



# ▶ Motivational Interviewing

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# No Financial Disclosures





*Happy New Year!*

# Learning Objectives

- Describe the fundamental spirit, guiding principles and strategies of motivational interviewing
- Identify the primary differences between the traditional model and MI's approach to behavior change
- Apply the OARS skills to evoke patients' internal motivation for healthy behavior change



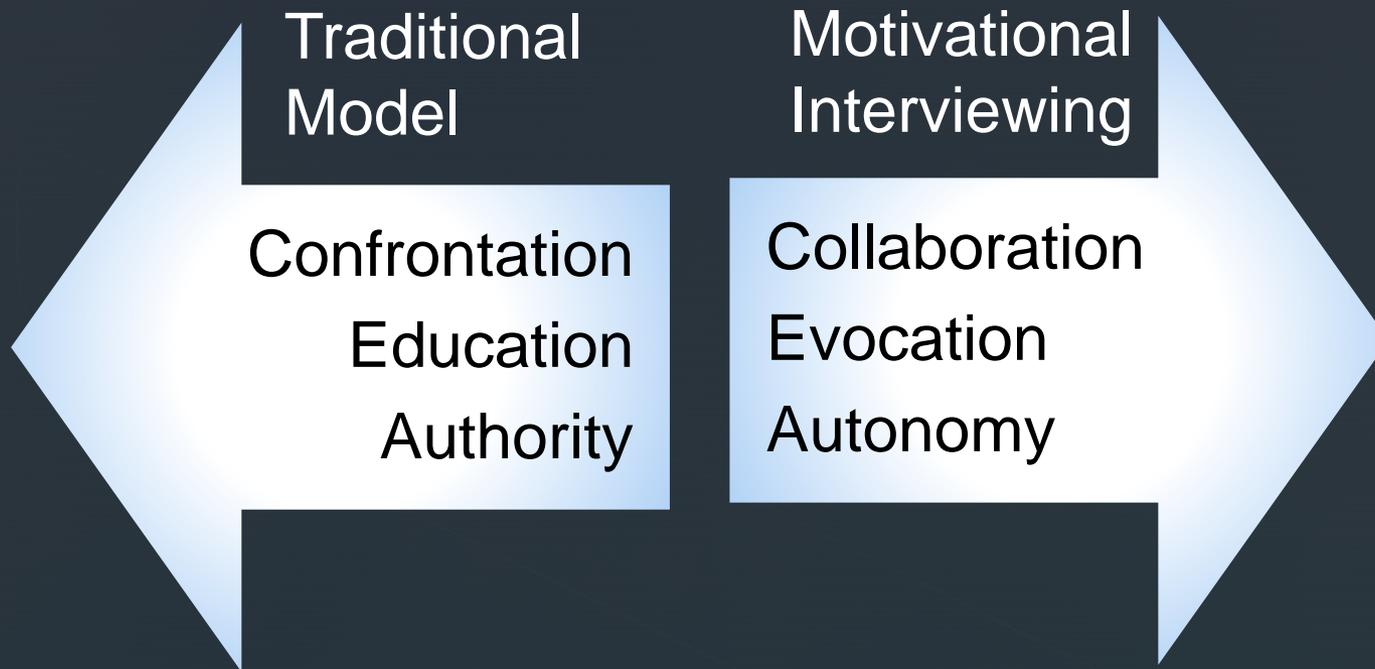
- 40% of deaths in USA attributable to behavioral health related problems
  - Drug, alcohol, tobacco use, overeating, physical inactivity, depression
- General population averages 1.5 visits to primary care each year

# ▀ Motivational Interviewing

*A collaborative conversation style for strengthening a person's own motivation and commitment to change.*



# ▸ A Different Paradigm





▶ Resist the righting reflex

# Spirit of Motivational Interviewing



# Consider MI for:

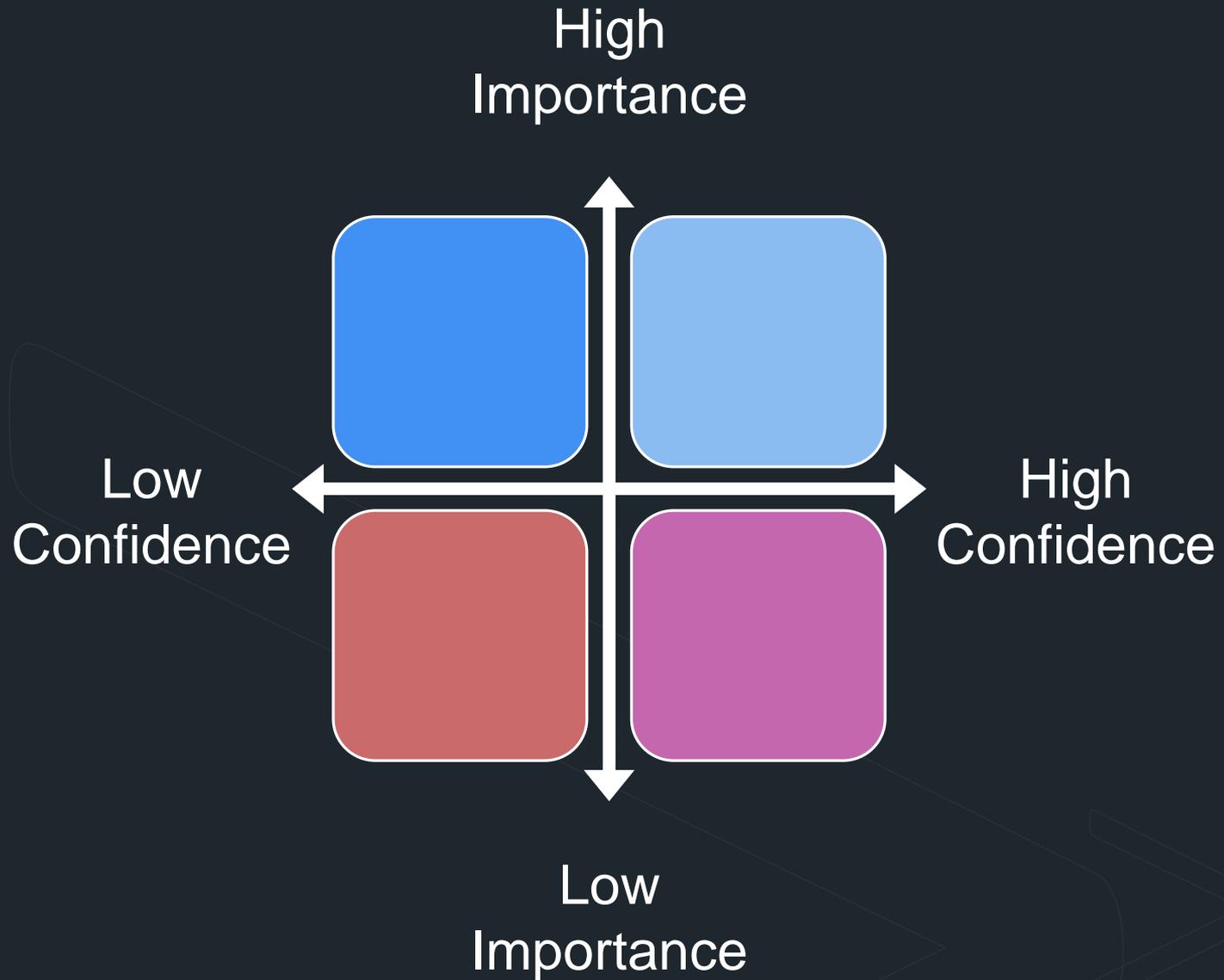
- Alcohol abuse
- Smoking
- Drug abuse
- Blood pressure
- Weight loss
- Physical activity
- Contraceptive use
- Medication adherence



# MI SPIRIT MI SKILLS



- |   |                        |
|---|------------------------|
| O | • Open questions       |
| A | • Affirmations         |
| R | • Reflective listening |
| S | • Summary statements   |



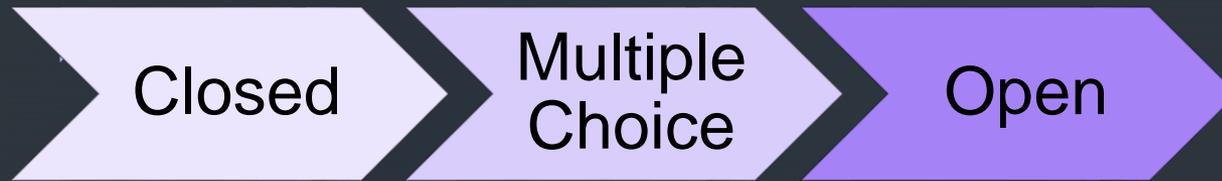


## Core Skill #1

Open  
Questions

# Open Questions

- Cannot be answered in one word
- Encourage patients to express themselves
- Establish trust and acceptance



Continuum

- Has your physical activity been high, low or somewhere in between?

Different options

- Some diabetics focus on changes in eating habits, exercise, or their sugars. What would you like to talk about?

Extremes

- Some of my patients take their meds all the time, and others never take them. Where are you?

# Practice Open Questions

1. Is your sleep affecting your health?
2. Do you have any questions about your medicine?

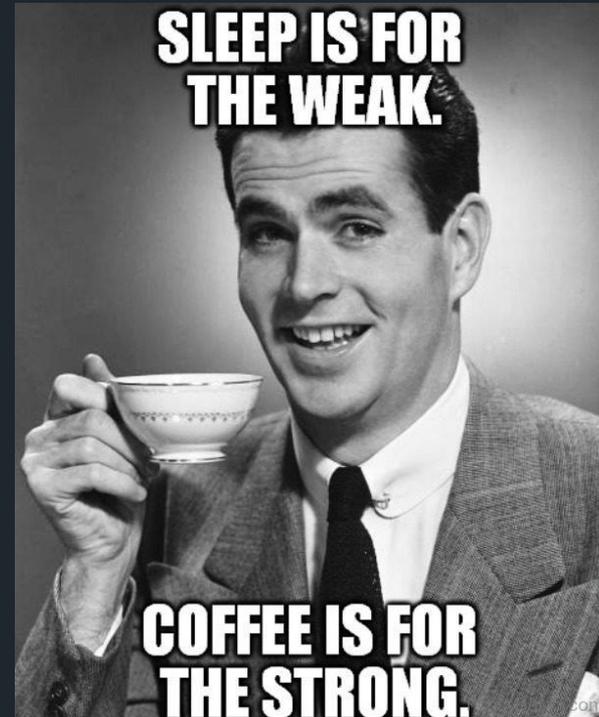
*Reframe as an open question.  
Then reframe again as a menu of options.*

## Open ended:

- How does your sleep affect you?

## Menu:

- Has your sleep affected your energy, your concentration, or anything else?





## Open ended:

- What questions do you have about your medicine?

## Menu:

- Would you like more information about how to take your medicine, when to take it, or side effects?





## Core Skill #2

### Affirmations

# ▲ Affirmations

Saying something positive or complimentary related to thoughts, feelings, or actions.



# ▲ Affirmations

- *That's a creative idea!*
- *It seems like you're a strong person.*
- *You enjoy making others happy.*
- *You must be resourceful to have coped with these difficulties for so long.*

## Practice Affirmations

- *Vegetables are not my favorite, but I fix them for my family anyway because I know they are healthy.*
- *Since my heart attack I've been thinking about what is important to me. I want to make some changes to be healthier.*

Think of an affirmation for each statement and share it with your partner. Provide feedback to each other.

# Core Skill #3

## Reflective Listening



# Reflection

An observation that is evident from the patient's words, behavior and circumstances.

- *A statement, not a question*
- Guides patient to say more
- No penalty for missing
- Short & sweet



▸ Your patient says...

*“I always have to poke myself and watch what I eat to keep my sugars under control. I do this every day. I know what to do.”*

# Types of Reflections

Reflecting feeling

It can be annoying.

Paraphrasing

You deal with your diabetes every day.

Double-sided

On the one hand, it's a pain to keep track of. On the other, you want to stay healthy.

Simile

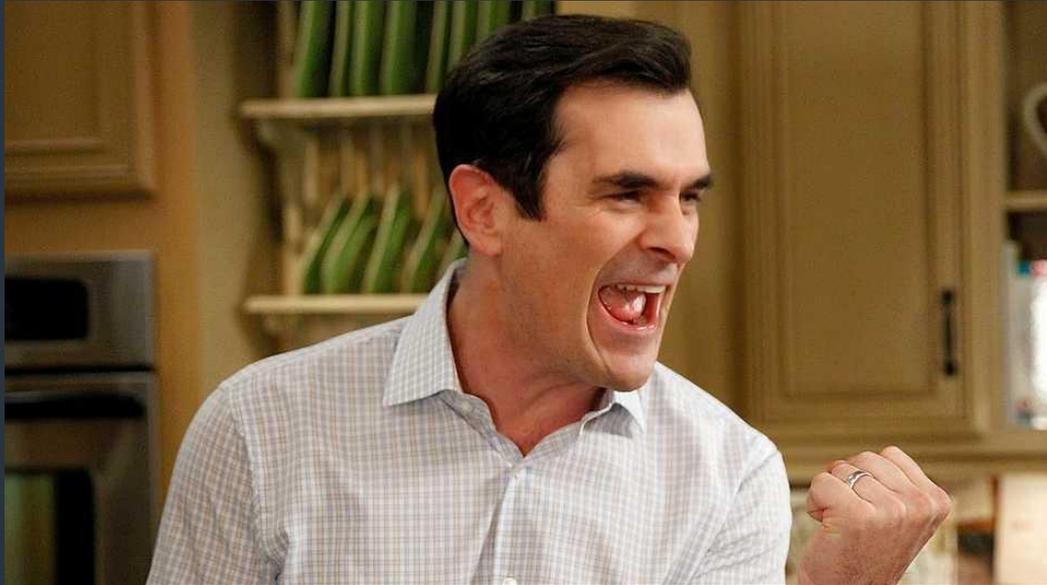
It's like a chore, but you know exactly how to do it.

# Practice Reflections

- *I've been waiting for an hour and have to catch 3 buses to get home.*
- *My friends and family are always telling me that I should lose weight.*

See how many reflections you and your partner can come up with. You might try reflecting feeling, paraphrasing, double-sided, and simile style reflections.

# Reflections in action



[Modern Family's Phil Dunphy learns reflective listening \(4 minutes\)](#)

# Core Skill #4

## Summary Statements



## Summary Statement

*“Let me see if I understand. You’re smoking a pack a day and would like to quit because you know it’s bad for you. You want to be here to watch your children grow up. It’s really difficult to quit because most of your friends smoke, and smoking relaxes you. You’ve tried cutting back before but it has never stuck long-term.”*

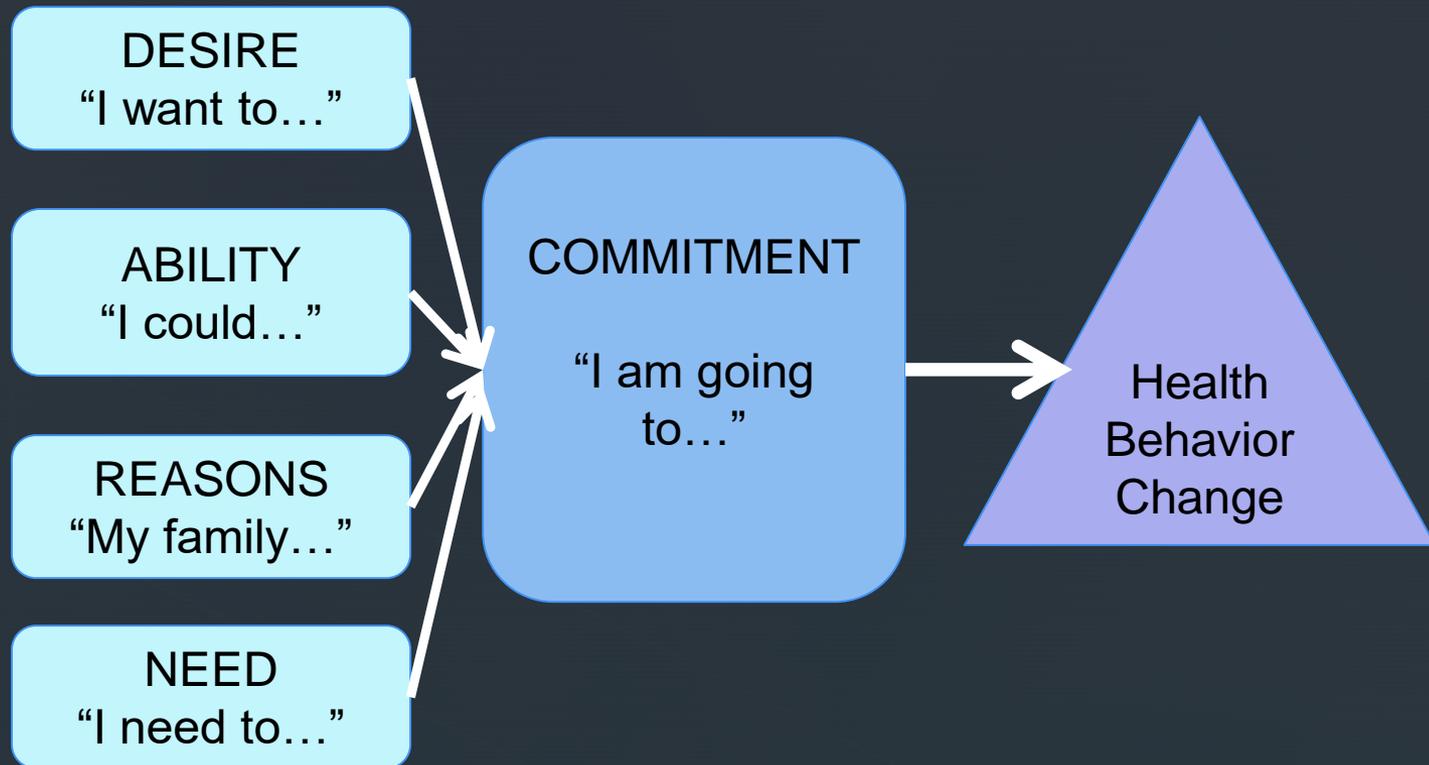
# Practice Summarizing

(4 minutes)

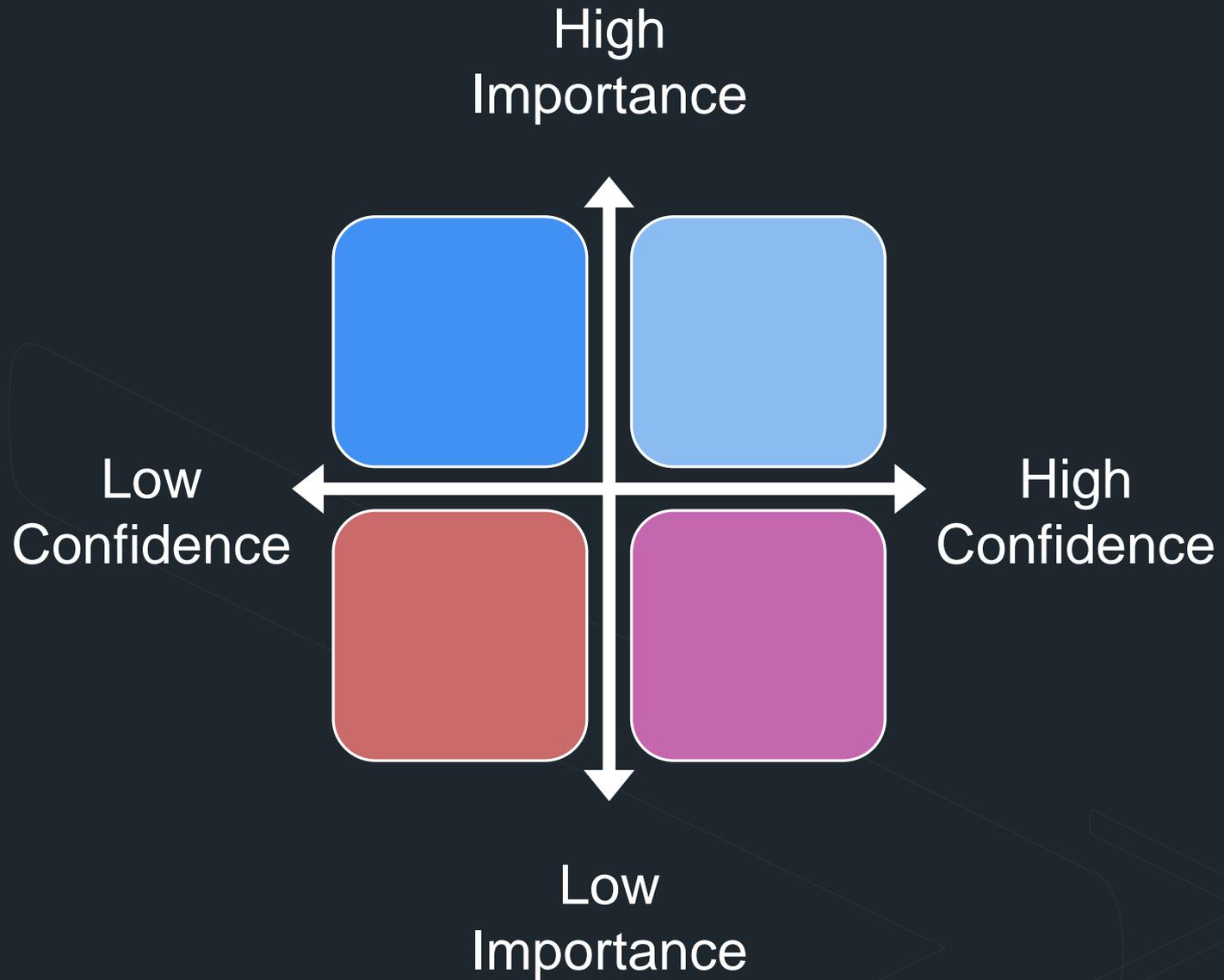
- Talk for 60 seconds about a habit, behavior, or situation you'd like to change
- Your partner listens without asking questions, and then gives a summary. Do NOT give advice. Avoid changing or adding things.
- Change roles and repeat

# Change Talk





Adapted from "How Does Motivational Interviewing Work? What Client Talk Reveals," by P. C. Amrhein, 2004, *Journal of Cognitive Psychotherapy: An International Quarterly*, 18, 4, p. 331.





- ▶ Ways to increase importance

# Exchange information



Elicit

*What do you know about...?*

Provide information

Fill in the blanks/ correct misunderstandings

Elicit

*What do you think about that?*



# Ask-Tell-Ask

Sharing your professional thoughts

## ASK

- I have some ideas about this, would it be OK if I share those with you?

## TELL

- Some people might try...

## ASK

- How would any of those work for you?

# Explore patient values

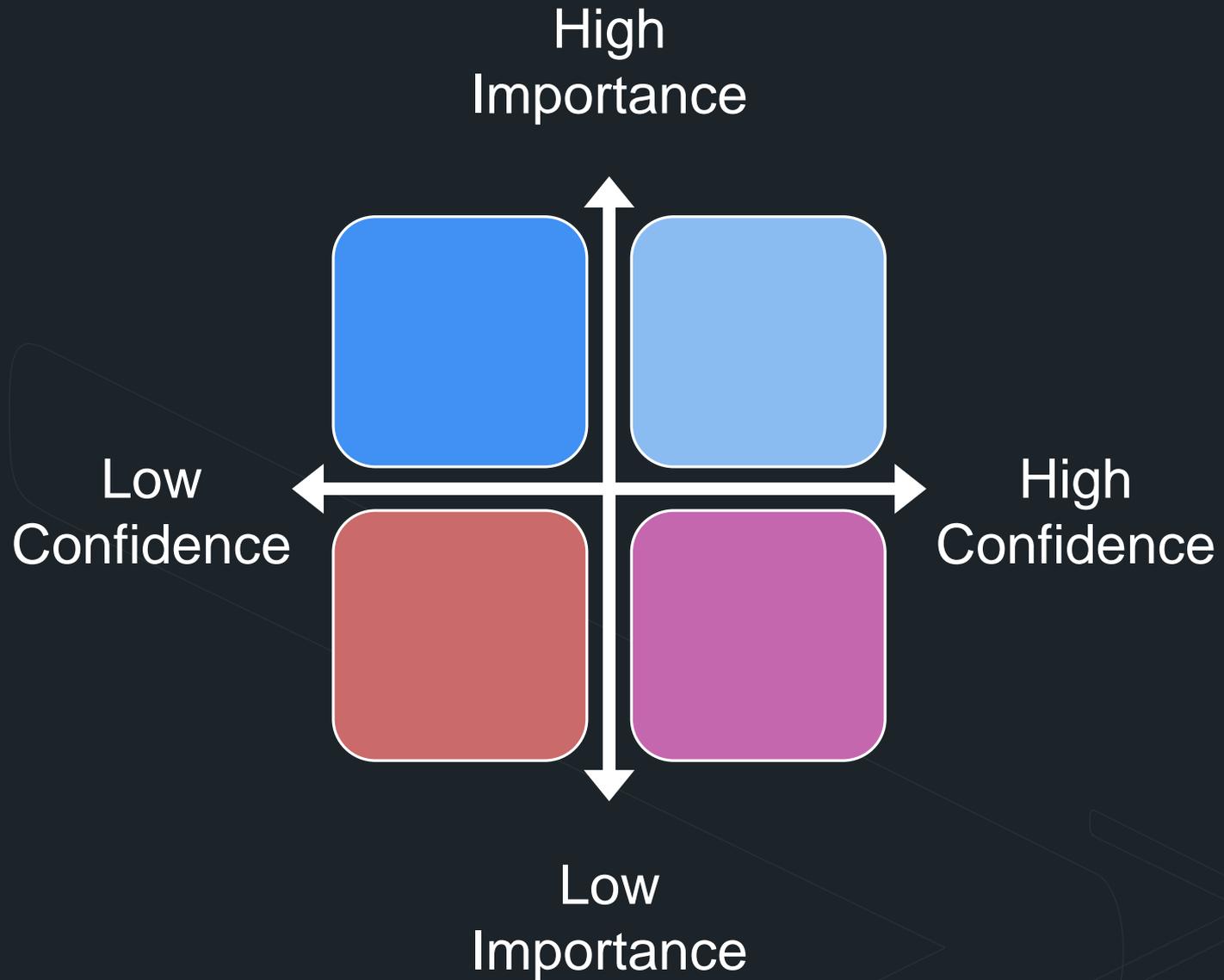
- What things are important to you in life?
- How could you live even more in line with that?





# Extremes

- What are the *worst* things that might happen if you don't make this change?
- What are the *best* things that might happen if you do make this change?





Ways to increase confidence

## ▾ Past success

- What's an example of a *successful* change you have made in the past?
- How did you make that change?



# Strengths



What strengths do you have that can help you make this change?

(Reflect other strengths & ask how those could be used to change)



## Supports

- Who else can you rely on to help?
- What could they do?



▶ What's the plan?!



# GROW Model

G

- Goal

R

- Reality
- What obstacles need to be overcome?

O

- Options
- Brainstorm 4-6 things they might try

W

- Way forward
- What would they like to try now?

# SMART Goal Setting

**S**pecific

**M**easureable

**A**ttainable

**R**ealistic

**T**imed



## Confidence ruler

On a scale of 1 to 10, where 10 means you are completely confident, how confident are you about making this change?

- What makes it a 7 instead of a 5?
- What would make it 9 instead of a 7?

# ▀ Brief Action Planning

1. What goal would you like to work on?
2. What are some different approaches that you might try? Which change do you want to make today?
3. What is the most important reason to do this?
4. Who could help you? How?
5. How will you know that it is working?
6. What could get in the way? What will you do if that happens?
7. How confident are you that you will be successful?

Summarize the plan

## Change plan video

[VIDEO: Evoking Commitment to Change](#)

# ▶ Lingerin questions

- Best MI training methods
- Who should provide MI in primary care
- Over how many encounters, for how long
- Using alternative delivery methods
- For which patients
- Facing what health conditions

# Resources

- MINT - [Motivational Interviewing Network of Trainers](#)
- Motivational Interviewing: Helping People Change, 3<sup>rd</sup> edition. Miller and Rollnick, The Guilford Press 2013.
- Dr. Damara Gutnick - [MI for busy clinicians](#)



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Thank You!