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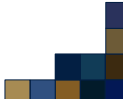


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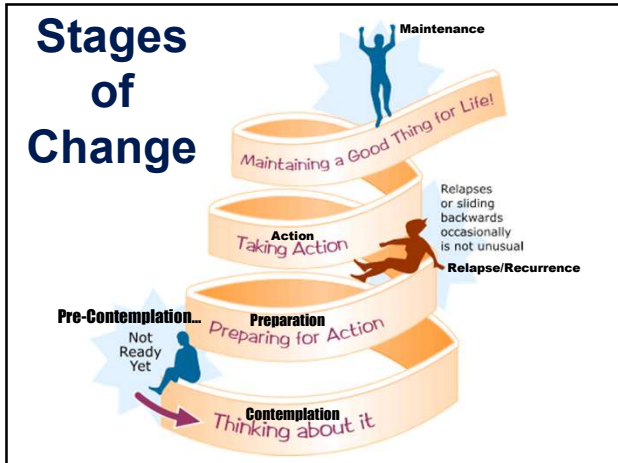
 **Motivational Interviewing**

Primary Goals of MI:

- Reduce/Minimize resistance
- Resolve ambivalence
- Elicit "change talk" and move towards goals/values/behavior change



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Equipose

"Balance of forces or interests"

"Equally supported in a steady position"

"Internal state of equilibrium or balance"

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'Righting Reflex'

...corrects the orientation of the body when it is taken out of its normal position...

Reaction people have to correct someone or something that is 'wrong'

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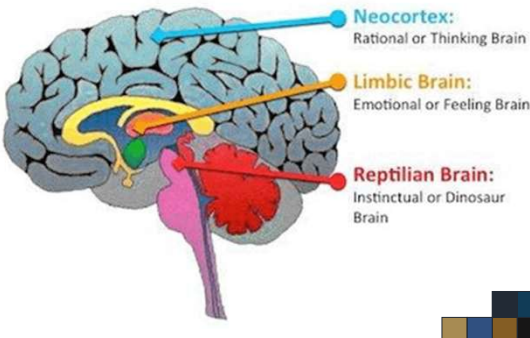


Resistance

"The force that opposes motion"

- Not individual - *relationship* oriented
- Focusing outside the self
- Message that someone or something else is the problem
- Context of a relationship or system

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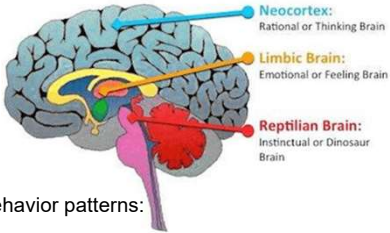
Motivational Interviewing/Trauma Informed

Neocortex:
Rational or Thinking Brain

Limbic Brain:
Emotional or Feeling Brain

Reptilian Brain:
Instinctual or Dinosaur Brain

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Primal Brain
Limbic Brain

Neocortex:
Rational or Thinking Brain

Limbic Brain:
Emotional or Feeling Brain

Reptilian Brain:
Instinctual or Dinosaur Brain

Self-preserving behavior patterns:

- For our survival
- Survival of our species
- Eating, Fighting, Fleeing, and Reproducing
- Distinguish between threatening and non-threatening stimuli
- Detect and respond to threats.

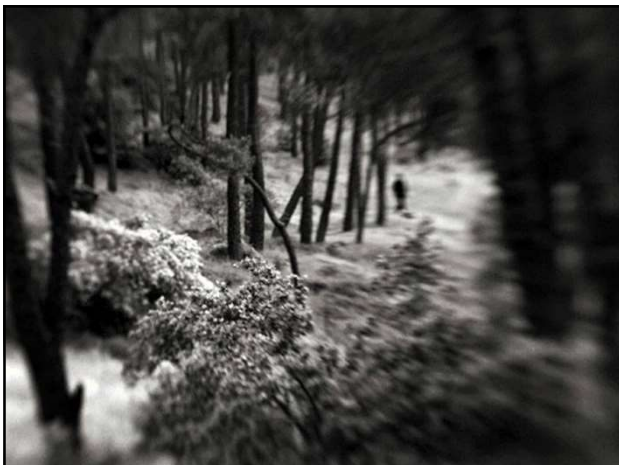
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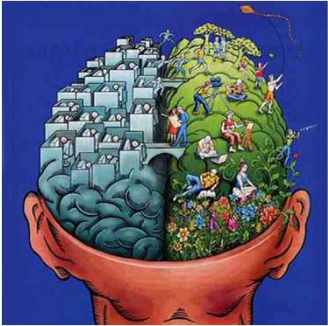
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IFIOC

Strategic Reflections



"Listening looks easy, but it's not simple. Every head is a world."

Cuban proverb

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IFIOC

Strategic Reflections

- Verbalizing who they are and what they are about
 - "You..."
 - "It's..."
 - "So..."
- **Inferences** and implications regarding what he/she feels, wants, and seeks for goals
- Step inside their reality

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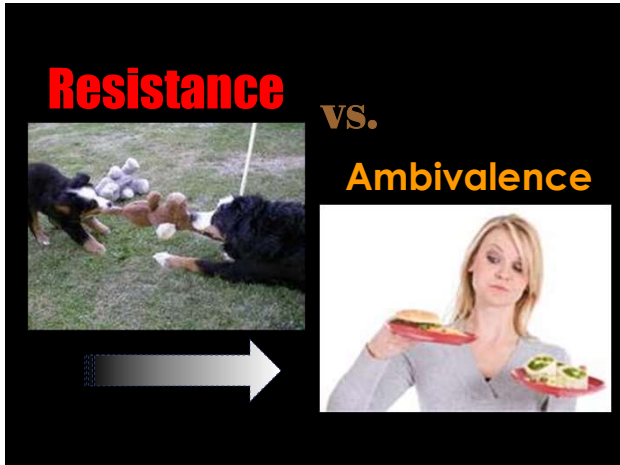
IFIOC

Strategic Reflections



Rogers: **Non-directional**
MI: **Strategic**

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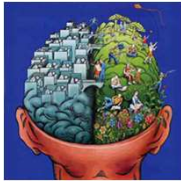


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Strategic Reflections

Reduces RESISTANCE...

- Seeking to understand their ideas
- Gets their thoughts out of their head
- Helps clarify unspoken feelings
- NOT a matter if we are right or wrong




The slide includes the IFIOC logo in the top left corner and a decorative graphic of colored squares in the bottom right corner.

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4 Types of Talk

- Resistance Talk**
- Sustain Talk**
- Change Talk**
- Commitment Talk**




The slide includes the IFIOC logo in the top left corner and a decorative graphic of colored squares in the bottom right corner.

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IFIOC

Resistance Talk




- Focusing attention outside of self
- Any message that someone or something else is the problem
- Making it personal towards you
- 'Fight' or 'Blame' talk

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IFIOC

Sustain Talk

- Any rationale for why behavior is not going to change
- Any message of being stuck or planning on staying the same
- One side of the coin of ambivalence



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IFIOC



Sustain Talk

↓

Commitment to Status Quo

↓

No Behavior Change

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Resistance vs. Sustain

RESISTANCE Talk

- ✓ Focusing outside self
- ✓ Relationally oriented
- ✓ Fight Talk
- ✓ Lightning Rod language
- ✓ Making it personal

RESPONSE:

Empathic Reflection
"You feel..."

SUSTAIN Talk

- ✓ Focusing internally
- ✓ Staying the same
- ✓ Stuck talk
- ✓ Status quo
- ✓ About his/her behavior
- ✓ Natural w/ ambivalence

RESPONSE:

Rescue change talk
"You want..."

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Change Talk

- ❖ Change talk is speech that favors the direction of the change
- ❖ Natural with ambivalence – opposite side of Sustain Talk
- ❖ What the client really wants... underlying goals &/or values

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Listening for Change Talk



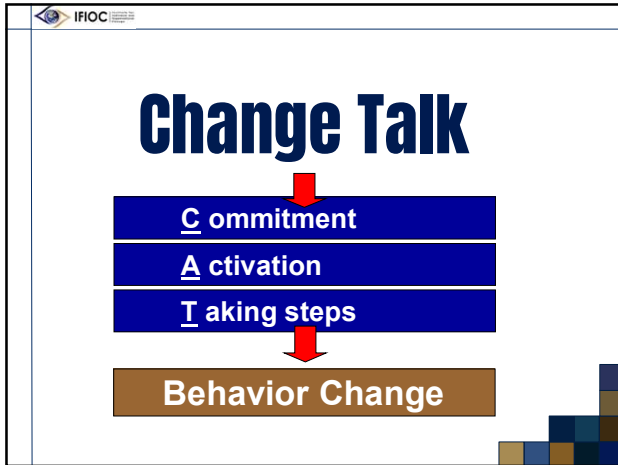
DESIRE: *want, wish, like*

ABILITY: *how could, might, can*

REASONS: *should, because*

NEED: *have to, need, important*

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The slide is titled "Listening for Change Talk" in large blue letters. Below the title is a list of seven bullet points, each preceded by a blue diamond symbol. The bullet points are: "Your sense of the 'Top of the Mountain'", "Vision of happier and/or healthier", "Hypothetical statements about change", "Problem recognition", "Stating the case or virtues of changing", "Identity (I'm not THAT person)", and "'Should' statements". A small bar chart with blue and brown bars is located in the bottom right corner of the slide.

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The slide is titled "Strategic Reflections" in large blue letters. On the left side, there is a photograph of a pregnant woman and a pregnant man. To the right of the photo, the word "Empathy" is written in large blue letters, with the subtitle "How he/she feels" below it. At the bottom left, the word "GUIDING" is written in large green letters, with the subtitle "What he/she wants" below it. To the right of the text is a photograph of a compass. A small bar chart with blue and brown bars is located in the bottom right corner of the slide.

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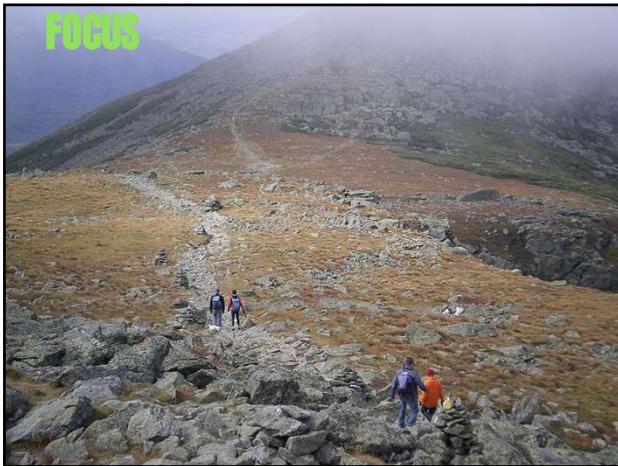
Strategic Reflections

"I just feel so stressed and depressed and nothing seems to help. I don't know how much more I can take."

Empathy (How he/she feels)
"Your situation is really taking its toll on you, more than anyone really understands."

GUIDING (What he/she wants)
"You need to find a solution that will provide some relief."

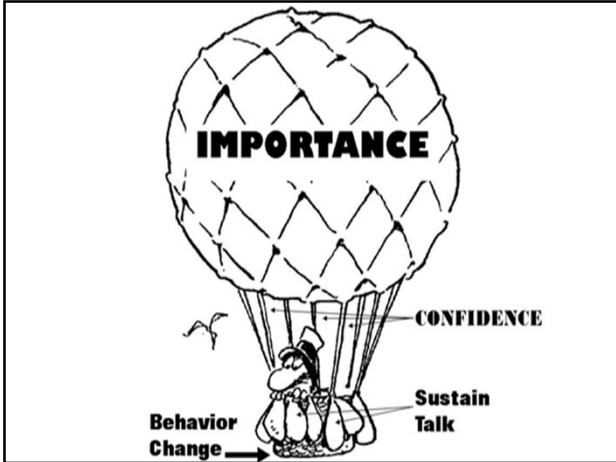
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Importance/Confidence Ruler

IMPORTANCE SCALE:
How important is it for you right now to...? On a scale from 0 - 10... what number would you give yourself?

0 _____ 10

CONFIDENCE SCALE:
If you did decide to change, how confident are you that you would succeed? On a scale from 0 -10... what number would you give yourself?

0 _____ 10

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Importance/Confidence Ruler

CONFIDENCE SCALE:
"You are at a six? What would it take for you to move from a six to a seven?"

PLAN:
 The answer is the new **TARGET** as part of the overall PLAN

CONTINUE... *"What else would move it..."*

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Change Balloon

Importance Balloon

- * Includes the WHY for the client
- * Inflate balloon FULLY by evoking and elaborating on Change Talk

Confidence Cables

- * Strengths, skills, abilities, past success
- * What would be helpful to get you to that goal?

Behavior Change Basket

- * Commitment Talk
- * One thing sure you can do
- * Steps and Plan for Change

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Motivational Interviewing

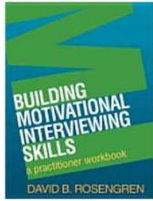
Motivational Interviewing, Third Edition: Helping People for Change
by William Miller & Stephen Rollnick

Motivational Interviewing in the Treatment of Psychological Problems
by William Miller, Stephen Rollnick, Hal Arkowitz, & Henry Westra

Motivational Interviewing in Health Care: Helping Patients Change Behavior
by William Miller, Stephen Rollnick, & Christopher Butler

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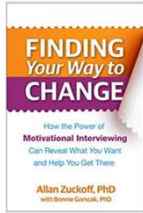
Motivational Interviewing



Building Motivational Interviewing Skills by David Rosengren



How To Do Motivational Interviewing by Bill Matulich



Finding Your Way to Change by Allan Zuckoff

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casey.jackson@ifioc.com

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