

Brief Interventions – Using Motivational Interviewing



Introduction, Spirit, Principles

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Outline

- Intro and welcome
- Motivation
 - Interpersonal effects
- Foundation of MI
 - Spirit
 - Principles
 - Demonstration
 - Traps to avoid

Exercise 1

Behaviour change – Influence of others



Instructions

Others can influence our choice to change in ways that are positive, or negative.

- Write down:
 - **What is something someone else wants you to do, but you don't want to?**
- Think of the last time this person spoke to you about making this change
- In your small group, discuss the following questions:

Influence of others

How has the influence of the other person impacted your choice thus far?

1. Who **started** the conversation?
2. What has the **other person said** to you about this change?
3. What did you **think and feel** in response?
4. Were you **more or less motivated** by the exchange?

Interpersonal effects

- Did anyone have an example where they left the discussion with **increased** motivation?
- If so, what did the other person say/do?

Exercise 2

Exercise 2



Behaviour change – Readiness ruler

Readiness ruler tool

Readiness ruler = a self evaluation tool to assess where an individual is at with respect to the **importance**, **confidence** and **readiness** to make a change, on a scale of 1 - 10, one being not at all, to ten being 100 %.

Can be applied as an evaluation tool pre and post discussion, or as a check in comparison over time.

Instructions

What is something you have been thinking about doing, but haven't started yet?

Apply readiness ruler to your potential change:

- How **important** is it to you to make this change?
- How **confident** are you that you can make this change?
- How **ready** are you to make this change?

Exercise 3

Exercise 3



Behaviour change – Pros and cons

Saunders' Law of Behaviour Change

People only change when the pain of change is less than the pain of staying the same.

The pros and cons of change

Enhancing our understanding of the pros and cons of change is essential for successful behaviour change.

- **What is something you used to do, that you would like to start doing again?**

4 way window tool

1

PROS
Current Situation

4

PROS
Potential Change

2

CONS
Current Situation

3

CONS
Potential Change

4 way window tool

1

**What do you gain
by not doing this
activity?**

4

**What do you enjoy
about this activity?**

2

**What do you lose
by not doing this?**

3

**What would it cost
you to start again?**

What is motivation?

“The most prevalent common sense view of motivation is that people do things because they perceive them as being better in some way than not doing them.” (West, 1989)

“Motivation is the sum of the factors that influence an individual to behave in a certain way.” (Saunders, 1994)

Ambivalence

- The natural response of anyone who is challenged about a behaviour over which they are ambivalent, is to argue the counter position. In other words, **they will defend why they don't want to change.**
- Good news. The reverse can also occur.
- How we get a person to argue for change is the fundamental question that the MI process answers.

MI defined

“Motivational interviewing is a collaborative, person-centred form of guiding to elicit and strengthen motivation for change.”*

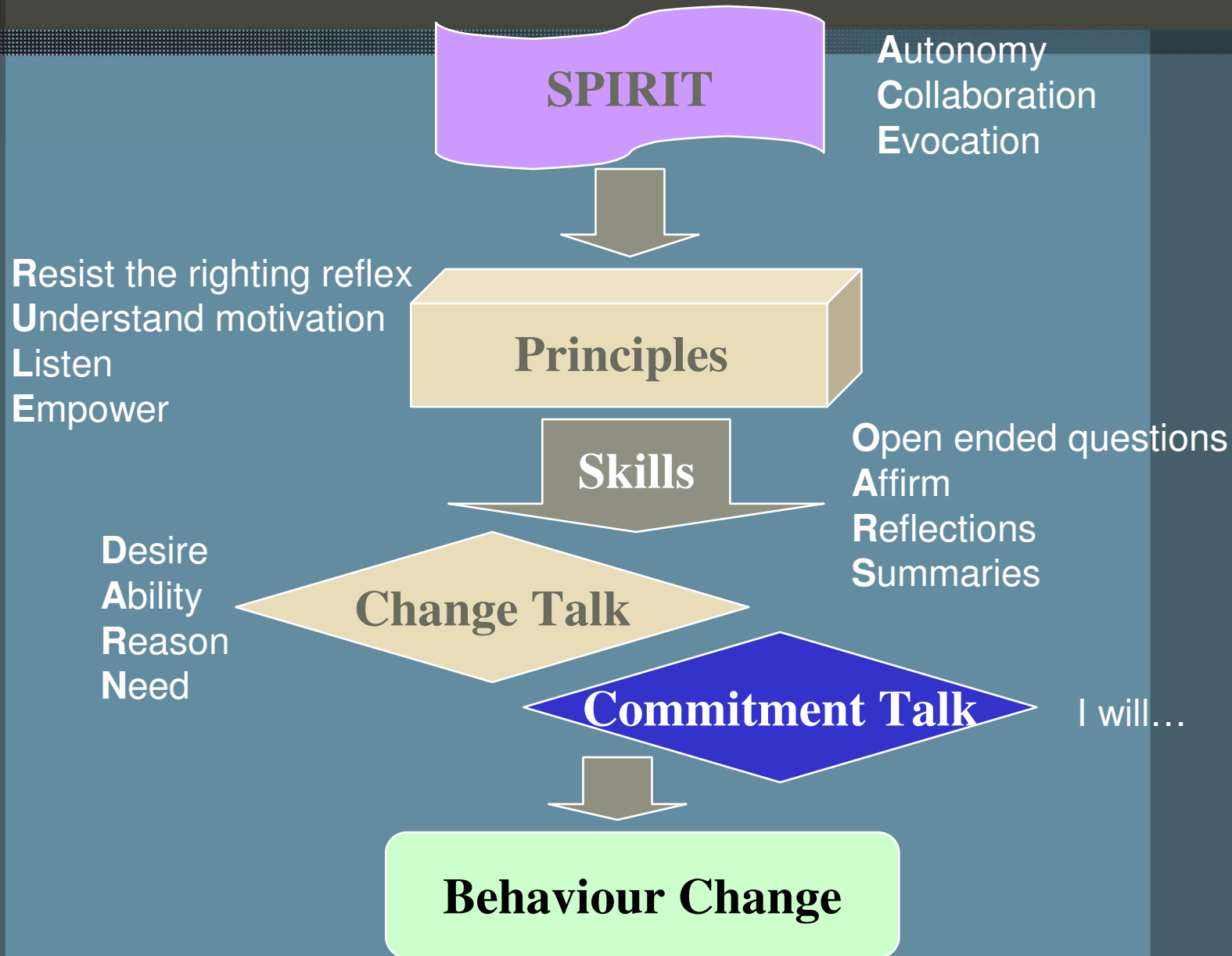
MI is a technique that works with, rather than against, a client's ambivalence about behaviour change.

*Miller, W.R. & Rollnick, S. (2009) Ten things that Motivational Interviewing is not. *Behavioural and Cognitive Psychotherapy*, 37, 129-140.

Break



MI Overview



Evidence from Social Psychology

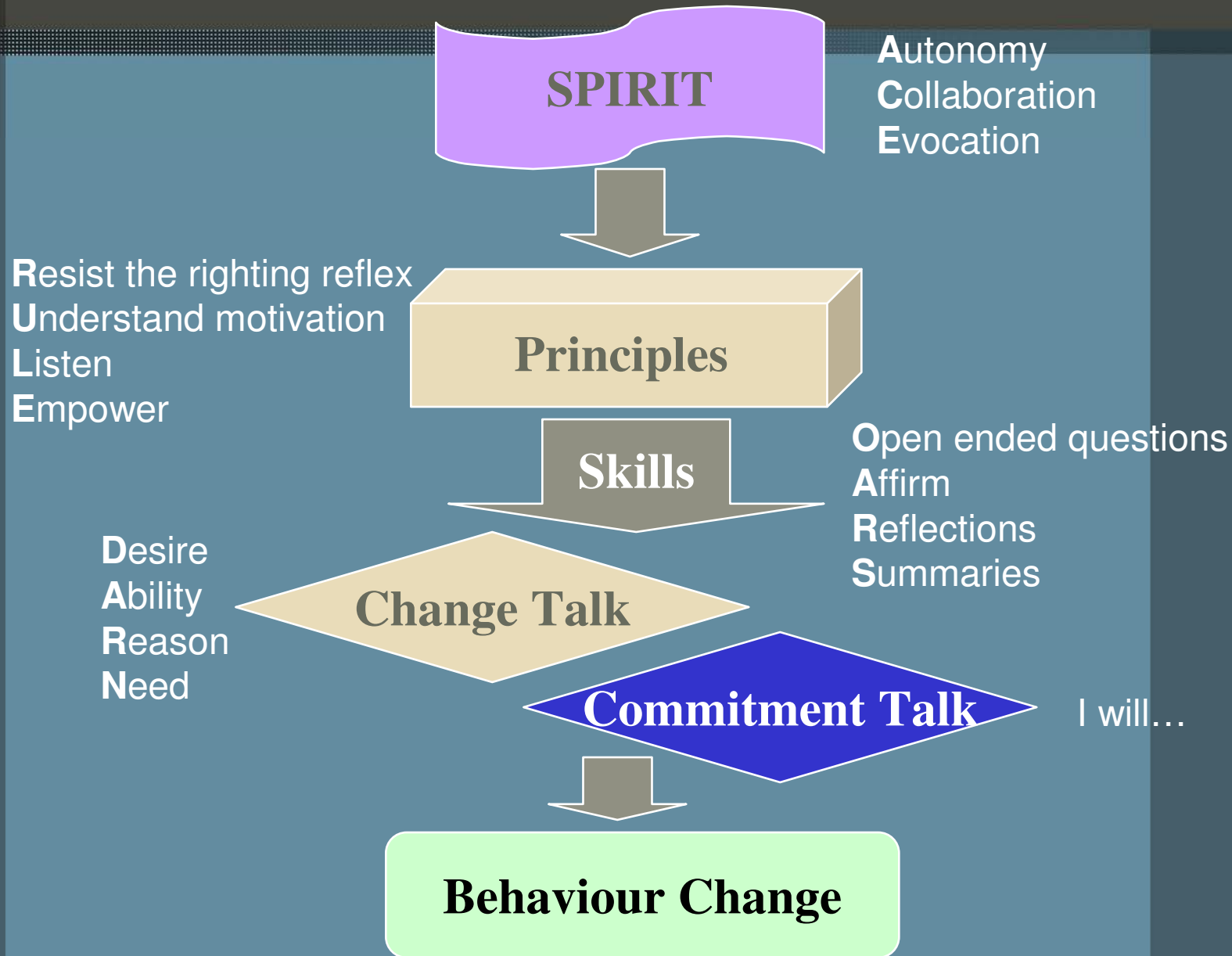
- Experiments were held where people were assigned to 'sides' of a debate on issues they had no opinion on, and then asked later about their opinions on this matter.
- What do you think happened?

Video demonstration



What Motivational Interviewing Sounds Like

MI Overview



MI spirit – ACE

- **Autonomy** vs. authority
 - Affirms the person's right and capacity for self-direction
- **Collaboration** vs. confrontation
 - A partnership that honours the person's experience and perspective
- **Evocation** vs. education
 - Resources and motivation are presumed to be within the person

MI Review

SPIRIT

Autonomy
Collaboration
Evocation

R
U
L
E

Principles

Behaviour Change



MI guiding principles- RULE

- **R**esist the righting reflex
- **U**nderstand the person's motivation (s)
- **L**isten to the person
- **E**mpower the person

Resist the righting reflex

- Practitioner's have a powerful desire to set things right, to heal, to prevent harm, to promote well being
 - there are 2 sides of ambivalence:
 - a) reason to stay the same **and**
 - b) reason to change
 - Paradoxical Effect: natural response of a person is to argue the other side of the ambivalence

Understand the motivation

- Be interested in the person's own concerns, values and motivation(s)
 - i.e. explore why the person attended the appointment
- **Person's own reason to change, not yours, will motivate behaviour change**
- Note: Takes less time to investigate why a person would want to make a change, and how they might do it, versus convincing them that they should change

Listen to the person

- Active listening
- Complex skill
- Quality listening is an essential ingredient of good care
- Involves empathic interest
- Demonstrated through accurate reflections
- Critical to the MI process

Empower the person

- Help person explore their ambivalence, **and** their ability to change
- Instill hope
- Provide affirmations
- Increased outcome measures when person is an active participant in their own choice, decision, treatment, etc.

MI Overview

