, person-centered, guiding method designed to elicit and strengthen motivation for change.

Miller & Rollnick, 2012
MI is not....

• A way of tricking people into doing what you want them to do
• A specific technique
• Problem solving or skill building
• Just client-centered therapy
• Easy to learn
• A remedy for every clinical challenge

Miller & Rollnick, 2009
What do we know with reasonable confidence about MI?

- MI improves treatment retention, adherence, and outcomes across a range of behaviors
- Outcomes vary widely across providers, programs, and research sites
- MI skill is reliably measurable and predicts better outcomes
- MI generalizes fairly well across cultures
- Therapeutic relationship matters
The Continuum

Directing    Guiding    Following

Behavioral Therapy
Cognitive Therapy
Reality Therapy

Motivational Interviewing
Solution-focused therapy

Psychodynamic psychotherapy
Client-centered therapy

Informing    Asking    Listening
4 Fundamental Processes

Engaging
Focusing
Evoking
Planning
Engaging

Focusing

Evoking

Planning
MI Spirit

- Partnership
- Acceptance
- Evocation
- Compassion
Evocation
Autonomy
Engaging
Focusing
Evoking
Planning
Open-ended inquiry
What kinds of physical activity do you do?
How are you taking your medication?

Affirmations
You are very diligent.
You’ve had to be flexible with fitting in exercise.
Polling question #3

Which of the following is an example of open-ended inquiry?

A. Did you go to the support group?
B. Do you want to go to the support group?
C. Tell me what you know about this support group.
D. I really recommend you go to the support group. Go tomorrow, ok?
I want to feel better

Nothing works

If I got this under control I could...

I’m hopeless

I’ll think about it
Wait... What was that?
I want to feel better
If I got this under control I could...
Nothing works
I'm hopeless
I want to feel better
I'll think about it

Change Talk
Engaging

Focusing

Evoking

Planning
• Recognize, elicit, and respond to change talk
• Reflections & summaries
• Selective, intentional, & directional
You want to feel better.

You are considering whether the support group could be helpful to you.

This has been really hard for you…and you’re not giving up without a fight.
Summarizing

- What will I put in the bouquet?
- Collect, link, transition
- Validating
- Helps if conversation is stuck or unproductive
Engaging
Focusing
Evoking
Planning
Is your client with you?
• What might be your next step?
• How have you been successful before?
• What’s most important to you?
• What could you do differently?
# Tool: Decisional Balance

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<thead>
<tr>
<th></th>
<th>Good</th>
<th>Not so good</th>
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<tbody>
<tr>
<td>No change</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Change</td>
<td>4</td>
<td>3</td>
</tr>
</tbody>
</table>
Tools: Change Rulers

- On a scale from 0 - 10 how important is it for you to reach this goal?

- On a scale of 0 - 10 how confident are you that you can reach this goal?
People often say that motivation doesn’t last. Well, neither does bathing – that’s why we recommend it daily.

– Zig Ziglar
How do clinicians best learn MI?

• “One-shot” trainings don’t create competence (Miller & Mount, 2001; Walters et al., 2005)

• Workshops + feedback + coaching most likely combination to significantly and substantially change patient’s change talk (Miller, 2013)
  – Direct observation (e.g., coded audio tapes) w/structured feedback
  – On-going coaching (Miller et al., 2004)
  – Clients provide feedback
For more information

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