

**MOTIVATIONAL  
INTERVIEWING**

2018  
David S. Prescott, LICSW  
Welcome!

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**CONTACT**

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- *Healthy lives,*
- *Safe communities*




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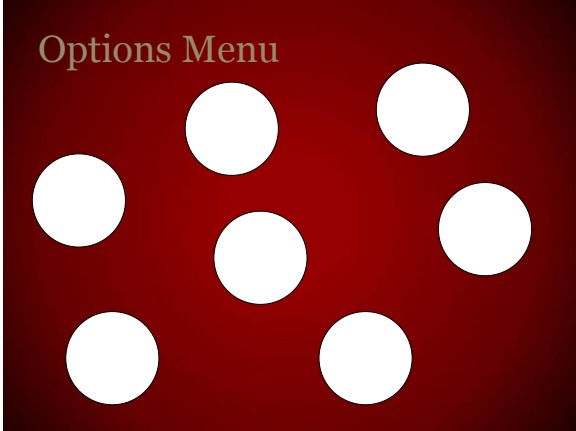
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**Options Menu**




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Are We Ready?

0 1 2 3 4 5 6 7 8 9 10

Motivation = importance + Confidence

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TAKE-AWAY MESSAGE

- People change
  - We have proof
- Punishment alone does not reduce recidivism
  - We have proof
- When all else fails, get back to the basics
  - Effective treatment gets young people to change the way they think and gets families to support those changes
  - **We will never change the way they think; they have to**

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TAKE-HOME MESSAGE

- Change Talk
- Acceptance
- Less Is More
- Righting Reflex
- Michelangelo Belief
- Autonomy and Choice

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LET'S START WITH STRENGTHS

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2013 PRACTITIONER'S DEFINITION

- Motivational interviewing is a person-centered counseling style for addressing the common problem of ambivalence about change.



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2013 TECHNICAL DEFINITION

- Motivational interviewing is a collaborative, goal-oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.

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THE SPIRIT OF  
MOTIVATIONAL INTERVIEWING

- Partnership
- Acceptance
- Compassion
- Evocation

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FOUR PROCESSES

- Engaging
- Focusing
- Evoking
- Planning



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These processes are...

- Somewhat linear
  - E.g., engagement comes first
- And also recursive
  - Engaging happens throughout MI
  - Focusing is not a one-time event;
  - Real treatment involves re-focusing
  - "testing the water" on planning helps

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### TALK



There is no such thing as “resistance”

There is discord and sustain talk  
“I’m not gonna; you can’t make me”

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### CHANGE TALK

- Desire “*I want to...*”
- Ability “*I can...*”
- Reason “*There are good reasons to...*”
- Need “*I need to*”

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### RESPONDING TO CHANGE TALK

- ***When you hear change talk, don’t just stand there!***
- Elaborate (tell me more)
- Affirm
- Reflect
- Summarize

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### CHANGE TALK JEOPARDY

- One person makes a change talk statement
- What is an open question that might have resulted in that change talk?

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### GETTING MOVING: OARS

- Open questions
- Affirmations
- Reflections
- Summaries

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### REFLECTIVE LISTENING

- Simple Reflection
  - Exact words
  - Closely related words
- Complex Reflection
  - Continuing the paragraph
  - Reflecting emotion
- Double-Sided
- Amplified

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**ENGAGING**

- Spirit factors
- Open questions
- Affirmations
- Reflections
- Summaries

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**FOCUSING**

- Developing a clear direction and goal
- Sometimes the change goal is clear; very often it's not!
- Possibilities:
  - Clear Focus
  - Agenda Mapping (options menu)
  - Clarifying

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**EVOKING**

- Eliciting Change Talk
  - Desire, Ability, Reason, Need
  - A clear focus is a prerequisite
- Change and sustain talk:
  - "Two sides of the same coin"
  - "Dancing with Discord"

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**OBJECTION!!!**



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**OBJECTION OVER-RULED**

- These are over-arching trends
  - Can't always find studies to support every view
- Collaboration can and does work with the most stuck people
- Therapeutic skills are not basic
  - Years of deliberate practice to master
- Your population is not as different as you think




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