

# Motivational Interviewing: Project ELICIT

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Please take a few minutes to fill out the  
**PRE-WORKSHOP MI QUIZ (HO 1)**

# Borg The Dog Presents...

*The Six Stages of Change*

# 1) Precontemplation



Change? What change?

## 2) Contemplation



Perhaps more exercise would do me good.

## 3) Preparation



I'll gather some info and decide what changes to make.

## 4) Action



Let's play ball – I'm ready to go!!!

## 5) Maintenance



Look at me – I'm still ready for more!!!

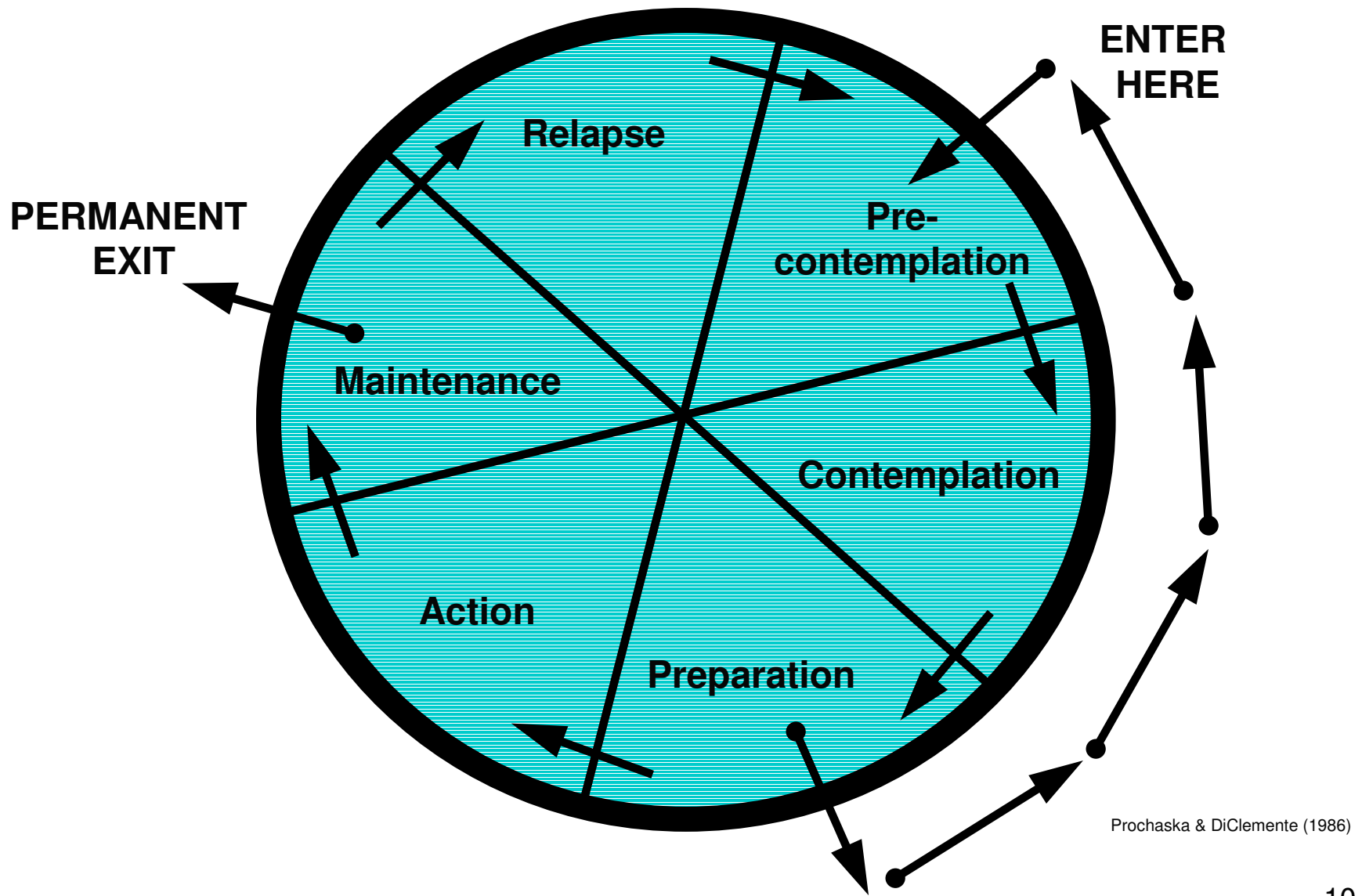


## 6) Relapse



I guess you can't really teach an old dog new tricks...

# The Stage of Change “Wheel”



# The Stages of Change Model

(Prochaska, DiClemente, & Norcross, 1982)

- When is MI most useful? (see HOs 2 & 3)
- MI focuses upon the WHY of change
- Most interventions are targeted toward the HOW...



• “He who has a *why* to live for can bear almost any *how*.”

– Freddy Nietzsche

[Twilight of the Idols]

# The WHYs of Change: Resistance & Change Talk



Yellow Toadflax  
(Butter 'n Eggs)



Yellow Daffodils

# 1) Five General Principles of MI

**D=develop discrepancy**

**E=express empathy**

**A=avoid arguing**

**R=roll with resistance**

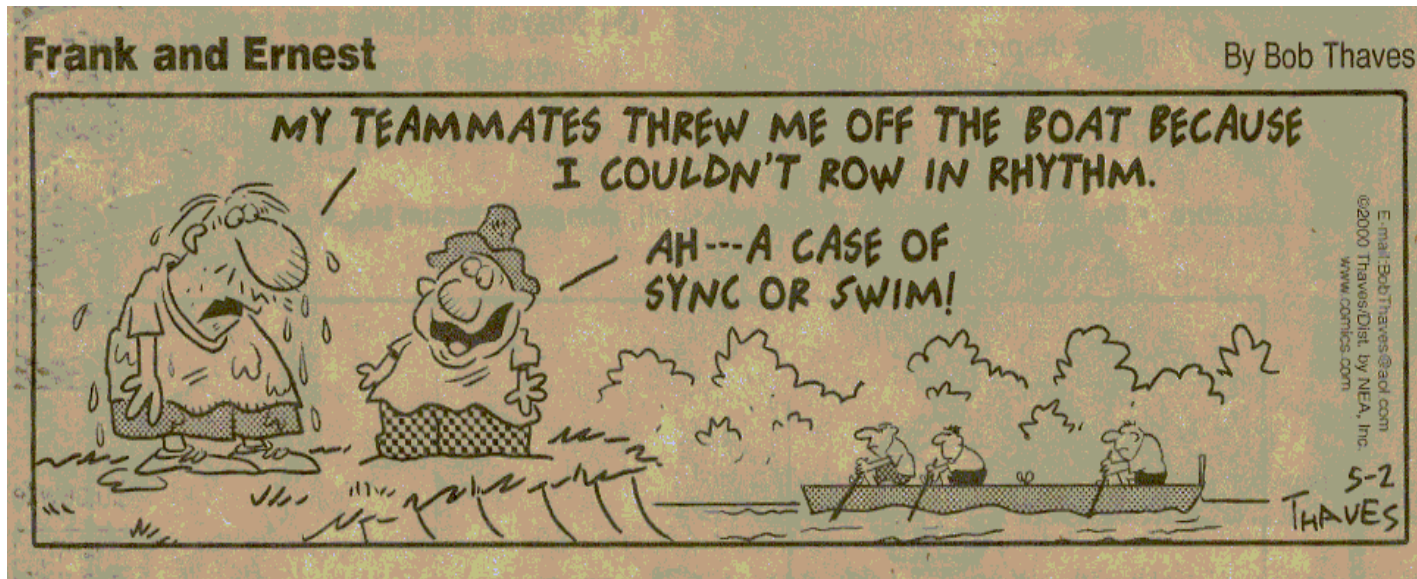
**S=support self-efficacy (confidence)**

# Dr. Bill Miller

(MINT newsletter, 1998, vol. 5, no. 3)

- “But why does MI work? How can it be that a person who has been persisting for years in a pattern of dependent drinking or drug use despite clear negative consequences abruptly shifts that pattern after an hour or two of MI? How is it that having a single session of MI before a course of outpatient or inpatient rehabilitation program can double a person’s chances of abstinence 3 months later? The person has learned no new coping skills or conditioned responses... *What theory do we have about what is going on here?*”

## 2) How you can do MI = use your OARS!



**O = open questions**

**A = affirmations**

**R = reflections**

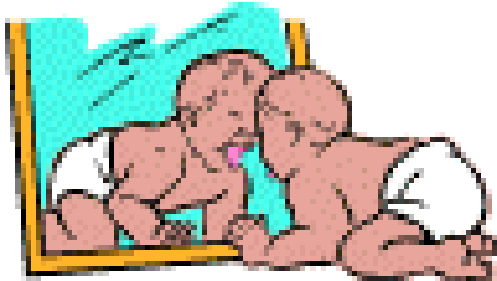
**S = summaries**

# *Open vs. Closed Questions*

- CLOSED QUESTIONS:
- Invite a *short* answer (not only Yes/No)
  - Did you drink this week?
- Ask for specific information
  - How many siblings do you have?
- Closed questions limit answer options
- **How can you turn closed questions into open questions?**
  - Let's try the ones above and then our own...



# Two Levels of Reflection



- **Simple Reflections**
  - Repeat/rephrase
- **Complex Reflections**
  - Paraphrase/metaphor
  - Guess at meaning
  - Reflect change talk

# Reflective Listening Practice

- Reflecting instead of questioning
- In 3s, speaker talks about “something you should know about me...” or “One problem I have lately...”
- Other 2 people are co-counselors (team up)
- Counsel speaker using only reflective statements:
  - Statement with “Do you mean that...?” stem dropped
  - Inflection stays flat at end of sentence (not a question)

## 3) Integrating your OARS

**Rowing smoothly to shore...**

# Doing MI = ROW the boat!



"I've got it, too, Omar ... a strange feeling like we've just been going in circles."

**O = open questions**  
**A = affirmations**  
**R = reflections**  
**S = summaries**

# Getting your basic skills down: Rowing the boat ashore...

- Please arrange yourselves in groups of 3
- 1 person plays the “client” and thinks of “***something I feel two ways about...***”
- 1 person plays the “observer” and codes each counselor statement into OARS (i.e., keep a running tally of O, A, R, S on your handout, p.11)
- “Counselor”: Try to *do MI* using your OARS, aiming for 2:1 R/S to O ratio
- End: Observer + client feedback to counselor  
→ **This is a diagnosis of your OAR-bility!**

## 4) Change Talk & Resistance

**Tools for weeding the garden  
and planting flowers...**

# The 2 sides of ambivalence: Resistance & Change Talk



Yellow Toadflax  
(Butter 'n Eggs)



Yellow Daffodils

# Values exploration exercise



# Roadmap of change (HO 13)

- Think of your possible change from this morning
- **On the path to no change (status quo), write down what things would be like if you did not make this change (you can draw if you want)**
- **On the path to change (the other road), write down what things might be like if you did make the change (how would things be different?)**
- Indicate where you currently are along the road
- **What would you name the road?**
- **What's the next step for you?**

# Ask-Provide-Ask

- *Problem with MI: You have specific information (“advice”) to share with your clients/patients!*
- In pairs, have counselor pick a target drug
- **Counselor:** Use A-P-A to give client info on that drug

## 4) Change Talk & Resistance (continued)

**Tools for weeding the garden  
and planting flowers...**

# The 2 sides of ambivalence: Resistance & Change Talk



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# “Soccer Mike” video

- As you watch this video, use **handout** to code the change talk in this session

# Readiness Rulers

## Importance:

(a) On a scale of 0-10, how **important** is it for you to make this change?

0-----10

(b) How come you're a \_\_ (your #) and not a \_\_ (lower #)?

(c) What would it take for you to go from \_\_ (your #) to \_\_ (higher #)?

## Confidence:

(a) On a scale of 0-10, how **confident** are you that you could make this change if you decided to?

0-----10

(b) How come you're a \_\_ (your #) and not a \_\_ (lower #)?

(c) What would it take for you to go from \_\_ (your #) to \_\_ (higher #)?

# Using the Rulers: Eliciting Change Talk

- Please get into different pairs
- 1 person think of **a problem behavior you might want to change** but you have not yet done so...
- You can use your same change from yesterday
- Your partner will counsel you **using only 2 tools:**
  - READINESS RULERS
  - REFLECTIONS

Dr. Bill Miller

**Eliciting Confidence Talk**



# Rolling with Resistance

- How do you see/hear resistance from the clients you work with?
- How can resistance be a “normal” response?
- What seems to work well in your setting to “roll with the resistance”?

# Rolling with Resistance

- Reflections
  - Simple
  - Amplified
  - 2-sided
- Shifting focus
- Emphasize choice & control
- Agreement (+/- a twist)

# Rolling with Resistance: “Rounder” video & exercise

- As we watch the video, we will pause it to:
  - Label **wrestling vs. dancing**
  - Label *rolling with resistance* techniques used
  - Respond before Dr. Moyers does!
- Start after first minute with a 0-10 rating where 0=wrestling and 10=dancing, then rerate every time the number moves and note what happened to move it (what Dr. Moyers did)...

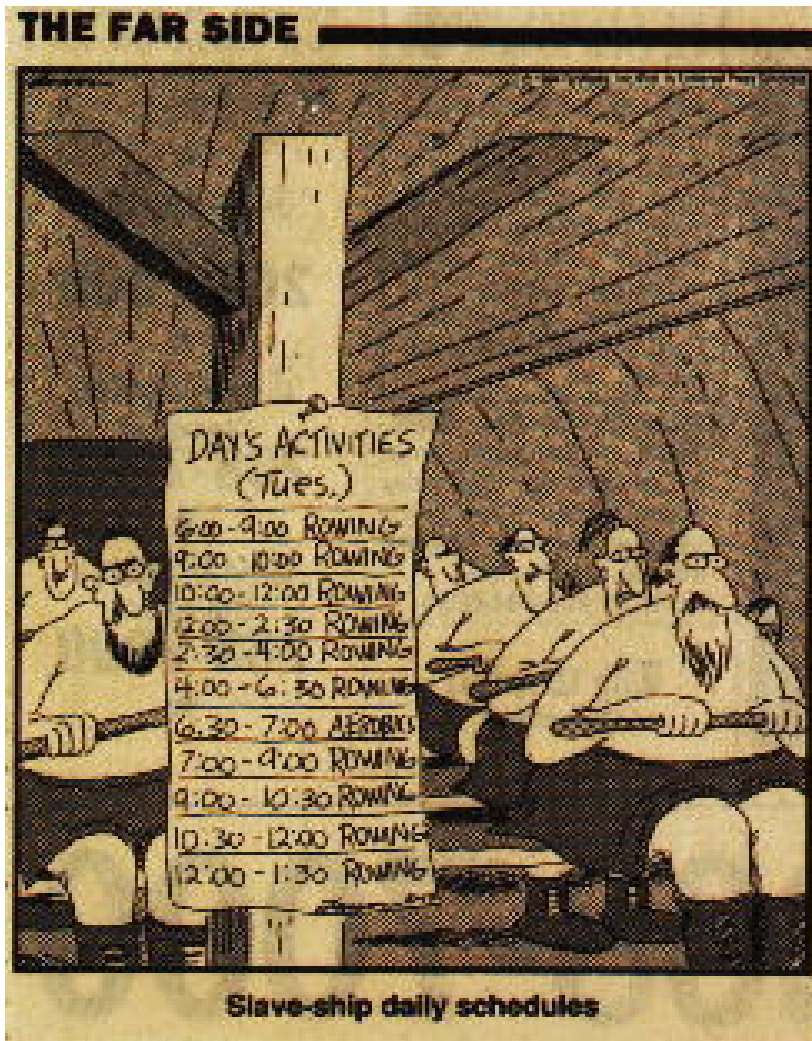
# Rolling with Resistance



- BP=Batting Practice
- Please arrange yourselves in 3 groups
- In your group, 1 person bats at a time
- Anyone else in group can throw a “pitch” – call out a resistant statement that a client might say
- Batter swings at the pitch by rolling with the resistance and then gets ready for next pitch
- *After 3 swings, switch batters!*

Putting it all together...

# Remember: ROW the boat!



**O = open questions**

**A = affirmations**

**R = reflections**

**S = summaries**

# Team Practice

- Please get into 2 large groups
- *Let's generate a client together*
- 1 counselor and 1 client in each group
- *Coding teams*
  - *OARS*
  - *Simple vs. complex reflections*
  - *4 basic principles of MI*
- *Everyone else: consult with counselor & tell him/her what to say in order to do MI with the client...*

## **5) CHANGE/ACTION PLANS**

**How do you know when it's time to make a change or action plan?**



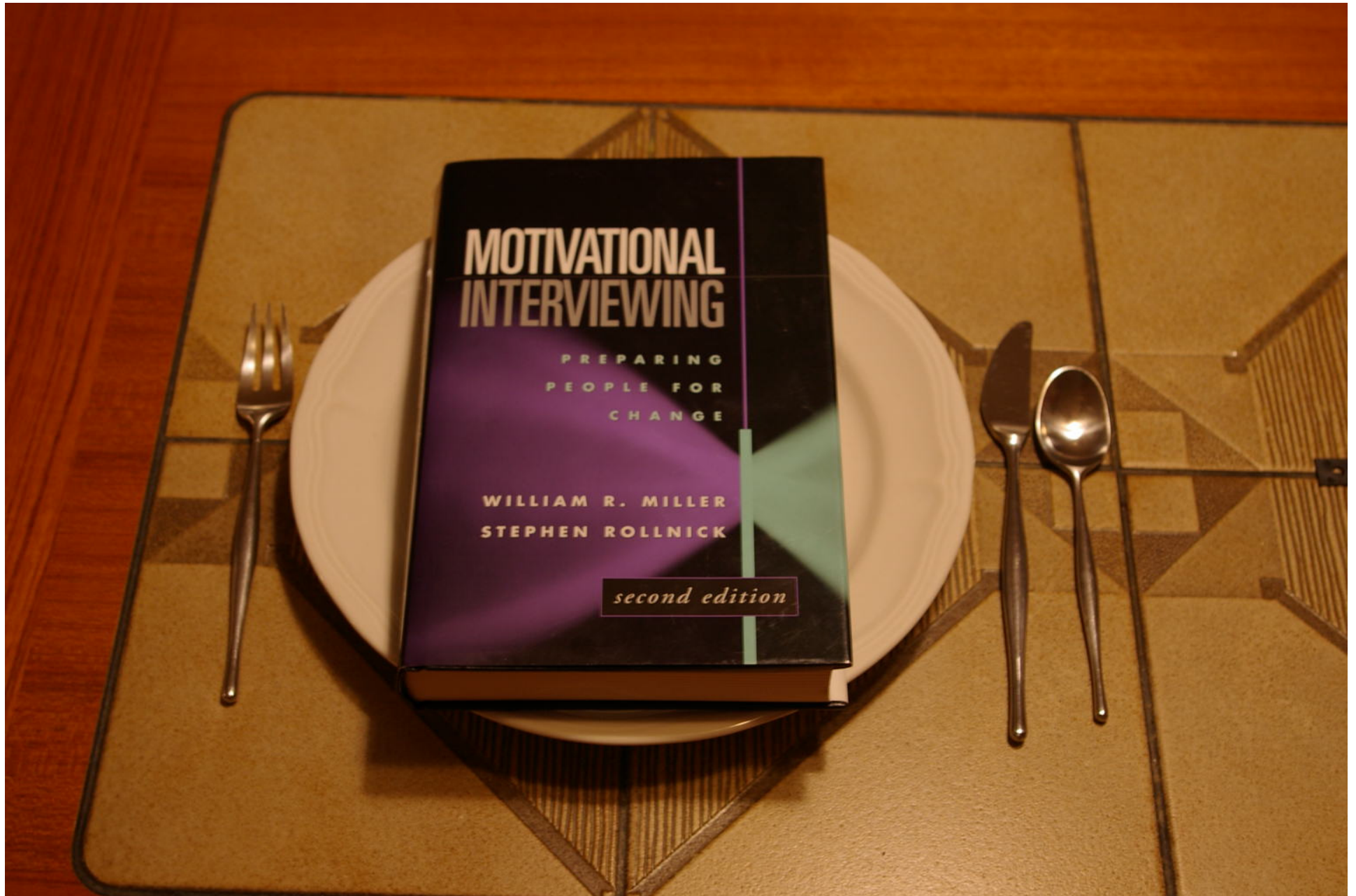
# Action Plan Questions (Os)

- What are your goals?
- What 1<sup>st</sup> steps could you take to reach these goals?
- What will it look like when you reach your goals?
- Who can help you with your plan?
- What might get in your way? (obstacles)
- How would you deal with these obstacles?
- *Let's try this in pairs with your possible change from earlier*

## **6) PUTTING MI INTO *YOUR* PRACTICE**

*How will you use MI in your work?*

**Please form groups based around similar work settings and discuss this question, including what might get in your way from doing MI in your setting**



## A taste of Motivational Interviewing

# A Taste of MI: Conversation with one speaker and one listener

## Speaker's Topic

- Something about yourself that you
    - want to change
    - need to change
    - should change
    - have been thinking about changing  
but you haven't changed yet
- i.e. – something you're ambivalent about

# Listener

- Listen carefully with a goal of understanding the dilemma
- Give no advice.
- Ask these four open questions and listen with interest:
  - Why would you want to make this change?
  - How might you go about it, in order to succeed?
  - What are the three best reasons to do it?
  - On a scale from 0 to 10, how important would you say it is for you to make this change?
    - Follow-up: And why are you at \_\_\_ and not zero?
- Give a short summary/reflection of the speaker's motivations for change
- Then ask: "So what do you think you'll do?" and just listen

# Common Human Reactions to Being Listened to

- Understood
- Want to talk more
- Liking the counselor
- Open
- Accepted
- Respected
- Engaged
- Able to change
- Safe
- Empowered
- Hopeful
- Comfortable
- Interested
- Want to come back
- Cooperative

**Would you rather work with these people . . . . .**

**or these?**

- Angry, agitated
- Oppositional
- Discounting
- Defensive
- Justifying
- Not understood
- Not heard
- Procrastinate
- Afraid
- Helpless, overwhelmed
- Ashamed
- Trapped
- Disengaged
- Not come back – avoid
- Uncomfortable

# Sentence Stems

- I learned . . . .
- I was surprised . . . .
- Now I know that . . . .
- I can't wait to try . . . .



# Project ELICIT

*You make the difference!*

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