

# Motivational Interviewing: The Basics

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# Outline

What is Motivational Interviewing



The Spirit



The Method and Process



Techniques and Skills

# What is Motivational Interviewing?



“Motivational Interviewing is a collaborative conversation style for strengthening a person’s own motivation and commitment to change” (Miller & Rollnick, 2013, p. 29).



MI was first introduced in 1983 by William R. Miller and Stephen Rollnick



Initially developed to work with individuals with Substance Use Disorders

# NOT Motivational Interviewing



# The Spirit

- ▶ The Underlying Spirit of MI:
  1. Collaboration/Partnership
  2. Acceptance
  3. Compassion
  4. Evocation

Importance of Spirit

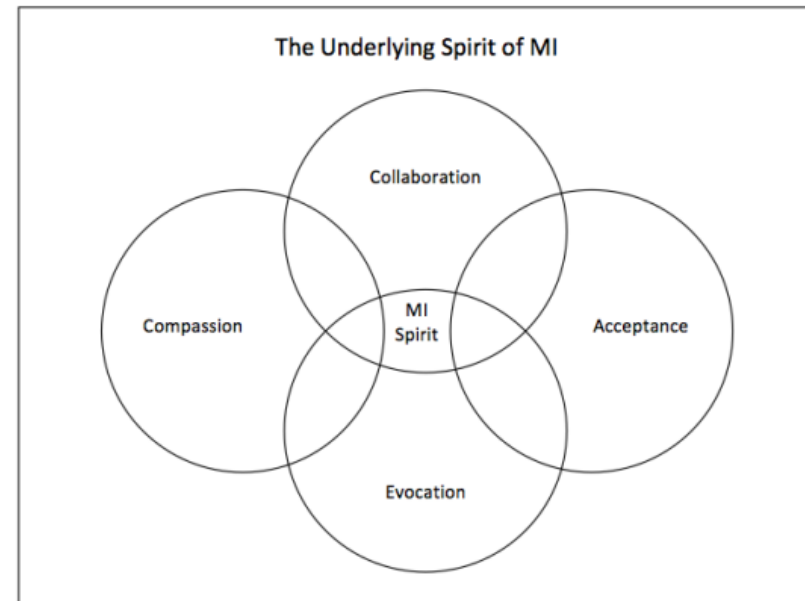


Image recreated from: Miller & Rollnick, 2013

# The Method and Process

- ▶ The Method or Processes of MI:
  1. Engaging: establish a working alliance and build rapport
  2. Focusing: the process which helps to clarify direction and goals
  3. Evoking: elicit the client's own motivation for change
  4. Planning: develop a commitment to change and formulate a plan

# Techniques and Skills

- ▶ OARS
- ▶ Scaling questions
- ▶ Decisional Balance Worksheet

# OARS

- ▶ **O**pen-ended questions
- ▶ **A**ffirmations
- ▶ **R**eflections
- ▶ **S**ummaries



# Open-ended Questions

- ▶ Encourages the client to talk
- ▶ If the client answers with yes, no, or a short response, you did not ask an open-ended question
- ▶ Examples:
  - ▶ What brings you here today?
  - ▶ How has this problem affected you?
  - ▶ What do you think would be the best approach for you?

# Affirmations

- ▶ Accentuate the positive
- ▶ Recognize and affirm the client's strengths and achievements
- ▶ Notice and communicate progress
- ▶ Examples:
  - ▶ You really tried hard this week!
  - ▶ You felt discouraged but you persevered!
  - ▶ You were able to complete all the tasks this week towards your goal. Good job!

# Reflections

- ▶ Statements rather than questions
- ▶ Statements that show you are listening
- ▶ Clarify that you understand what the client said
- ▶ Examples:
  - ▶ “So if I heard you correctly...”
  - ▶ “Sounds like...”
  - ▶ “So what you mean is...”

# Summaries

- ▶ Links present material and what was discussed before
- ▶ Pulls together what the client has been saying and transition to a new task
- ▶ Examples:
  - ▶ “Before we move on, I want to make sure that I understand all that we have covered...”
  - ▶ “Based on what you have shared today, it sounds like you are nervous about how to find a job as well as keep a job but you are also excited to earn money again”

# Scaling Questions

- ▶ Scaling questions are a way to determine a clients motivation or ambivalence towards a situation
- ▶ You can use scaling questions before and after a meeting to determine progress
- ▶ Scaling questions need to be simple and concise
- ▶ Example is the Substance Use Motivation Ruler ([therapistaid.com](http://therapistaid.com))

# Scaling Questions

On a scale of 0 to 10, how **IMPORTANT** is it for you right now to change?

0 \_\_\_ 1 \_\_\_ 2 \_\_\_ 3 \_\_\_ 4 \_\_\_ 5 \_\_\_ 6 \_\_\_ 7 \_\_\_ 8 \_\_\_ 9 \_\_\_ 10  
Not at all Extremely  
Important Important

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On a scale of 0 to 10, how **CONFIDENT** are you that you could make this change?

0 \_\_\_ 1 \_\_\_ 2 \_\_\_ 3 \_\_\_ 4 \_\_\_ 5 \_\_\_ 6 \_\_\_ 7 \_\_\_ 8 \_\_\_ 9 \_\_\_ 10  
Not at all Extremely  
Confident Confident

# Decisional Balance Worksheet

- ▶ A way to explore and help resolve ambivalence and elicit change talk
- ▶ Makes the clients ambivalence to change conscious, observable and concrete
- ▶ Four general open-ended questions on the worksheet:
  1. What are the advantages of changing
  2. What are the disadvantages of changing
  3. What are the advantages of the status-quo
  4. What are the disadvantages of the status-quo
- ▶ Example is the Decisional Balance Exercise ([nova.edu](http://nova.edu))