

# Motivational Interviewing

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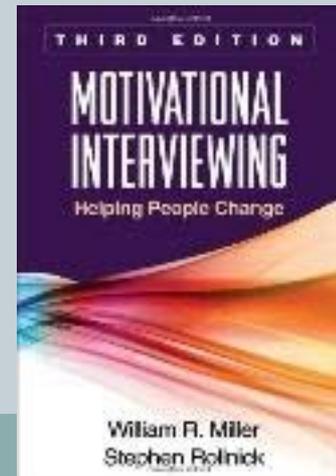
**MOTIVATIONAL INTERVIEWING INTERACTIVE:  
A COMPASSIONATE WAY TO ADDRESS BODY WEIGHT**

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# Motivational Interviewing

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- Motivational Interviewing (MI) is a conversation about change.
- MI is a **collaborative, goal-oriented** and **person-centered** conversation style for strengthening a person's own motivation and commitment to change.



# Motivational Interviewing

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## MI

- Aims to strengthen an individual's motivation for and movement toward a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.
- Addresses the common problem of ambivalence about change.

# A Taste of MI

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## **Counselor/Listener:**

1. *“Why would you want to make this change?”*
2. *“If you did decide to make this change, how might you go about it in order to succeed?”*
3. *“What are the three best reasons for you to do it?”*
4. *“How important would you say it is for you to make this change, on a scale from 0 to 10, where 0 = not at all important, and 10 = extremely important?”*

[Follow-up question]:

*“What made you choose a (# they chose) rather than a lower # or 0?”*

Give a short summary of what you heard, including the person’s motivations for change:

Then ask one more question:

5. *“So what do you think you’ll do?”* Listen with interest to the answer.

# Spirit of MI

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- **Partnership**
- **Acceptance**
- **Compassion**
- **Evocation**

# Four Fundamental Processes

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## The Method of Motivational Interviewing

1. Engaging
2. Focusing
3. Evoking
4. Planning

# Engaging Strategies

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## Open Questions

- Require a more detailed response than “yes” or “no”

## Affirmations

- Statements of appreciation or understanding

## Reflective Listening

- Verbalizing a guess at what the person *means*, in the form of a statement

## Summarizing

- Statements link together and reinforce information discussed

# Change Talk

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## Change Talk

- Any client speech favoring movement in the direction of change
- Linked to a particular behavioral change goal
- Divided into 2 categories: *Preparatory* and *Mobilizing*

# *Preparatory* Change Talk

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Four Dimensions:

## DARN

- **D**ESIRE to change (I want to, would like, wish . . .)
- **A**BILITY to change (I can, could . . .)
- **R**EASONS to change (it would help me to..)
- **N**EED to change (I need to, have to, got to . . .)

# *Mobilizing* Change Talk

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Signals moving beyond ambivalence



## CATS

- **C**OMMITMENT (intention, decision, promise)
- **A**CTIVATION (willing, ready, preparing)
- **T**AKING **S**TEPS (examples of actions taken)

# Change Talk

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- I really **want** to lose weight (D)
- I think I **could** cut down on junk food (A)
- I have to change my eating habits  
**for my health** (R)
- I **need** to start exercising (N)
- I'm **determined** to really try this time (C)
- I'm **ready** to change; I'm tired of this (A)
- I **started walking** this week (TS)

# Sample Client Dialogue

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- *I really do want to lose weight, but now is not a good time. Things are really stressful right now, and there's no way I could focus on this. Besides, I tend to eat more when I'm stressed, so I don't see how this would be possible. In a few months, after things settle down, maybe. People are demanding so much from me right now, and I just don't have the time or energy to prepare healthy meals.*

# Sample Reflective Responses

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- *Although things are hectic right now, losing weight is something you really want to do.*
- *If you were to find other ways of dealing with stress, it might make it easier for you to take steps towards eating more healthfully.*
- *You're coping with a lot right now, and you want to be sure that when you focus on losing weight, you can be successful.*

# MI References

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