

Establishing Engagement with Motivational Interviewing

Allan Zuckoff, PhD

Lecturer in Psychology and Psychiatry

University of Pittsburgh

Past Chair, Board of Directors

Motivational Interviewing Network of Trainers

zuckoffa@pitt.edu



Four Processes in MI

Planning

Commitment and Steps

Evoking

Motivation via Change Talk

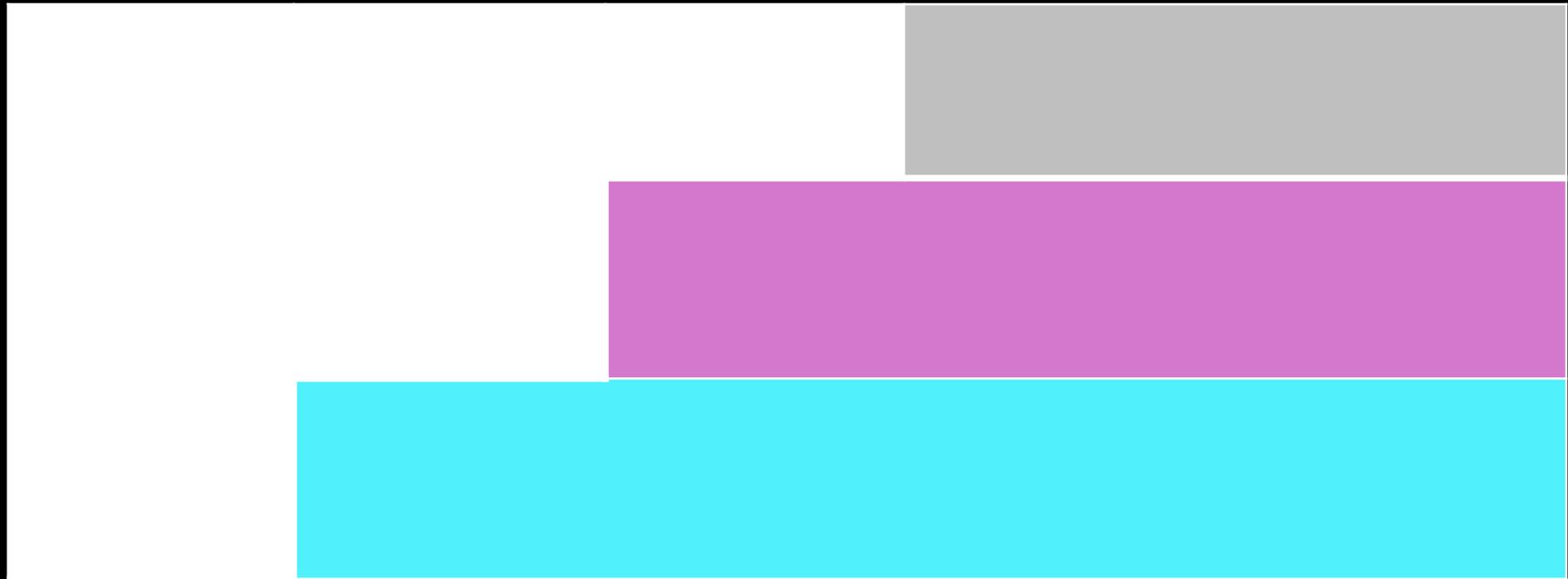
Focusing

Shared Agenda and Direction via Collaboration

Engaging

Mutual Trust and Respect via Acceptance and Compassion

Four Processes in MI



Engaging

Mutual Trust and Respect via Acceptance and Compassion

Expressing Empathy

- ◆ Accurate understanding of the client's experience, as if from inside
 - "Internal frame of reference"
- ◆ Expressed to the client so the client perceives it
- ◆ Without judgment

Expressing Empathy

Reflective Listening

- ◆ Simple reflection
 - Checks understanding of what the client said by repeating or rephrasing it
- ◆ Complex reflection
 - Expresses something you think the client means but hasn't said in so many words
 - Expresses understanding of how the client feels but hasn't put into words

Expressing Empathy

Reflective Listening

- ◆ Aspects of listening reflectively
 - “Checking understandings”
 - ◆ Reflective listening statements are guesses
 - ◆ Guesses are often wrong or imprecise
 - ◆ Humility is the appropriate attitude
 - Capturing part of what the client expressed

Empathy vs. Interpretation

- ◆ Empathy says more than the client said, but not more than the client meant
- ◆ Interpretation says more than the client meant
 - Telling the client about him/herself
 - Telling the “real” meaning or unconscious motives or intentions behind the client’s behavior
 - Explaining the present on the basis of the past
- ◆ Empathy is a humble effort to understand

Thinking Reflectively

◆ Speaker

- Something I like about myself is...
- Warm/Cold, Warmer/Colder

◆ Listener

- You mean that...

◆ Switch roles when

- The speaker has said “Hot!”
- The listener has made 6-8 statements
 - ◆ The speaker may say a sentence or two about what s/he really meant before switching

Listening Reflectively

◆ Speaker

- Something about myself I have been thinking about changing but haven't changed yet
- Answer and say more, elaborate

◆ Listener

- Drop "You mean that..."
- State what you think the speaker means

◆ Switch roles when

- Speaker feels fully understood

Affirming

- ◆ Expressing appreciation or admiration for who the person is, or what s/he has done
 - Expresses directly the underlying attitude of “prizing” (unconditional positive regard)
 - ◆ Appreciating who the person is, instead of thinking about how s/he should be different (Chris Wagner)
 - Comes from below, rather than from above

Why Affirm?

- ◆ Supports Self-Efficacy
 - Highlighting strengths, valued characteristics, and successes enhances confidence in the ability to change

Why Affirm?

◆ Self-Affirmation Theory

- Self-affirming by focusing on living out personal values promotes willingness to focus on the risks of behavior
 - ◆ Reduces minimization of the inconsistency of behavior with view of self as a good and sensible person
 - ◆ Affirmation reduces defensiveness (self-protection) and enhances openness to change

Developing Affirmations

- ◆ What do practitioners tend to say?
 - That's great!
 - You should be proud of yourself.
 - I think you're brave!
 - You did well this week.

Developing Affirmations

- ◆ Why do they want to say that?
 - Because it took a lot of strength to stay focused on her goals despite the obstacles.
 - Because once he decided, he didn't let anything stop him.
 - Because he had never done anything like this before and didn't have a lot of support.
 - Because she never had role models for parenting, so she had to figure it out on her own.

Affirming

Three Styles (Vaughn Keller)

◆ Judgment statements

- *You did a great job of dealing with that situation.*

◆ Impact statements

- *I am so impressed with your ability to laugh no matter how hard things get.*

◆ Observation statements

- *You managed to keep your kids fed even when you felt like everything was falling apart.*

Affirming

- ◆ More powerful when something about the person rather than something about the target behavior is affirmed (Carl Åke Farbring)

A Memorable Affirmation

◆ Speaker

- An affirmation I remember well is...

◆ Listener

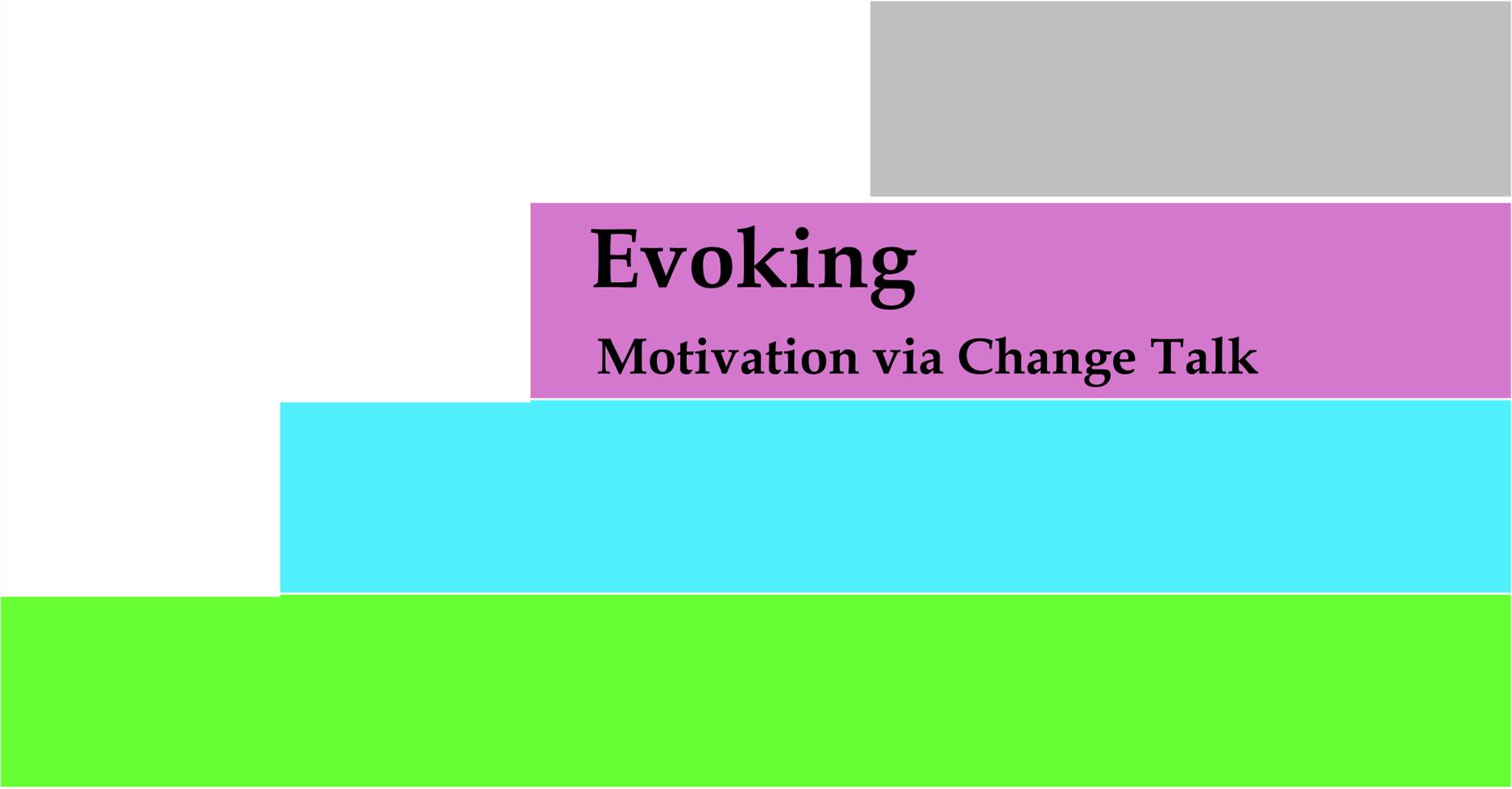
- Explore and understand the speaker's experience of being affirmed
 - ◆ What was the context for the affirmation?
 - ◆ Who was the affirming person, and what did that person mean to S?
 - ◆ What made the affirmation so memorable?

◆ Switch roles

Affirming

- ◆ Think of a difficult client
- ◆ What is one quality this person has that you genuinely admire?
 - Personal quality, not a desirable behavior
 - Something the client values in him/herself
- ◆ What might you say to affirm that quality?
- ◆ What question could you ask to invite the client to recognize and explore that quality?

Four Processes in MI



Evoking

Motivation via Change Talk

Enhancing Importance of Change

Discrepancy

- ◆ Perceived distance between present behavior or state and important goals or values
 - Evoke awareness of the gap between
 - ◆ where clients are and where they want to be (goals)
 - ◆ who clients are and who they want to be (values)

Evoking Importance of Change

◆ Evocative Questions

- What would be the advantages of change?
- What is one good reason for going for treatment?
- How would life be better if you made this change?
- What concerns you about the way things are now?
- What difficulties has missing treatment been creating for you?

Enhancing Confidence for Change

Self-Efficacy

- ◆ Belief in the ability to succeed at change
 - High Importance + Low Self-Efficacy = Denial or Despair
 - Highlighting strengths and past successes increases self-efficacy
 - Beliefs about clients' ability to change become self-fulfilling prophecies

Evoking Confidence for Change

◆ Evocative Questions

- What makes you think you could make this change?
- What gives you confidence that you could make it to treatment if you tried?

Change Talk

◆ DARN (Preparatory)

- Desire *I want to...*
- Ability *I can...*
- Reasons *I should because...*
- Need *I must...*

◆ CATs (Mobilizing)

- Commitment *I might... → I'll try... → I will...*
- Activation *I'm ready to...*
- Taking steps *I've done...*

Recognizing Change Talk

- ◆ Listen for change talk
- ◆ When you hear Preparatory (DARN) talk, DRUM
- ◆ When you hear Mobilizing (CATs) talk, APPLAUD
- ◆ If it's not change talk, DO NOTHING

Drumming for Change

- ◆ I don't want to get cancer from smoking.
- ◆ I like getting high.
- ◆ If my kid misses any more appointments I might lose my therapist.
- ◆ Gambling lifts my mood.
- ◆ I could make it to group if I really tried.

Drumming for Change

- ◆ No one is going to make me go to AA no matter how hard they try.
- ◆ I'm going to start attending meetings.
- ◆ Smoking weed quiets my voices.
- ◆ I guess the medicine helps with my voices.
- ◆ I can't stop isolating.
- ◆ This week I started going to the recovery center to spend time with people.

Recognizing and Responding to Change Talk in Ambivalence

I really don't want to stop smoking, but I know I should. I've tried before and it's really hard.

- ◆ Where is the change talk?
- ◆ Which responds to the change talk?
 1. You really don't *want* to quit.
 2. It's pretty clear to you that you *ought* to quit.
 3. You doubt that you *can* quit.

Recognizing and Responding to Change Talk in Ambivalence

- ◆ I don't drink any more than most people I know. Yeah, I sometimes feel a little foggy the next day, but it wears off quick. It's no big deal.
- ◆ I'd like to be healthy, but I'm 68. I can get away with some bad habits now. They won't have time to catch up to me.
- ◆ I have no time to go for therapy. I really hate that I'm so impatient with my kids but I don't have anyone to watch them.

Recognizing and Responding to Change Talk in Ambivalence

- ◆ When you take that first hit, man, there's no feeling like it. You just don't care about all the terrible things the drug does to your life, it's this amazing rush and nothing else matters.
- ◆ It's a hassle to take those pills. I'm supposed to remember to take them three times a day. I guess there's a good reason for it, but it's just not possible for me.

Recognizing and Responding to Change Talk in Ambivalence

- ◆ I wasn't doing anything wrong! I just went along for the ride, and I didn't know they were going to grab that lady's purse. Now they're saying I violated my probation. I guess it's not smart to be cruising around at 2 in the morning, but it happened so fast, there was nothing I could do. I didn't break any laws, and I'm not going back to jail for this.
- ◆ I don't think I have a mental illness. People are trying to hurt me. Sometimes I get confused and I don't know if they really are. But I think they are.

Responding to Change Talk

EARS

- ◆ E: Elaboration
 - Ask for elaboration, more detail, in what ways, specific examples
- ◆ A: Affirm
 - Express appreciation or admiration
- ◆ R: Reflection
 - Simple, Complex
- ◆ S: Summarize
 - Collect and focus the change talk

Easy as 1-2-3-4

- ◆ Write down 1 response about a change you are thinking about making in the next 6 months
 - D: Why do you *want* to make this change?
 - A: Why might you be *able* to do it?
 - R: What is one good *reason* for making the change?
 - N: Why do you *need* to make this change?
 - C: What do you *intend* or *plan* to do?
 - A: What are you *ready* or *willing* to do?
 - T: What have you *already done*?

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