

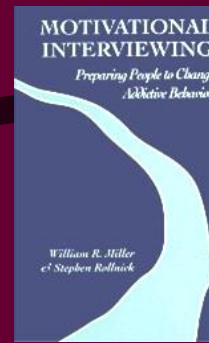
# Looking Forward to MI-3

## A work in progress

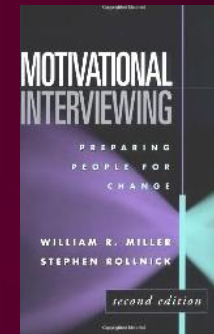


Bill Miller  
10/10 MINT Forum, San Diego

1991 MI-1



2002 MI-2



2012 MI-3 ?

2022 MI-4

??

~~MI-5~~

# Generalized ~~X~~ Principles of MI

1. Express Empathy
2. Develop Discrepancy
3. Avoid Argumentation
4. Roll with Resistance
5. Support Self-Efficacy

# Two Phases of MI

Phase 1      Strengthen motivation for change

Phase 2      Consolidate commitment to change



# The Underlying Spirit of MI



# The “Spirit” of Motivational Interviewing

- **Collaboration**
- **Evocation**
- **Autonomy**
- **Compassion**

# Broader than Behavior Change

- Decision – to make a choice
  - Forgiveness, Leaving or staying
- Attitude - to become a different person
  - To be more Compassionate, Assertive etc.
- Resolution - Acceptance
  - Complicated grief
  - Finding peace regarding a decision
  - Tolerance for anxiety, uncertainty etc.

# Direction Language

- “Directing” as a counselor behavior
- “Direction” as goal-orientation
- “Directional” rather than “directive” as a description of MI



# A Continuum of Styles

Directing

<=>

Guiding

<=>

Following



# A Continuum of Styles

Directing

<=>

Guiding

<=>

Following

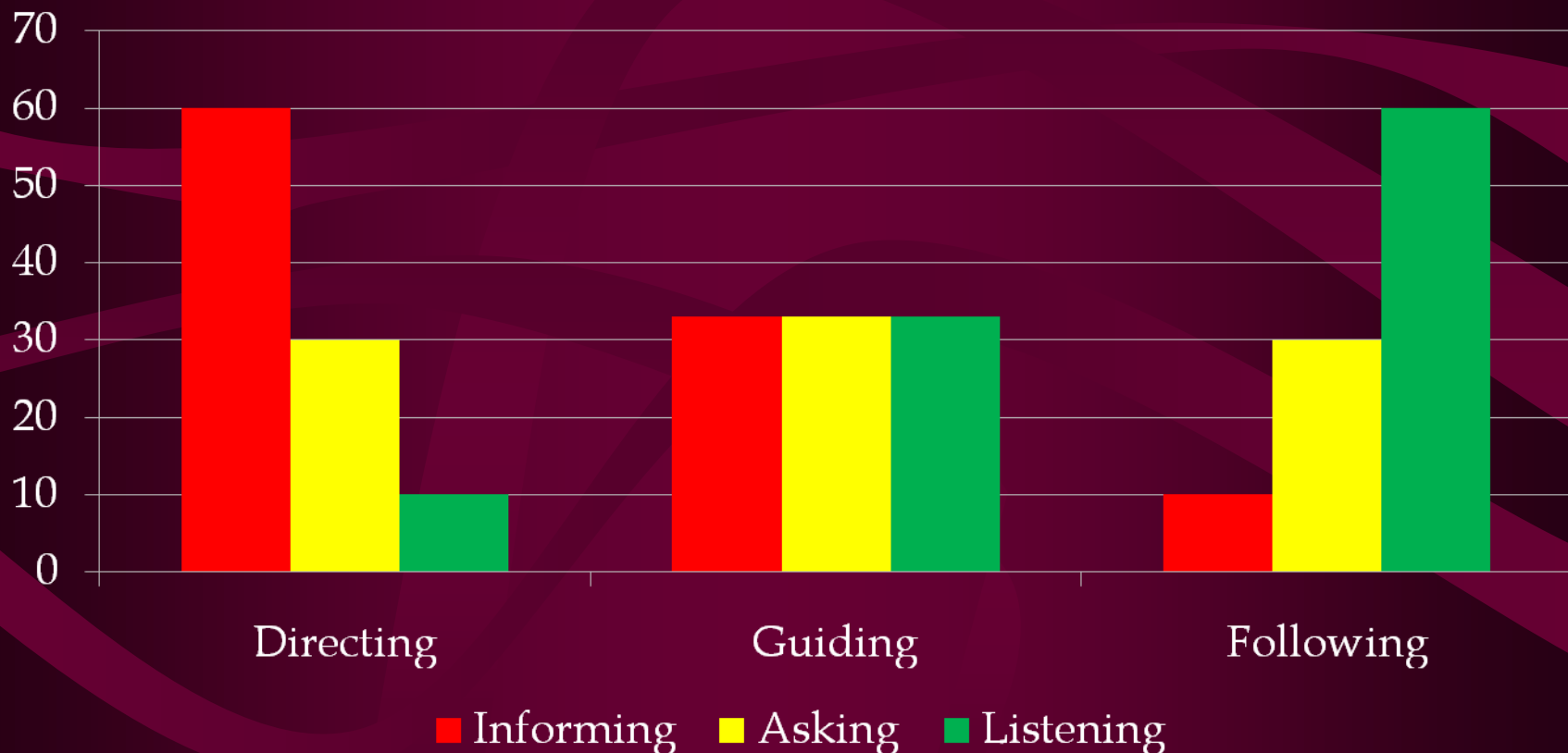
Behavior therapy  
Cognitive therapy  
Reality therapy  
Dr. Phil

Motivational interviewing  
Solution-focused therapy

Psychodynamic psychotherapy  
Client-centered therapy

# A Continuum of Styles

Directing  $\Leftrightarrow$  Guiding  $\Leftrightarrow$  Following



# Normal Human Reactions to the Righting Reflex (Teach/Direct)

## Invalidated

Not respected

Not understood

Not heard

Angry

Ashamed

Uncomfortable

Unable to change

## Resist

Arguing

Discounting

Defensive

Oppositional

Denying

Delaying

Justifying

## Withdraw

Disengaged

Disliking

Inattentive

Passive

Avoid/leave

Not return

# Normal Human Responses to a Listen/Evoke/Empathic Style

## Affirmed

Understood

Accepted

Respected

Heard

Comfortable/safe

Empowered

Hopeful/Able to change

## Accept

Open

Undefensive

Interested

Cooperative

Listening

## Approach

Talk more

Liking

Engaged

Activated

Come back



# Three Essential Elements in any Definition of MI

1. MI is a **particular kind of conversation about change** (counseling, therapy, consultation, method of communication)
2. MI is **collaborative** (person-centered, partnership, honors autonomy, not expert-recipient)
3. MI is **evocative**, seeks to call forth the person's own motivation and commitment

# DEFINITIONS OF MI

Three *levels* of definition (of increasing specificity)

1. A layperson's definition  
(What's it for?)
2. A pragmatic practitioner's definition  
(Why would I use it?)
3. A technical therapeutic definition  
(How does it work?)

# 1. A layperson's definition (What's it for?)

**Motivational interviewing is a collaborative conversation to strengthen a person's own motivation for and commitment to change**

## 2. A pragmatic practitioner's definition (Why would I use it?)

**Motivational interviewing is a person-centered counseling method for addressing the common problem of ambivalence about change**

### 3. A technical therapeutic definition (How does it work?)

**Motivational interviewing is a collaborative, goal-oriented method of communication with particular attention to the language of change. It is designed to strengthen an individual's motivation for and movement toward a specific goal by eliciting and exploring the person's own arguments for change**





# Four Fundamental Processes in MI

# Relational Foundation

# Motivational Interviewing

1. Engaging

2. Focusing

3. Evoking

4. Planning



# 4 Fundamental Processes in MI

## 1. Engaging – The Relational Foundation

Person-centered style

Listen – understand dilemma and values

OARS core skills

Learn this first



# 4 Fundamental Processes in MI

**1. Engaging – The Relational Foundation**

**2. Focusing – Strategic Centering**

**Agenda setting**

**Finding a focus**

**Information and advice**



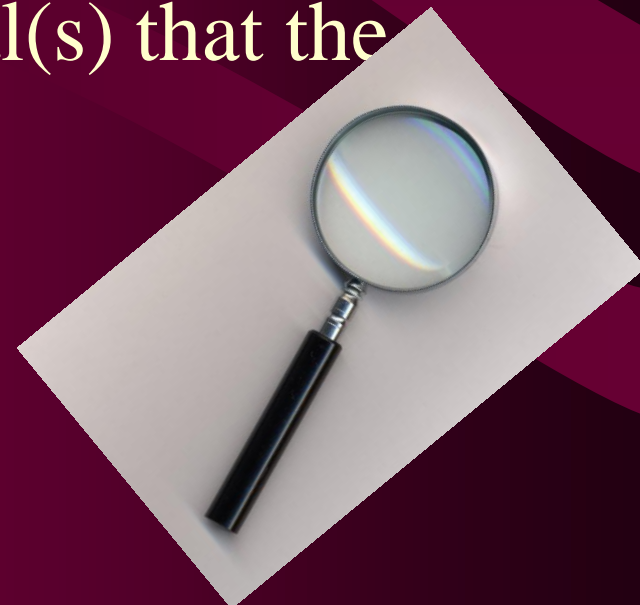
# Agenda Setting

- Eliciting the client's agenda
  - What would you like to talk about today?
  - What brings you here today?
  - “Miracle question”
- Offering a menu
  - Bubble sheet
- Asking permission to discuss your agenda
  - Would it be all right if we also talked a bit about . . . ?



# Finding a Focus

- What is the focus, the “change goal” for MI?
- Most often, it is from the client’s agenda
- Sometimes prescribed by the context
- What if you have your own goal(s) that the client does not currently share?



# Equipoise

- Equipoise is not a therapist attribute (like equanimity: composure, balance, emotional stability)
- Equipoise is the conscious clinical decision to try not to influence a client's direction of choice or change

# Counselor Aspiration

Should I proceed strategically to favor the resolution of the client's ambivalence in a particular direction?

or

Do I want to maintain equipoise/ neutrality and *not* intentionally or inadvertently steer the person in one particular direction?

MI was originally developed for the former situation

# Some Scenarios

- A woman deciding whether to have children
- A relative deciding whether to donate a kidney
- An adolescent considering whether to use condoms
- Leaving a gang, homelessness, an affair, etc.
- A man injecting heroin and methamphetamine
- A drunk driver
- A soldier playing “Russian roulette”
- A sex offender contemplating new victims

The waitress test



# Engaging and Focusing



## Identification of Change Goal

A conscious choice

*Aspiration*



Evoking  
Planning

*Equipoise*



?

*Both* choices involve equanimity,  
collaboration and autonomy

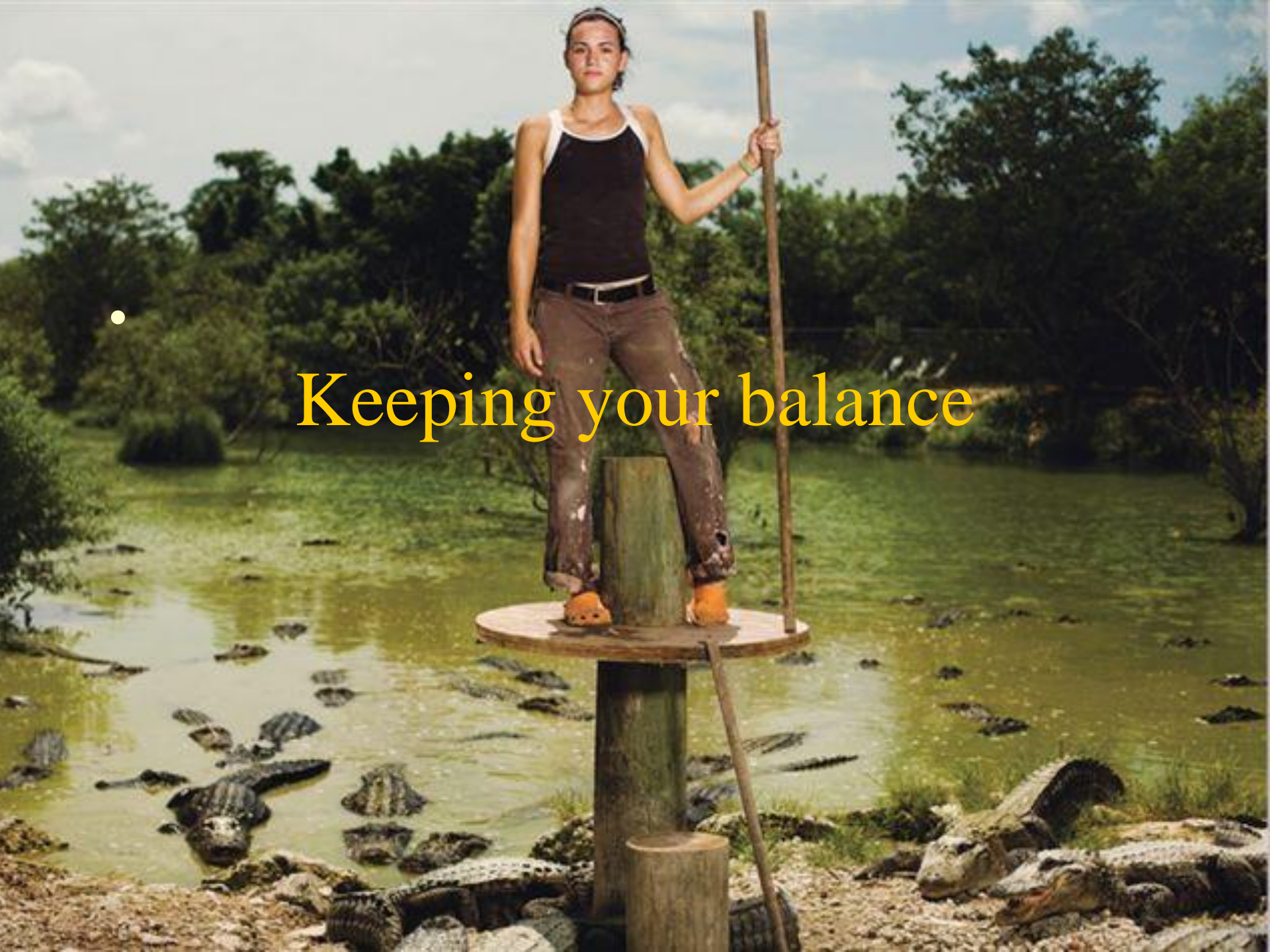


*Equipoise* is where a classic decisional balance makes sense



Giving consciously balanced, equal attention to pros and cons in:  
*Inquiry Elaboration Affirmation Reflection Summaries*

•  
Keeping your balance





# 2 x 2 Decisional Balance Grid

## PROs and CONs of Change

	Status Quo or Option A	Change or Option B
Advantages +	Good things about <i>Status Quo</i> or Option A  CON	Good things about <i>Change</i> or Option B  PRO
Disadvantages -	Less-good things about <i>Status Quo</i> or Option A  PRO	Less-good things about <i>Change</i> or Option B  CON



# 4 Fundamental Processes in MI

1. Engaging – The Relational Foundation
2. Focusing – Strategic Centering
3. **Evoking – The Transition to MI**

Selective eliciting

Selective responding

Selective summaries

# Change Talk

- Change talk is any client speech that favors movement in the direction of change
- Previously called “self-motivational statements” (Miller & Rollnick, 1991)
- Change talk is by definition linked to a particular behavior change goal

DARN CATs



# *Preparatory Change Talk*

## Four Examples

### DARN

- **D**ESIRE to change (want, like, wish . . .)
- **A**BILITY to change (can, could . . .)
- **R**EASONS to change (if . . . then)
- **N**EED to change (need, have to, got to . . .)

# *Mobilizing Change Talk*

Reflects resolution of ambivalence

## CATs

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



# Yet another metaphor

## MI Hill

Preparatory Change Talk

Mobilizing Change Talk

(Pre-) Contemplation

Preparation

Action

# Responding to Change Talk

# Responding to Change Talk

## All EARS

- E: Elaborating: Asking for elaboration, more detail, in what ways, an example, etc.
- A: Affirming – commenting positively on the person's statement
- R: Reflecting, continuing the paragraph, etc.
- S: Summarizing – collecting bouquets of change talk

# Change Talk and Sustain Talk

## Opposite Sides of a Coin



# Examples of Sustain Talk

- Desire for status quo
- Inability to change
- Reasons for sustaining status quo
- Need for status quo
- Commitment to status quo

# Sustain Talk

## The other side of ambivalence

- I really like marijuana (D)
- I don't see how I could give up pot (A)
- I have to smoke to be creative (R)
- I don't think I need to quit (N)
- I intend to keep smoking and nobody can stop me (C)
- I'm not ready to quit (A)
- I went back to smoking this week (T)



# What is Resistance?

- Behavior
- Interpersonal (It takes two to resist)
- A signal of dissonance
- Predictive of (non)change



# Sustain Talk and Resistance

- **Sustain Talk** is about the target behavior
  - I really don't want to stop smoking
  - I have to have my pills to make it through the day
- **Resistance** is about your relationship
  - You can't make me quit
  - You don't understand how hard it is for me
- **Both** are highly responsive to counselor style



## 4 Fundamental Processes in MI

1. Engaging – The Relational Foundation
2. Focusing – Strategic Centering
3. Evoking – The Transition to MI
4. **Planning – The Bridge to Change**

Replacing prior Phase I and Phase II

Negotiating a change plan

Consolidating commitment

Is it MI Yet?



# Can it be MI without . . .

<b>Engaging ?</b>	<b>No</b>
-------------------	-----------

<b>Focusing ?</b>	<b>No</b>
-------------------	-----------

<b>Evoking ?</b>	<b>No</b>
------------------	-----------

<b>Planning ?</b>	<b>Yes</b>
-------------------	------------

# So it's MI when . .

1. The communication style and spirit involve person-centered, empathic listening (Engage)

AND

2. There is a particular identified target for change that is the topic of conversation (Focus)

AND

3. The interviewer is evoking the person's own motivations for change (Evoke)

# The 4 processes are somewhat linear ...

.

- Engaging necessarily comes first
- Focusing (identifying a change goal) is a prerequisite for Evoking
- Planning is logically a later step

Engage ➡ Focus ➡ Evoke ➡ Plan

## . . . . and yet also recursive

- Engaging skills (and re-engaging) continue throughout MI
- Focusing is not a one-time event; re-focusing is needed, and focus may change
- Evoking can begin very early
- “Testing the water” on planning may indicate a need for more of the above



# Four Foundational Processes

**Planning**

**Evoking**

**Focusing**

**Engaging**



MI-3: A work in progress