



Motivational Interviewing

ASHLEY LEE, RDN, NASM CPT

Motivational Interviewing Techniques



- ▶ Open ended questions
- ▶ Affirmations
- ▶ Reflective listening statements
- ▶ Summaries

Open-ended questions

Closed-ended questions

- ▶ Did you eat breakfast?
- ▶ Did you achieve your goals from last week?
- ▶ Do you have a good relationship with food?
- ▶ Did you exercise last week?
- ▶ Have you lost weight?
- ▶ Was last week a success?
- ▶ Are you having a hard time?

Open-ended questions

- ▶ What are you expecting from working with me?
- ▶ What did you do well?
- ▶ What can you improve on?
- ▶ How did _____ make you feel?
- ▶ What do you see is the biggest problem?
- ▶ How will your goal change you as a person?
- ▶ How will it affect your life?

Affirmations

- ▶ Affirmations are statements and gestures that recognize client strengths and acknowledge behaviors that lead in the direction of positive change, no matter how big or small.
- ▶ Affirmations build confidence in one's ability to change.
- ▶ To be effective, affirmations must be genuine and congruent.
- ▶ You handled that situation very well.
- ▶ It is clear that you are really trying to change your _____
- ▶ You showed a lot of _____(strength, determination, etc) by doing that (behavior)
- ▶ I can see that you have worked very hard this week to _____

Reflective listening statements



- ▶ Repeating or rephrasing: listener repeats or substitutes synonyms or phrases and stays close to what the speaker has said
 - ▶ Paraphrasing: listener makes a restatement in which the speaker's meaning is inferred
 - ▶ Reflection of feeling: listener emphasizes emotional aspects of communication through feeling statements
-
- ▶ So you feel...
 - ▶ It sounds like you...
 - ▶ You're wondering if...

Summaries

- ▶ Summaries are special applications of reflective listening. They can be used throughout a conversation but are particularly helpful at transition points.
- ▶ Summarizing helps to ensure that there is clear communication between the speaker and listener. Also, it can provide a stepping stone towards change.
- ▶ Structure
 1. Begin with a statement indicating a summary: Here's what I've heard. Tell me if I've missed anything
 2. Give special attention to change statements
 1. Problem recognition, concern, intent to change, optimism
 3. When ambivalence is expressed, use both sides in the summary statement: On one hand..., on the other hand...
 4. Include information from other sources in the summary: your own clinical knowledge, research, family, etc
 5. Be concise
 6. End with an invitation: Did I miss anything? Anything you want to add or correct?
 7. Take steps towards change – goal setting

Recognize readiness for change

▶ CHANGE TALK

- ▶ Problem recognition
- ▶ concern about problem
- ▶ commitment to change
- ▶ believe change is possible

▶ It's harder to spot when you are focused on your agenda

▶ Numerical scale change assessment (1-10)

- ▶ Readiness to change
- ▶ Confidence to change

DARN

DESIRE to change

ABILITY to change

REASON to change

NEED to change

Eliciting change

Difficulty changing

- ▶ Focus on being supportive
- ▶ How can I help you get past some of the difficulties you are experiencing?
- ▶ If you were to decide to change, what would you have to do to make that happen?

Lack of Desire


- ▶ What is the BEST thing you could imagine that could result from changing?
- ▶ What's the worst that will happen if you don't change
- ▶ How will your life be different from today if you do change?

Studies show that change talk is associated with positive outcomes. Rather than lecturing on why a client should change, get them to state the reasons for change that are important to them

Principles of Motivational Interviewing



- ▶ Express empathy
- ▶ Develop discrepancy
- ▶ Roll with resistance
- ▶ Support self-efficacy

- 
- ▶ People often have either little or incorrect information about their behaviors. Research has shown that telling people what to do does not work well. Most individuals prefer to be given choices in making decisions to change behaviors. By presenting information in a neutral and nonjudgmental manner empowers a person to make informed decisions about quitting or changing a risky/problem/unhealthy behavior.