Introduction to Motivational Interviewing

LEARNING PLAN

A. Module Description

This course endeavors to teach principles of effective counseling for health-risk reduction by lifestyle change. In particular, participants will learn how to engage and assist individuals seeking to modify their use of tobacco and nicotine. These lessons are presented within the larger context of our current knowledge regarding a number of related topics including: Natural recovery and the stages of change, motivation, discord, and behavioral self-control. The penultimate goal is to teach health care professionals how to have constructive conversations with individuals regarding the whys, whens, and hows of smoking cessation and the reduction in nicotine use.

There is perhaps nothing more frustrating to the conscientious and committed health care professional than the failure of individuals to heed sound healthcare advice regarding the modification of their nicotine use. Well known is the fact that most clients do not comply with even the simplest and most straightforward health care directive. Health care providers advise, lecture, confront, exhort, and even try to shame smokers into compliance; all to little avail. It’s as if with every provider expression of concern, the client digs further into the crater of maintaining current behaviors. What is left to do?

Motivational Interviewing (Miller & Rollnick, 1991, 2002, 2013) is a style of talking with patients about health-risk reduction and behavior change that integrates the principles of patient-centered medicine, client-centered psychotherapy, and social learning theory. Based upon the tenet that most individuals already have the requisite skills to successfully modify lifestyle and decrease health-risk, MI employs strategies that will enhance the patient’s own motivation for and commitment to change. Motivational Interviewing integrates an empathic, non-confrontational style of interviewing with powerful behavioral strategies for helping clients convince themselves that they ought to change. Consequently, discord is minimized, self-motivation maximized, and treatment compliance and behavior change secured.

Motivational Interviewing provides an effective alternative to coercion, confrontation, and exhortation as a means of promoting behavior change and treatment compliance in the nicotine-dependent individual. The principles and strategies of Motivational Interviewing provide the backbone for this course, organizing a broad knowledge base and skill set pertaining to counseling the individual with nicotine dependence.

B. Goal of the module

To provide tobacco treatment specialists with the requisite knowledge and skills to effectively implement motivationally-oriented counseling strategies that promote readiness to change and subsequent abstinence in individuals who have tobacco use disorder.
C. Learning objectives

1. Participants will apply patient-centered principles of health-risk reduction to the problem of effectively counseling individuals with tobacco use disorder.

2. Participants will describe the spirit and principles of motivational interviewing.

3. Participants will demonstrate how to use the basic skills of motivational interviewing.

4. Participants will describe the five categories of change talk.

5. Participants will demonstrate skills necessary for negotiating a behavioral change plan regarding tobacco use.

D. Outline

MI and tobacco treatment
- Some promising results
- Wide variability in studies
- Phase One of Tobacco Treatment: Building Motivation

Defining MI
- The role of ambivalence
- Communication styles: Instructing------Guiding------Listening
- Processes of MI
  - Engaging
  - Focusing
  - Evoking
  - Planning

ENGAGING
- Spirit of MI: PACE
  - Partnership (Collaboration): Sharing power and decision making
  - Acceptance: Autonomy, Accurate Empathy, Absolute Worth, Affirmation
  - Compassion
  - Evocation: Eliciting information about the client’s goals, values and aspirations
- RULE
  - Resist the righting reflect: a helper’s tendency to problem solve for the client
  - Understand motivation: appreciate the importance of the client’s own values and reasons to change
  - Listen: foundational skill of MI
  - Empower the client: fostering the client’s active interest and participation in the process of change

DARN-C – change talk
- Desire
- Ability
- Reason
- Need
- Commitment
Micro-skills: OARS
- Open ended questions
- Affirmations
- Reflections
- Summarization

FOCUSING
- Agenda matching

EVOKING
- Importance/Confidence Scales
- Responding to Discord

PLANNING
- Recognizing readiness to take action
  - Commitment Talk
- Phases of tobacco treatment
  - Building motivation
    - Pre-cessation (preparation)
  - Cessation
  - Maintenance
  - Relapse recycling
- Elicit/Provide/Elicit: providing information and advice in a MI consistent manner

Learning MI & Resources