

Motivational Interviewing (MI) is a style of person-centered counseling developed to facilitate change in health-related behaviors that is being used across an increasingly broad range of healthcare services—including care management and wellness initiatives.

Presentation Topics:

1. Conversations about change
2. Spirit of MI
3. Issue resistance and practical reasoning (sense making)
4. The method of MI
5. Listening: understanding the person's dilemma
6. Core Interviewing Skills: OARS
7. Exploring values and goals
8. Exchanging information

After the presentation, participants will:

1. Experience the spirit of MI
2. Enhance their job satisfaction
3. Feel better prepared to work with clients on behavior change issues
4. Evoke hope and confidence

Motivational Interviewing, "A Taste of MI"-The Spirit -Day 1

What is motivational interviewing?

Guiding Style

Righting Reflex

Ambivalence-normal human process on the path to change

"It is the truth we ourselves speak rather than the treatment we receive that heals us."

The Spirit of MI

Partnership

Acceptance

Compassion

Evocation

Four Fundamental Processes of MI

Engaging

Focusing

Evoking

Planning

5 Key Communication Skills

Open ended questions

Affirming

Reflective listening

Summarizing

Providing information and advice, with permission

What is engaging?

Reflective listening, including OARS; exploring values and goals

Establishing a trusting and respectful helping relationship

What is focusing?

Seeking and maintaining direction

“It’s no use setting off for a clear destination if the person won’t go with you.”

Exchanging information: “The purpose is not to deliver the advice, but rather to foster change.”

Elicit-Provide-Elicit

