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MOTIVATIONAL INTERVIEWING

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- Persons with alcohol and substance abuse
- Confrontation = resistance
- Client resistance and change
- Change as a natural process

www.motivationalinterviewing.org
Instead of asking “why don’t people change” we need to ask:

“Why is it that people do change?”
Approach - Avoidance

- Natural process

*I want to change and I don’t want to change!*
• Reasons to change

• Ambivalence

• Reasons not to change
FACES OF RESISTANCE

- Resistance:
  - Argue; interrupt; negate; ignore

- Our resistance:
  - Reasons for change; lecture; shame, blame; label
CARL ROGERS

Counselor Effects and Therapeutic Relationship

- Accurate empathy
- warmth
- Genuineness
- Reflective Listening
- INCREASE MOTIVATION
- DECREASE RESISTANCE
Four Spokes of a Wheel for increasing change talk and decreasing resistance

1. Communicate Empathy (OARS)

2. Identify Discrepancy

3. Go with Resistance (a sign to respond differently)

4. Identify Self-Efficacy
1. Communicate empathy

- O = open ended questions
- A = affirm clients
- R = reflect, reflect, reflect
- S = summarize
2. Identify discrepancy (where is the ambivalence)

- Balance Sheet:
- Reasons to continue: the good things you get
- Reasons not to continue: what isn’t so good
<table>
<thead>
<tr>
<th>Reasons to continue</th>
<th>What happens if you don’t</th>
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Decisional Balance
3. Go with resistance

- Respond differently:
  
  - Instead of preaching, cajoling, teaching...
4. identify self-efficacy

- I like…
- You have worked hard at…
- You’ve thought about this a long time.
- You’re beginning to think differently.
- You are open to examining.
- You want something different.
- You are determined.
MI Defined

- “...a client-centered, directive method for enhancing intrinsic motivation to change by exploring and resolving ambivalence.”
- Directive: increase “change talk”; decrease resistance
- Nondirective when exploring
Change Talk

1. Disadvantages of the Status Quo (explore what isn’t working)
2. Advantages of Change (explore the advantages of change)
3. Optimism for Change
4. Intention to Change
Motivation =

- Importance
  +
- Confidence
“Why are you at a _____ and not zero?”

“What would it take for you to go from _____ to a (higher number)?

“Why are you at a _____ and not a 10?”
DECREASE RESISTANCE

- Identify ambivalence
- Reflect resistance
- Use decisional balance sheet
Can be used with other techniques and has incorporated Stages of Change
### Using Stages of Change

Prochaska, DiClemente, & Norcross, 1992

- **Precontemplation** – does not see the need to change
- **Contemplation** – ambivalence
- **Preparation** – plans
- **Action** – does
- **Maintenance** – continues
Summary

- Moving toward change talk
- Or away from change talk (resistance)
- MI is nondirective when exploring or examining

- MI is directive when there is an identified goal
Strengths of Motivational Interviewing

- It is both a counseling style and a communication style
- Gets people engaged
- Gets people engaged sooner rather than later
Ambivalence vs. Blaming

Dancing vs. Wrestling

Nonjudgmental
Way of doing and way of being...

“that enhances and improves change that the client wants.”
What is your ambivalence?

- I want to change and I don’t want to change

My stage of change: precontemplation, contemplation, preparation, action, maintenance