



# MOTIVATION

If You Aren't Fired With Enthusiasm, You Will Be Fired With Enthusiasm.

# Motivational Interviewing on the Fly

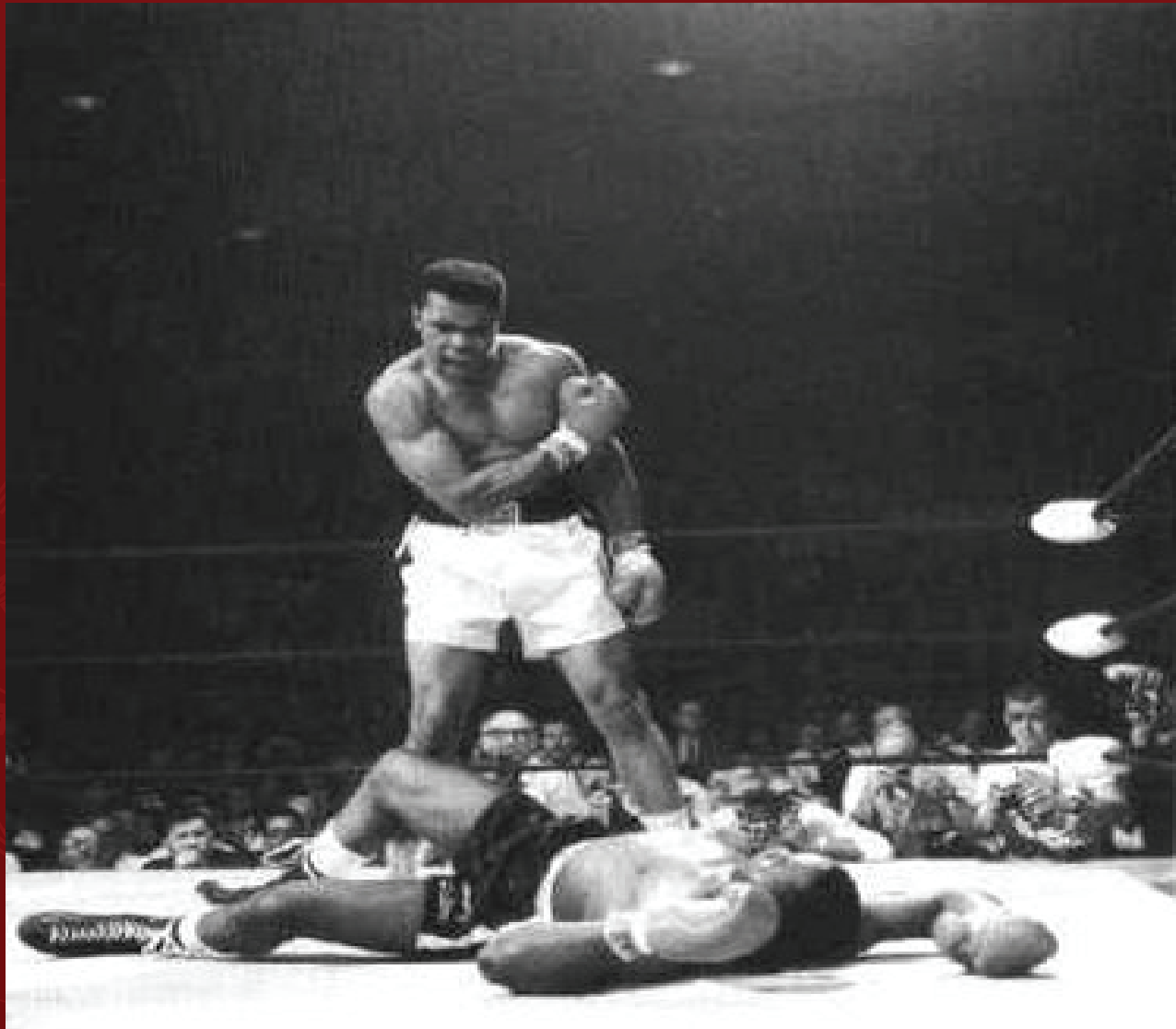
PRISM

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# Convincing Someone to Change...



# Confrontational Approach



# Change Takes Time and Persistence



# Motivational Interviewing Approach



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# Motivational Interviewing Approach

- ▶ Longer term process
  - Take your time to build an alliance
- ▶ Take it a step-at-a-time
  - Jumping over steps a set-up
- ▶ Don't expect too much
  - Improving the odds
  - Being one of many inputs
- ▶ Concern and Availability focus

*Don't Sell Them What You Have...  
Sell Them What They Need*

*Billboard, Heathrow Airport*

*October 2008*

# What is different about Motivational Interviewing (M.I.)?

1. Patient Centered
2. Explores and resolves ambivalence
3. Elicits behavioral change
4. Directive using patients emerging awareness

# Focus of M.I. = Collaboration

- ▶ Ambivalence is the barrier to change
- ▶ Motivation is elicited and cultivated by us
- ▶ Readiness to change is dynamic and fluctuating
- ▶ The patient is responsible to resolve their ambivalence

# M.I. touchstones

## DRESS

- ▶ Develop Discrepancy
- ▶ Roll With Resistance
- ▶ Express Empathy
- ▶ Support Self-Efficacy

# Key Skills = OARS

- ▶ Open ended questions
- ▶ Affirmation
- ▶ Reflection
- ▶ Summarizing

# Anger and Resistance

- ▶ Hit a nerve => seek to understand and then defuse the source
- ▶ Arguments are boxing matches
- ▶ Reflective listening soothes troubled waters
- ▶ Reinforce patient's autonomy
  - That's the whole point => they will do what they want to do

# Two Basic Screening Questions

- ▶ For alcohol - During the past year, have you had 4 or more drinks (women)/ 5 or more drinks (men) in a day?
  - If yes, further assessment
- ▶ For drugs - During the past year, have you used an illegal drug or used a prescription medication for non-medical reasons?
  - If yes, further assessment

# Start Your Patient Care Change On The Fly

- ▶ Step One – Use an open ended question on a health issue
- ▶ Step Two – Develop Discrepancy on one point through reflection
- ▶ Step Three – Develop Self-Efficacy with a patient through affirmation
- ▶ Step Four – Work on summarizing some of the above