Using Motivational Interviewing to Promote Behavior Change

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UMKC School of Medicine

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MAGNET RECOGNITION

Objectives

- Each participant will list two of the four concepts of the Spirit of MI
- Each participant will be able to state what the acronym OARS means
- Each participant will be able to list one strategy to elicit change talk
- Each participant will be able to list one tool that can be used when practicing MI

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Relevant for WIC?

- Use of a person-centered approach for nutrition education has been shown to increase compliance with health recommendations

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North Dakota Special Project

- Identified state wide change needed in "traditional" nutrition education
- Desired strategy to facilitate active participation by client
- Identified MI as a coaching style to achieve change

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Methods

- 4 local WIC agencies participated
  - Usual 15 min. counseling
  - Usual 30 min. counseling
  - MI with 15 min. appointment
  - MI with 30 min. appointment

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Results?

- MI used in a WIC program yielded increased client satisfaction with the education component as well as initiated positive health behaviors.

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Results

- WIC staff agreed MI strengthened ability to understand clients and better address client needs
- Specific technique of reflective listening improved counseling skills
- Variability in staff acceptance of MI approach
  - Some concern that skills were too complicated

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Definition

- A person-centered counseling style for addressing the common problem of ambivalence about change
  - *Use MI when the client is ambivalent about change*
- A way, or process, of being with a client

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Catch the Spirit

- https://youtu.be/_KQr9TFJvBk

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Your Favorite Teacher

- What characteristics did he/she have?
- What inspired you to do or be your best?
- How did you respond to his/her efforts?

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OARS

- Open ended questions
  - Invite longer responses (not yes/no)
- Affirmations
  - Compliment or statement of appreciation
- Reflective statements
  - Rephrases patient words or adds meaning to direct the conversation
- Summarizing
  - A few sentences to pull together several thoughts or themes; more directive

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Open Ended Questions

- Can you *tell me more* about...?
- *Which* healthy foods do you look for at the store?
- *What happens when* John won't take his bottle?
- What things do you do to keep your children healthy?
- *Share with me* what a typical meal looks like.

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Affirmations

- Thank you for taking the time to be here despite being up all night with your baby.
- You made a great choice by buying more fruits and vegetables than cookies.
- I'm impressed by your patience.
- It can be hard to make healthy choices for your children when you're tired from work.

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Reflections

- You are worried about how Jenny might react if you take the night time bottle away.
- I understand your frustration in having to bring your kids to our office for this visit.
- It feels personal to you when someone comments on Bobby's low weight.
- It's hard for you to ask for help from your family when you run out of food.

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Summarizing

- Let me make sure I understand you correctly...
- What I hear you saying so far...

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Listen for It!

- Change Talk
- Sustain Talk

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Change Talk and Sustain Talk

- Pay attention to client language
- Change talk: Client language that is argument for change
- Sustain talk: Client language that argues for not changing, for sustaining the status quo

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Change Talk

- **D**esire: want, like wish
- **A**bility: can, could
- **R**easons: if…then
- **N**eed: need, have to, got to
- **C**ommitment: intention, decision, promise
- **A**ctivation: willing, ready, preparing
- **T**aking steps: doing

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Examples: What is It?

Change Talk	Sustain Talk
"I wish my kids would eat vegetables."	"I don't have time to prepare healthy snacks."
"Something has to change."	"She's just going to be little like her dad's family."
"I might be able to cut back on giving him so much juice."	"If we follow the My Plate model, we'll starve."
"I want to learn how to cook."	"I tried to switch her to a cup and she cried."
"We really need to do this."	"I don't like change."
"Maybe I could set an alarm to wake her to nurse at night."	

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Tools

- Rulers (importance/motivation/confidence)
- Agenda setting
- Elicit Provide Elicit (EPE)

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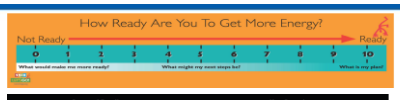

Stage of Readiness	Key Questions
Not ready 0-3 Raise awareness Elicit change talk Advise & encourage	☐ Would you be interested in knowing more about ways to stay healthy? ☐ How can I help? ☐ What might need to be different for you to consider a change in the future?
Unsure 4-6 Evaluate ambivalence Elicit change talk Build readiness	☐ Where does that leave you now? ☐ What do you see as your next steps? ☐ What are you thinking/feeling at this point? ☐ Where does ____ fit in your future?
Ready 7-10 Strengthen commitment Elicit change talk Facilitate action planning	☐ Why is this important to you now? ☐ What are your ideas for making this work? ☐ What might get in the way? How might you work around the barriers? ☐ How might you reward yourself along the way?

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Agenda Setting

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Elicit Provide Elicit

- Elicit: "What do you know about _____?"
- Provide: "I'd like to share some information about that, if that's ok (then provide input)."
- Elicit: "What are your thoughts about that?"

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Never Enough Time!

- The *spirit* of MI is always there
- The *strategies* can be used in any amount of time
- Brief sessions with MI strategies were equally beneficial for behavior change and satisfaction with WIC (North Dakota Special Project)

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OARS Practice

- Divide into groups of three (O-A-R)
- Respond to statement with your assigned "OAR"
  - Open ended questions
  - Affirmation
  - Reflection
- Rotate with each new statement

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Sentence Stems

- "I've tried everything, and nothing seems to work!"
- "I don't know why I have to talk to you; I just want to feed by kids."
- "I feel so rejected when she (the baby) won't take my breast."
- "My kids are my world. I wouldn't do anything to hurt them."
- "Grocery shopping for three children under five is exhausting."
- "People are always commenting about how small he is."
- "She's just chubby like her cousin."

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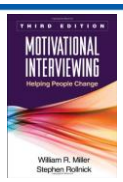
Further Resources



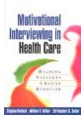
Motivational Interviewing: Helping People Change
By William R. Miller, Stephen Rollnick

Health Behavior Change: A Guide for Practitioners

By Stephen Rollnick, Pip Mason, Chris Butler

Motivational Interviewing in Health Care: Helping Clients Change Behavior

By Stephen Rollnick, William R. Miller, Chris Butler



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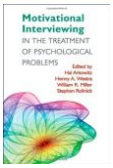


Motivational Interviewing in the Treatment of Psychological Problems

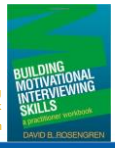
Edited by Hal Arkowitz, Henny A. Westra, William R. Miller, and Stephen Rollnick

Motivational Interviewing: A Guide for Medical Trainees

By Antoine Douaih, Thomas M. Kelly, & Melanie Gold

Building Motivational Interviewing Skills: A Practitioner Workbook

By David B. Rosengren



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References/Resources

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Thank you!

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