

# MI Mindset + Skillset

2



## Chef + Recipe

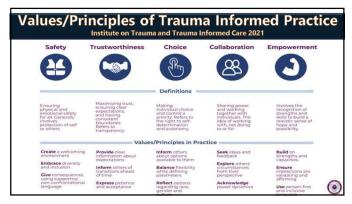
#### **Clinician Attributes**

- 1. Accurate Empathy
- 2. Positive Regard
- 3. Genuineness
- 4. Acceptance
- 5. Focus
- 6. Hope 7. Evocation
- 8. Offering Info/Advice (lowest effect size)

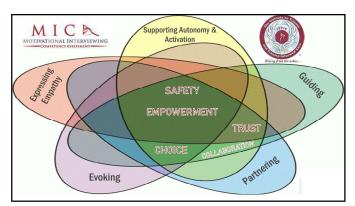


- Support Autonomy & Activation
- Express Accurate Empathy
- Guiding
- Partnering
- Evoking

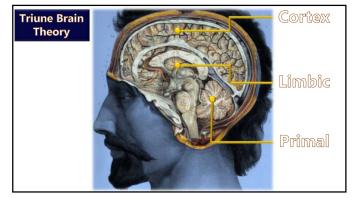
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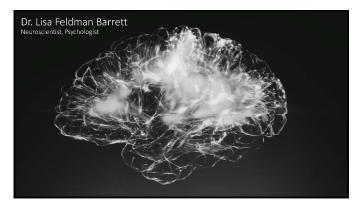


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## Bridging MI & the Brain

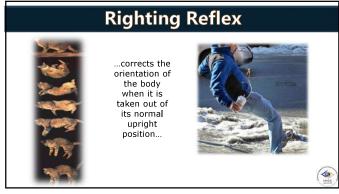
11

## **Motivational Interviewing**

### Primary Goals of MI:

- · Reduce/Minimize resistance or discord
- Resolve ambivalence
- Facilitate long-term, sustained, behavior change













17

# 12 Communication Roadblocks (Thomas Gordon)

- 1. Ordering, directing
- 2. Warning, threatening
- 3. Giving advice, making suggestions, providing solutions
- 4. Persuading with logic, arguing, lecturing
- 5. Moralizing, preaching
- 6. Judging, criticizing, blaming



## 12 Communication Roadblocks

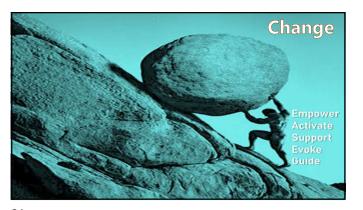
- 7. Agreeing, approving, praising
- 8. Shaming, ridiculing, name calling
- 9. Interpreting, analyzing
- 10. Reasoning, sympathizing
- 11. Questioning, probing
- 12. Withdrawing, distracting, humoring, changing the subject

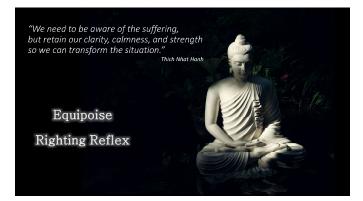


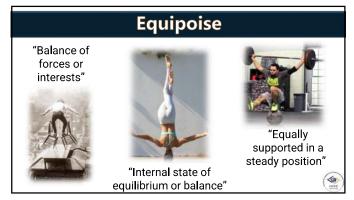
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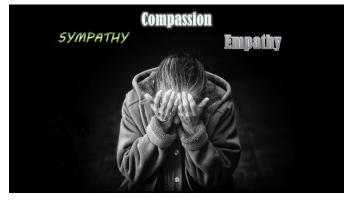
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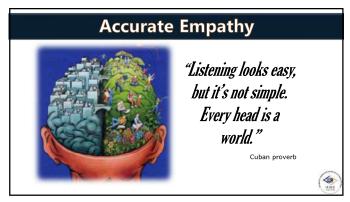












## **Reflective Statements vs. Empathy**

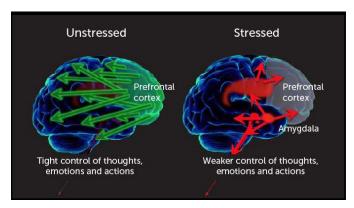
"What I hear you saying..."

VS.

"It sounds like to me..."



28



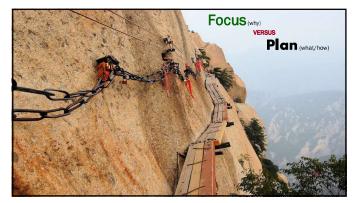
29



















38

## **Strategic Reflections**

"I am so stressed, nothing I do even matters. I don't know how much more I can take."

### **Empathy** (How they feel)

"You feel like you have zero control over your own life and you feel beat down."

## Guiding (What they want)

"You wish you could find a way out of all of this."



