



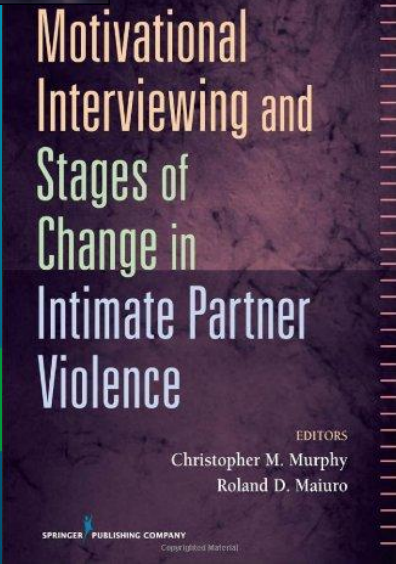
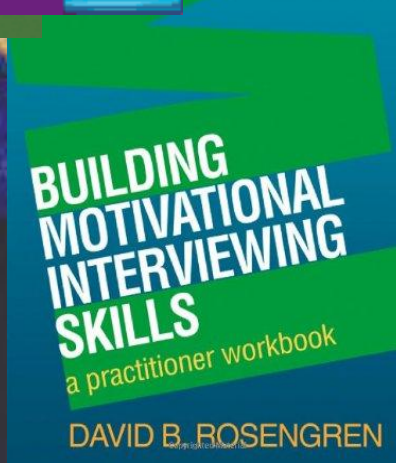
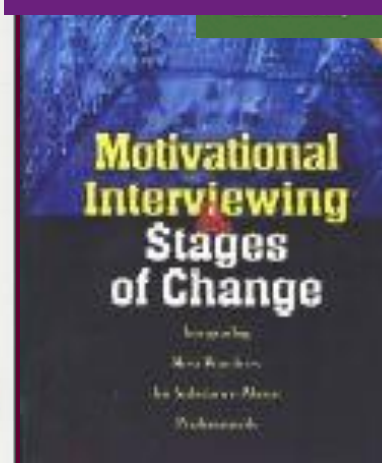
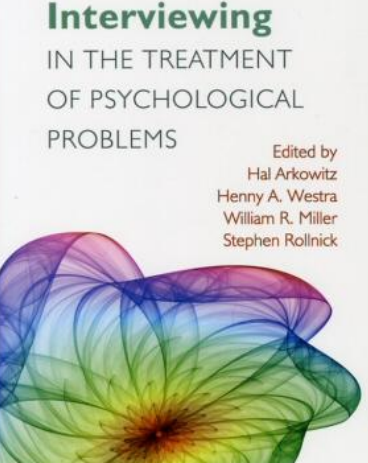
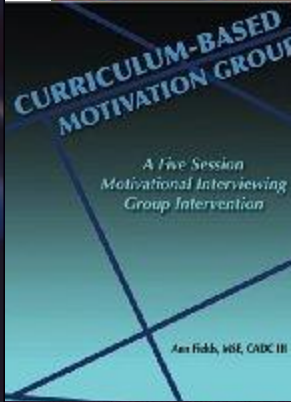
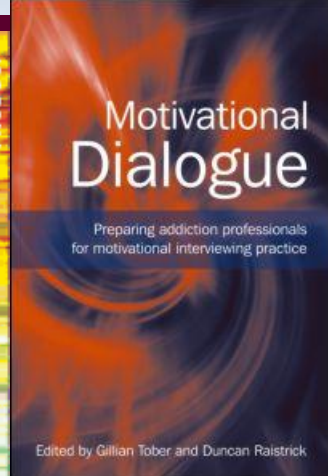
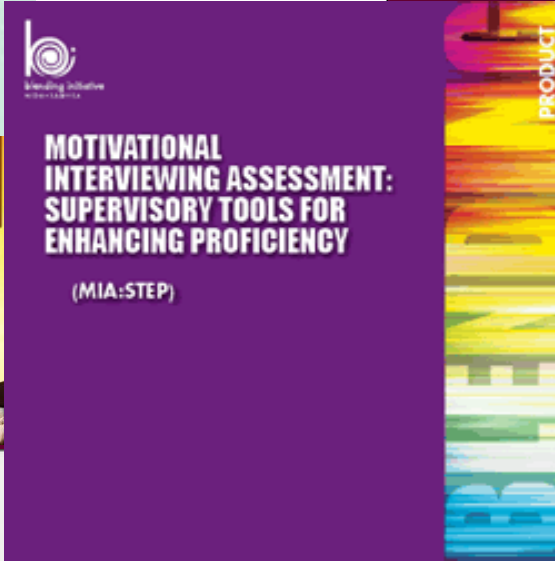
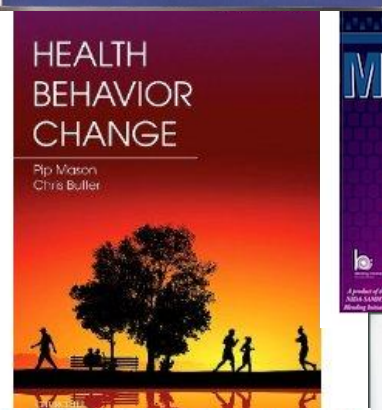
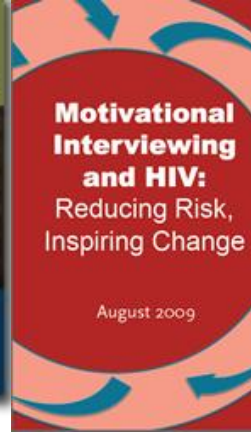
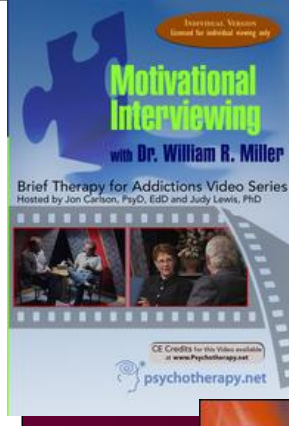
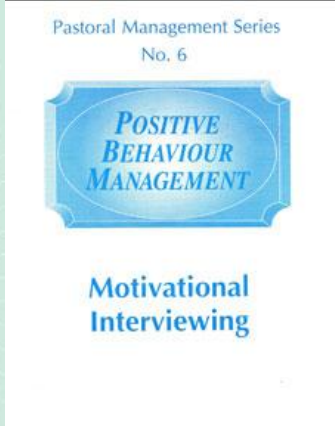
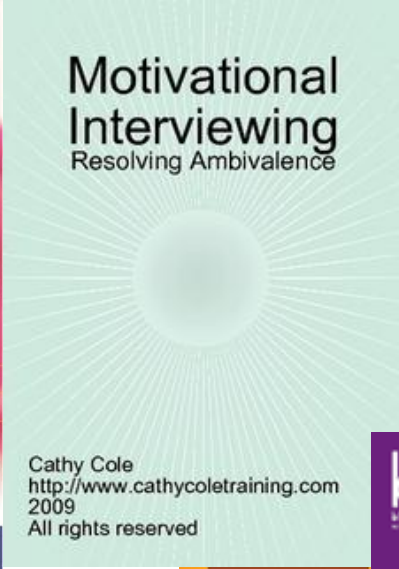
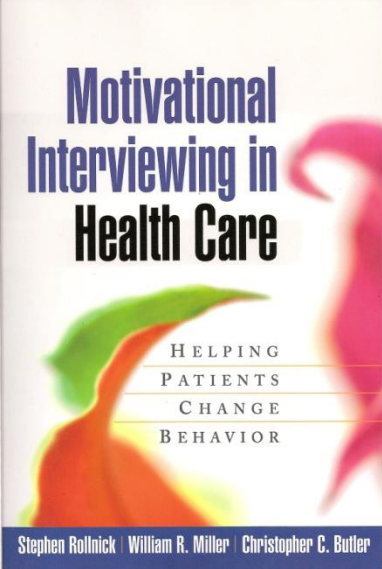
New Directions in MI

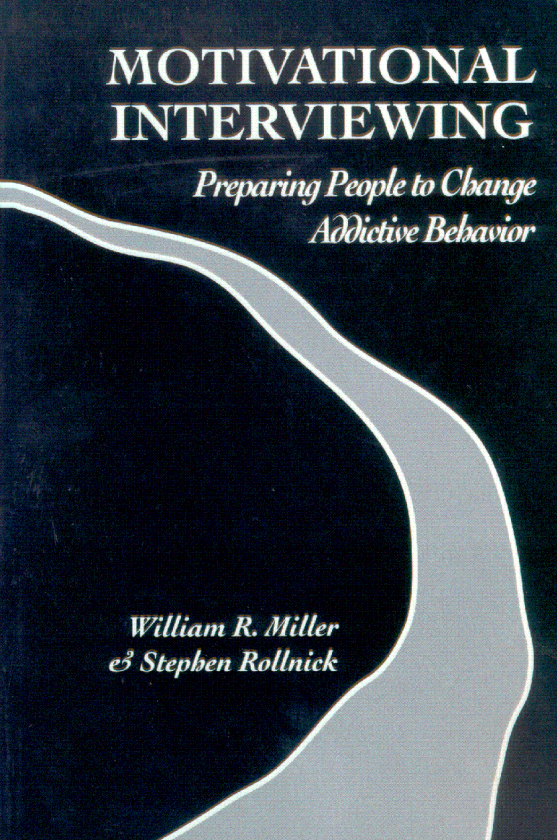
William R. Miller
Implement Consulting Group
Copenhagen, June 2011

An explosion of knowledge since 2002



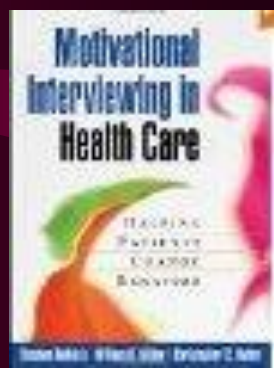
- >1000 new publications
- > 200 randomized clinical trials
- Dozens of books and videotapes
- 10 Multisite clinical trials
- Several coding systems for quality assurance
- Research on MI training



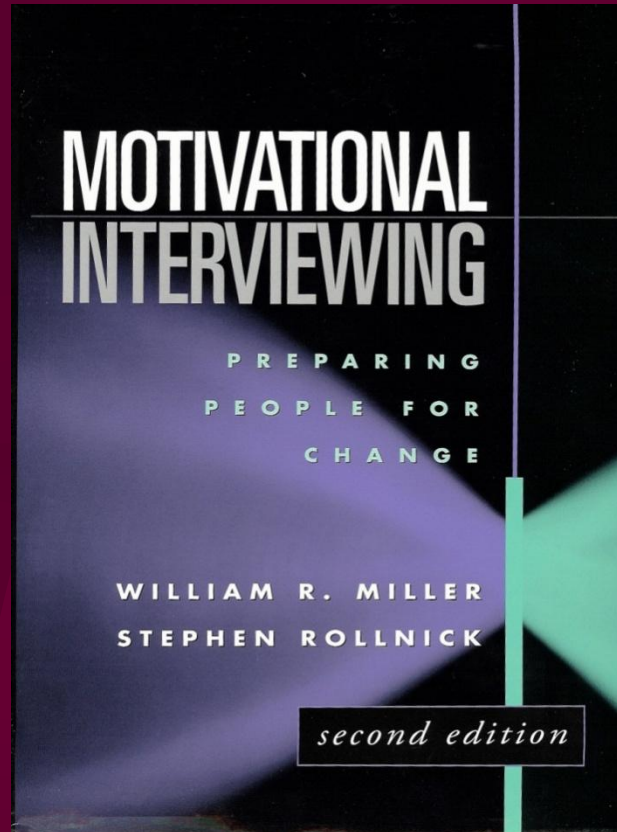


1991

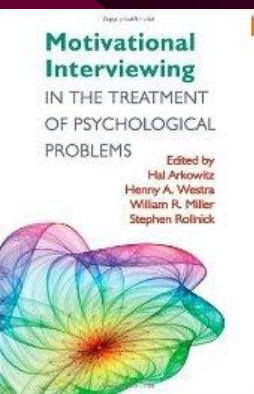
2008



2002



2008



MI-3
?

2012

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 Spirit of MI

- Partnership
- Acceptance
- Compassion
- Evocation

Absolute Worth

**Accurate
Empathy**

**Autonomy
Support**

Acceptance

Affirmation



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.



MI is a refined form of *guiding*

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

Direction Language

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

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

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

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

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

Motivational interviewing is a person-centered counseling style 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 style 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 reasons for change within an atmosphere of acceptance and compassion.



Four Fundamental Processes in MI

Relational Foundation

Motivational Interviewing

1. Engaging

2. Focusing

3. Evoking

4. Planning



4 Fundamental Processes in MI

Engaging – The Relational Foundation

Listen – understand dilemma and values

Person-centered style

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





MI is Goal-directed

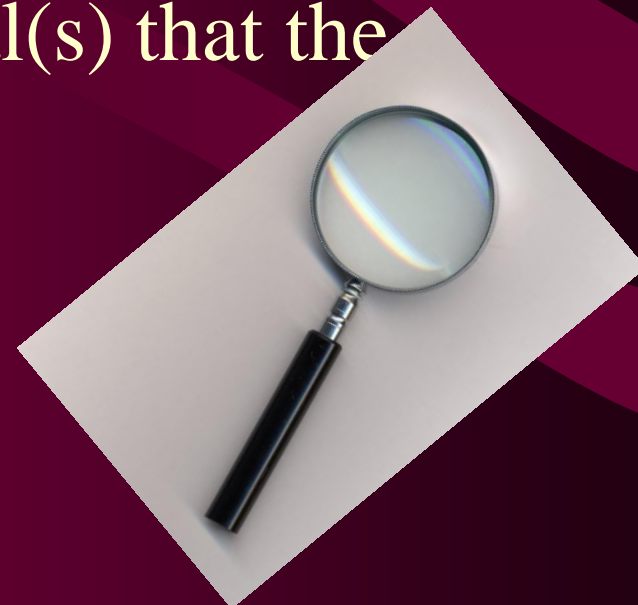
MI departs from
person-centered
counseling in being
consciously goal-
oriented.

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
- Equipoise can be about:
 - A change goal and/or
 - The means to reach a change goal

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 teen deciding whether to give up her baby
- 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 meth
- A drunk driver
- A soldier playing “Russian roulette”
- A sex offender contemplating new victims

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 intentionally balanced, equal attention to pros and cons in:
Inquiry Elaboration Affirmation Reflection Summaries

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



Evoking lies at
the heart of
motivational
interviewing



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



Evoking involves . .

- Recognizing change talk
- Evoking change talk
- Responding differentially to change talk

Psycholinguistics of Change

- “Change talk” predicts change
- Causing a person to voice his or her own arguments for change increases the likelihood of movement in that direction
- Change talk can only be defined in relation to a particular change goal

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

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

Ambivalence Hill

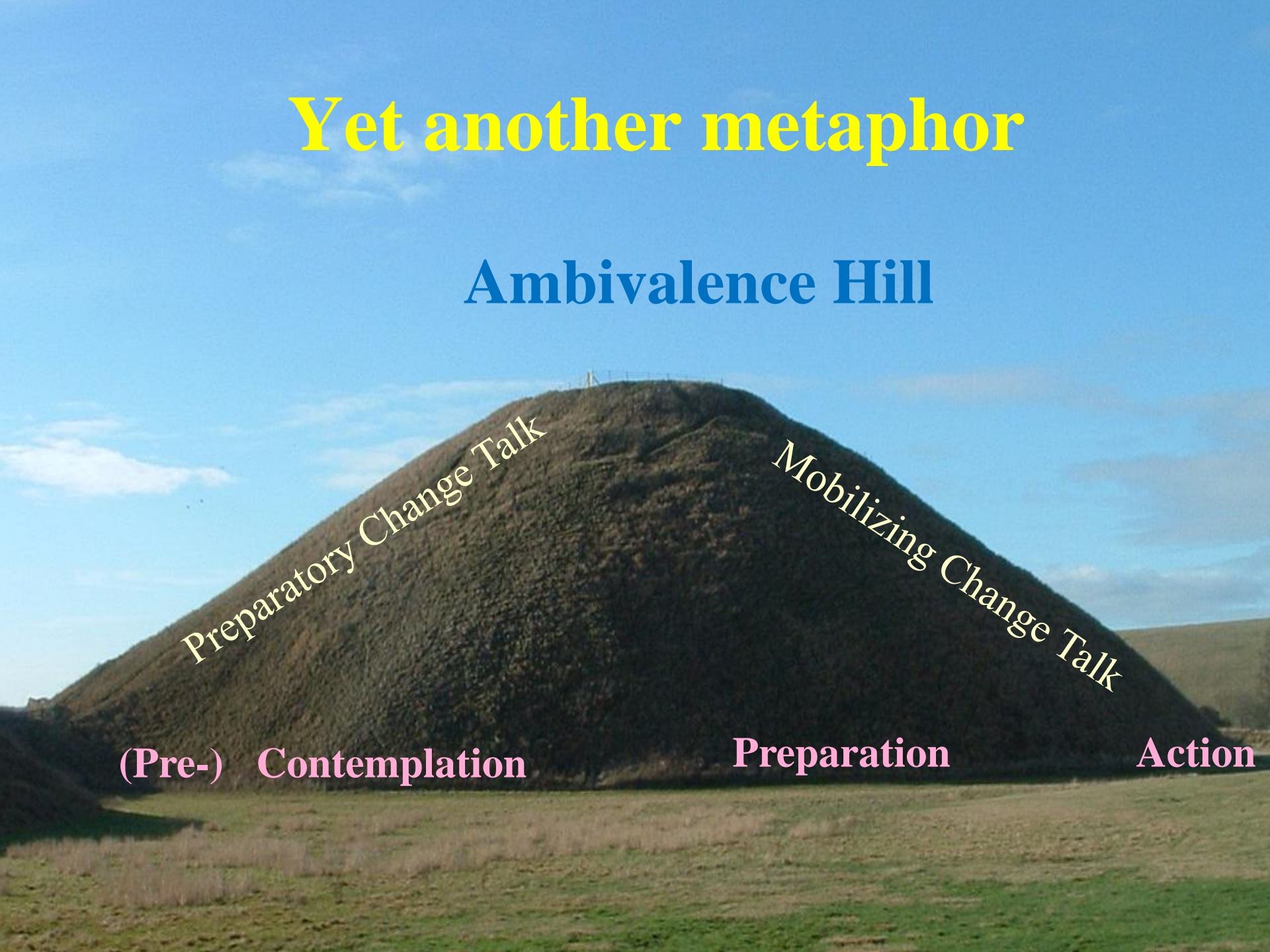
Preparatory Change Talk

Mobilizing Change Talk

(Pre-) Contemplation

Preparation

Action



Responding to Change Talk

Responding to Change Talk

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

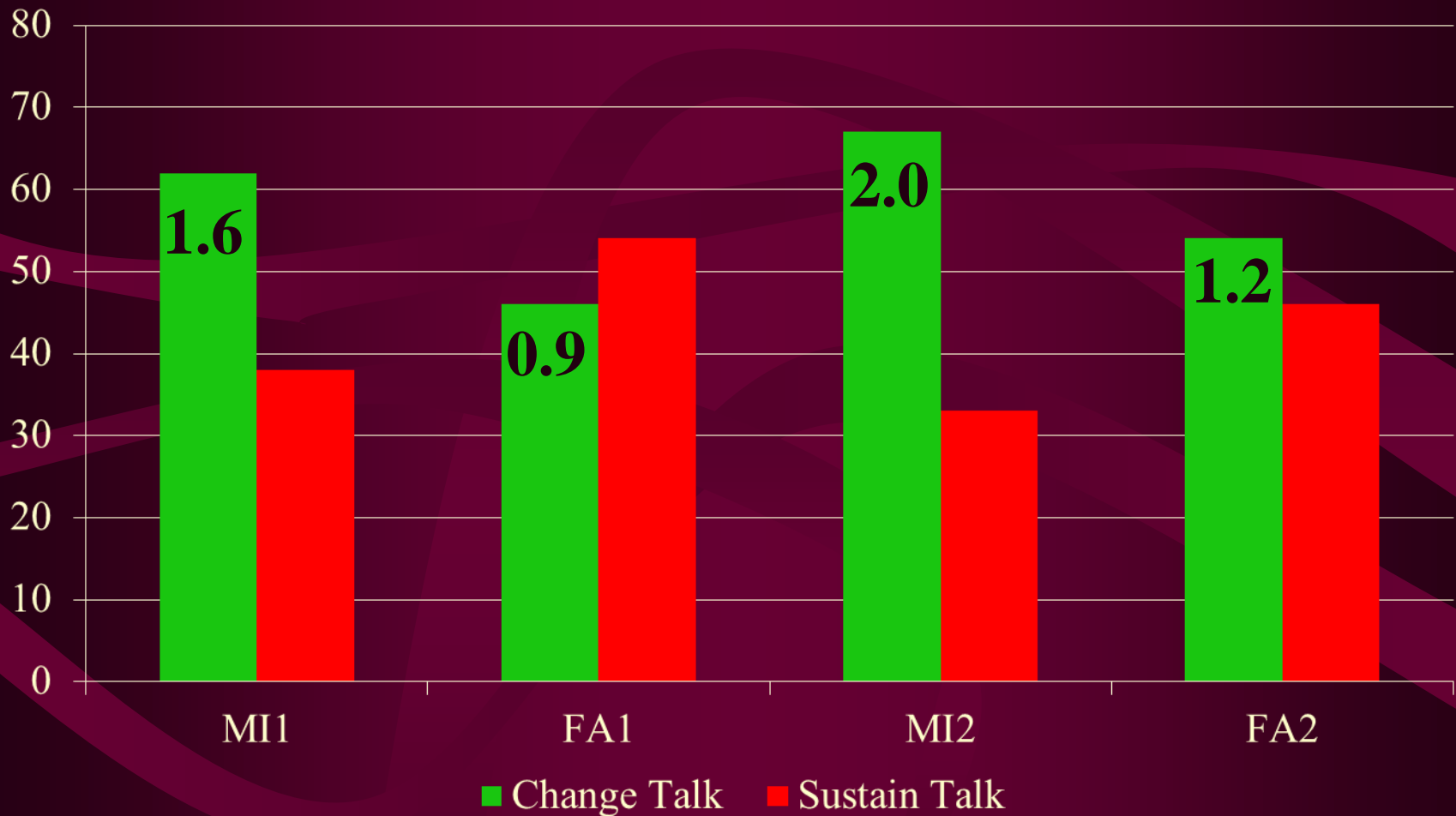
- I really like marijuana (D)
- I don't see how I could give up pot (A)
- I have to smoke to be creative (R)
- I don't think I need to quit (N)
- I intend to keep smoking and nobody can stop me (C)
- I'm not ready to quit (A)
- I went back to smoking this week (T)


Counselors *can* evoke change talk

Glynn & Moyers (2010), *Journal of Substance Abuse Treatment* 39: 65-70

- 9 counselors alternated (in 12-minute segments) between
 - CT: Change talk evocation (CT) and
 - FA: Functional analysis of drinking
- in conversations with 47 college students about drinking concerns
- Coded change talk (CT) and sustain talk (ST)
- Dependent measure: % Change Talk defined as frequency of $CT \div CT + ST$

%Change Talk and Sustain Talk





So more fully, MI involves:

- *Differentially* evoking change talk relative to sustain talk
- and responding to sustain talk and discord in a way that does not increase them

What's Become of Resistance?





Resistance



Sustain Discord
Talk



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

Change Planning in MI

- Not before the person is ready
- Offer information and advice with permission, as needed
- Negotiate a change plan to which the person will agree (could be a small step)
- Implementation intention (specific plan plus stated intent) predicts change

Is it MI Yet?



Can it be MI without . . .

Engaging ? No

Focusing ? No

Evoking ? No

Planning ? Yes

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)

Four Fundamental Processes in MI

Relational
Foundation

Motivational
Interviewing

1. Engaging

2. Focusing

3. Evoking

4. Planning

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

