

MOTIVATIONAL INTERVIEWING (MI)

An empirically-based humanistic journey to improve health

Eliciting & Strengthening Motivation for Change

Am I Adherent to Motivational Interviewing?

- Lifestyle choices and chronic conditions are now the biggest threats to public health and sustainable health care costs.
- Motivational Interviewing is a collaborative, goal-oriented style of communication with a particular attention to the language of change.
- It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.
- MI is an established empirically validated practice for a wide range of culturally diverse populations and a wide variety of target behaviors in the context of chronic medical problems, psychiatric disorders, medication adherence, diet and exercise, drug and alcohol use, and treatment engagement and adherence.

ADHERENCE CARD

Use the back of this card to reflect on your presence with the person and your MI skills in the encounter and to help you to optimize MI-consistent practices.



PittMedicine
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Am I Adherent to Motivational Interviewing?

Do's

Manage roadblocks to listening

Listen with the intent to understand what the person is thinking, feeling and experiencing

Use more reflective listening to engage the person

Normalize the person's ambivalence about change

Believe that change is within this person's own reach

Respect and support the person's autonomy and right to make decisions

Provide specific affirmations

Evoke the person's reasons and ideas for change

Summarize the person's thoughts, feelings, and experiences

Focus more on eliciting change talk

Ask permission to give feedback and suggestions

Have in-depth discussions about the person's statements

Don'ts

Let roadblocks get in the way of listening

Listen with the intent to reply

Use more questions to engage the person

Ignore ambivalence and push for change

Believe the person is not capable of change

Convey that I am the expert and the person must follow my advice

Use cheerleading

Impose reasons and ideas for change

Summarize my thoughts and perspectives

Focus more on reinforcing sustain talk

Provide unsolicited feedback and suggestions

Keep the conversation superficial

References:

Miller WR and Rollnick S. *Motivational Interviewing: Helping people change*. 3rd Ed. New York, NY: Guilford Press; 2013.

Douaihy A, Gold MA, Kelly TM. *Motivational Interviewing: A guide for medical trainees*. New York, NY: Oxford University Press; 2015.