Motivational Interviewing: Project ELICIT

Brian Burke, PhD; Bill Miller, PhD; Terri Moyers, PhD; Carolina E. Yahne, Ph.D.

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Please take a few minutes to fill out the

PRE-WORKSHOP MI QUIZ (HO 1)
Borg The Dog Presents...

The Six Stages of Change
1) Precontemplation

Change? What change?
**2) Contemplation**

Perhaps more exercise would do me good.
3) Preparation

I’ll gather some info and decide what changes to make.
Let’s play ball – I’m ready to go!!!
5) Maintenance

Look at me – I’m still ready for more!!!
6) Relapse

I guess you can’t really teach an old dog new tricks...
The Stage of Change “Wheel”

Pre-contemplation
Contemplation
Preparation
Action
Maintenance
Relapse

ENTER HERE
PERMANENT EXIT

Prochaska & DiClemente (1986)
So Where does MI Fit in The Stages of Change Model?

• Ideal for clients in contemplation
• Ambivalence is clinical indicator for MI
• NOT helpful for individuals who are not ambivalent
• Does not replace other clinical skills, which are “just right” for other stages of change
HOW does MI work?
Dr. Bill Miller
(MINT newsletter, 1998, vol. 5, no. 3)

• “But why does MI work? How can it be that a person who has been persisting for years in a pattern of dependent drinking or drug use despite clear negative consequences abruptly shifts that pattern after an hour or two of MI? How is it that having a single session of MI before a course of outpatient or inpatient rehabilitation program can double a person’s chances of abstinence 3 months later? The person has learned no new coping skills or conditioned responses...What theory do we have about what is going on here?”
1) Five General Principles of MI

D=develop discrepancy
E=express empathy
A=avoid arguing
R=roll with resistance
S=support self-efficacy (confidence)
Introduction to Change Talk

• What is change talk?
• Unique to MI
• Works by allowing client to hear themselves argue for change
• Client becomes convinced of what they hear themselves saying
• Based on social psychological principles
• Works only when clients are ambivalent
Foundational Skills for MI: OARS
2) How you can do MI = use your OARS!

O = open questions
A = affirmations
R = reflections
S = summaries
Open vs. Closed Questions

- CLOSED QUESTIONS:
- Invite a *short* answer (not only Yes/No)
  - Did you drink this week?
- Ask for specific information
  - How many siblings do you have?
- Closed questions limit answer options
- **How can you turn closed questions into open questions?**
  - Let’s try the ones above and then our own...
How to Make a Reflection

• Make a statement instead of a question
• Makes a guess about meaning * diagram for Caro
• Inflection down at the end (don’t ask a question by mistake)
Two Levels of Reflection

• **Simple Reflections**
  – Repeat/rephrase

• **Complex Reflections**
  – Paraphrase/metaphor
  – Guess at meaning
  – Reflect change talk
Reflective Listening Practice

• Reflecting instead of questioning
• In 3s, speaker talks about “something you should know about me...” or “One problem I have lately...”
• Other 2 people are co-counselors (team up)
• Counsel speaker using only reflective statements:
  – Statement with “Do you mean that...?” stem dropped
  – Inflection stays flat at end of sentence (not a question)
• Rotate until all three people have a chance to be speaker; rotate when speaker indicates he or she has been understood
3) Integrating your OARS

Rowing smoothly to shore...
Doing MI = **ROW the boat**!

**O** = open questions

**A** = affirmations

**R** = reflections

**S** = summaries
Getting your basic skills down: Rowing the boat ashore...

• Please arrange yourselves in groups of 3
• 1 person plays the “client” and thinks of “something I feel two ways about…”
• 1 person plays the “observer” and codes each counselor statement into OARS (i.e., keep a running tally of O, A, R, S on your handout, p.11)
• “Counselor”: Try to do MI using your OARS, aiming for 2:1 R/S to O ratio
• End: Observer + client feedback to counselor
  → This is a diagnosis of your OAR-bility!
4) Change Talk & Sustain Talk
Recognizing Change Talk

- Tuning your ear
- Desire, ability, reason, need and commitment
- Opposite of change talk: the status quo
- Resistance: how is it different?
- When does change talk occur?
Change Talk Coding

• Self writing exercise: identifying my own change talk

• DARN-C

• Handout #7
Change Talk Quiz

• Underline the Change Talk

• Handout #8
Values exploration exercise

Take 15 minutes to sort cards
Values Exercise

- Groups of 2
- One person is speaker (has a change in mind)
- Other is listener
- Listener asks speaker about each value using nondirective listening skills
- Then speaker asks about how values fit in with contemplated change, using DIRECTIVE listening by 1) recognizing and 2) using reflections to respond to change talk
What does change talk sound like in my clients?

- Handout #9
How to Elicit Change Talk Instead of Just Waiting for it to Happen

• Change Talk Jeopardy Game
Day Two
Ask-Provide-Ask

• *Problem with MI:* You have specific information (“advice”) to share with your clients/patients!
• In pairs, have counselor pick a target drug
• **Counselor:** Use A-P-A to give client info on that drug

• Handout #14
Some Ways to Elicit Change Talk

MI Becomes Directive

• Ask Evocative Questions
• Use the Change Rulers (importance, confidence)
• Query Extremes
• Look Back
• Look Forward
• Explore Goals and Values
“Soccer Mike” video

• As you watch this video, use **handout** to code the change talk in this session

• Handout #17
The Change Rulers

• On a scale from zero to ten, how important would you say it is for you to ________________
  – And why are you at ____ and not zero (or lower number)

• On a scale from zero to ten, how confident are you that you could ______________ if you decided to?
  – And why are you at ____ and not zero (or lower number)

Handout # 15
Using the Rulers: Eliciting Change Talk

- Please get into different pairs
- 1 person think of a **problem behavior you might want to change** but you have not yet done so...
- You can use your same change from yesterday
- Your partner will counsel you using only 2 tools:
  - READINESS RULERS
  - REFLECTIONS
Resistance vs. Sustain Talk

• Sustain Talk is DARN-C about the Status Quo
• Resistance is about the relationship
Rolling with Resistance

• How do you see/hear resistance from the clients you work with?
• What increases resistance in your clients?
• What seems to work well in your setting to “roll with the resistance”?
Rolling with Resistance

- Reflections
  - Simple
  - Amplified
  - 2-sided
- Shifting focus
- Emphasize choice & control
- Agreement (+/- a twist)
Rolling with Resistance:
“Rounder” video & exercise
Rolling with Resistance

• BP=Batting Practice
• Please arrange yourselves in 3 groups
• In your group, 1 person bats at a time
• Anyone else in group can throw a “pitch” – call out a resistant statement that a client might say
• Batter swings at the pitch by rolling with the resistance and then gets ready for next pitch
• *After 3 swings, switch batters!*
Practice Responding to Change Talk
Responding to Change Talk

EARS

• **E**: Elaborating: Asking for elaboration, more detail, in what ways, specific examples, etc.
• **A**: Affirming – commenting positively on the person’s statement
• **R**: Reflecting, continuing the paragraph, etc.
• **S**: Summarizing – collecting bouquets of change talk
Easy as 1-2-3

• Write down 3 or 4 statements about some change that you are thinking about making within the next six months:

  – D: Why do you want to make this change?
  – A: How might you be able to do it?
  – R: What is one good reason for making the change?
  – N: How important is it, and why? (0-10)
  – C: What do you intend to do?
  – A: What are you ready or willing to do?
  – T: What have you already done?
Easy as 1-2-3 (One Step)

• Sit in a circle of at least 5, plus 1 observer
• 1. One speaker offers a change talk statement
• 2. Person to the right (listener) responds once by:
  – Evoking elaboration, example, etc. or
  – Affirming or
  – Reflecting
• 3. The original speaker gives a natural reply
• Then the listener becomes the next speaker
Easy as 1-2-3: An Observer

• Observer is not a speaker or listener
• For each 1-2-3 sequence record:
  – 1. Was it change talk? (+ or -)
  – 2. How did the listener reply?
    – E, A, R, or X (other)
  – 3. Was the speaker’s reply change talk? (+ -)
• If you want more of a challenge, think about what kind of change talk it might be:
  – D A R N - C A T
Eliciting Confidence Talk
Confidence

• Success story
• Something I was able to accomplish that I didn’t know if I could when I started
• Reflect confidence talk
• Groups of 2
CHANGE/ACTION PLANS

How do you know when it’s time to make a change or action plan?
Action Plan Questions

• What are your goals?
• What 1st steps could you take to reach these goals?
• What will it look like when you reach your goals?
• Who can help you with your plan?
• What might get in your way? (obstacles)
• How would you deal with these obstacles?
PUTTING MI INTO YOUR PRACTICE

How will you use MI in your work?

Please form groups based around similar work settings and discuss this question, including what might get in your way from doing MI in your setting

Handout #13
A taste of Motivational Interviewing
A Taste of MI: Conversation with one speaker and one listener

Speaker’s Topic

• Something about yourself that you
  – want to change
  – need to change
  – should change
  – have been thinking about changing
  but you haven’t changed yet

i.e. – something you’re ambivalent about
Listener

• Listen carefully with a goal of understanding the dilemma
• Give no advice.
• Ask these four open questions and listen with interest:
  Why would you want to make this change?
  How might you go about it, in order to succeed?
  What are the three best reasons to do it?
  On a scale from 0 to 10, how important would you say it is for you to make this change?
    • Follow-up: And why are you at ___ and not zero?
• Give a short summary/reflection of the speaker’s motivations for change
• Then ask: “So what do you think you’ll do?” and just listen
Common Human Reactions to Being Listened to

• Understood
• Want to talk more
• Liking the counselor
• Open
• Accepted
• Respected
• Engaged
• Able to change

• Safe
• Empowered
• Hopeful
• Comfortable
• Interested
• Want to come back
• Cooperative

Would you rather work with these people . . . .
• Angry, agitated
• Oppositional
• Discounting
• Defensive
• Justifying
• Not understood
• Not heard
• Procrastinate

or these?

• Afraid
• Helpless, overwhelmed
• Ashamed
• Trapped
• Disengaged
• Not come back – avoid
• Uncomfortable
Sentence Stems

- I learned . . . .
- I was surprised . . .
- Now I know that . . .
- I can’t wait to try . . .
Project ELICIT

You make the difference!

(505) 925-2335
mitrainingstudy2009@gmail.com