


MOTIVATIONAL
INTERVIEWING
AT THE
IOWA VETERANS
HOME
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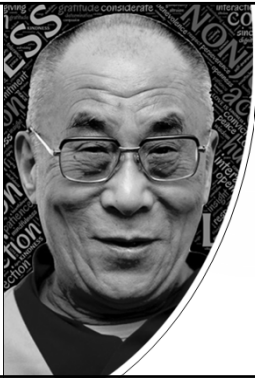
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DISCLOSURE

I HAVE NO RELEVANT FINANCIAL RELATIONSHIPS TO DISCLOSE.
NO MEDICAL DEVICES OR PHARMACEUTICAL PRODUCT USE WILL BE DISCUSSED.



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OUR PRIME PURPOSE
IN THIS LIFE IS TO
HELP OTHERS. AND
IF YOU CAN'T HELP
THEM, AT LEAST
DON'T HURT THEM.
Dalai Lama

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HOW I FOUND MOTIVATIONAL INTERVIEWING



The counselor's role is to help the client explore the possibility of change, not to ensure change.

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- Who chose to be here today?
- Who is curious about what MI is and how it can be applied to your patient care?
- What would you most like to learn from this workshop?
- Goals for this workshop

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"DIFFICULT PATIENTS"

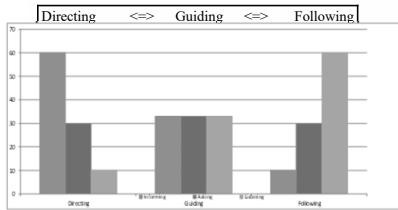


- ✓ Characteristics of "difficult patients"
- ✓ Imagine that you're going to be working with 3 of your "difficult patients" in a row today. What are your thoughts/feelings?
- ✓ What can you do or say or think that could help the resident or yourself in this situation?

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A CONTINUUM OF STYLES



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COMMUNICATION STYLES



DIRECTING

Administer
Decide
Lead
Manage
Prescribe
Steer
Take charge
Tell

GUIDING

Accompany
Collaborate
Elicit
Encourage
Inspire
Motivate
Show
Support

FOLLOWING

Attend
Go along with
Listen
Observe
Shadow
Stay with
Take an interest in
Understand

PRESENTATION TITLE

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AN INTERVIEWING EXERCISE

Pair up (one speaker/patient and one listener/provider), someone you don't usually work with

- Speaker/patient (shorter hair): Identify a change that you are considering, something you are thinking about changing in your life, but have not definitely decided about, that you are willing to share with the group. It could be about how you do your job or interact with patients/colleagues.
 - It might be a change that is good for you or that you feel that you "should" make, but have been putting off.

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INTERVIEWING EXPERIENCE

Listener/Provider (longer hair): Your task is to try as hard as you can to convince and persuade the "speaker/patient" to make the change they are considering. Specifically, once you find out what the change is that the person is considering do these 5 things:

1. Explain why the person should make the change
2. Give at least 3 specific benefits that would result from making the change
3. Tell the person how they could make the change
4. Emphasize how important it is for them to make the change
5. Tell/persuade the person to JUST DO IT.

If you encounter resistance, repeat the above, perhaps more emphatically!

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HOW DID THAT FEEL?

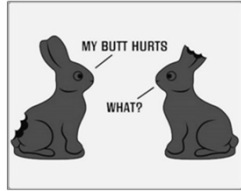
- Speaker/Patient: Did you want to change?
- Listener/Provider: Do you think that worked?

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DO OVER



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A TASTE OF MOTIVATIONAL INTERVIEWING

Listener/Provider: Don't try to persuade or fix anything. Don't offer advice. Instead ask 4 questions:

1. Why would you want to make this change?
2. If you decide to make this change, how might you go about it in order to succeed?
3. What are the three best reasons for you to do it?
4. How important would you say it is for you to make this change, on a scale where 0 is not at all important, and 10 is extremely important

Then, give a short summary of what you heard of the person's motivations for change. Then ask: So what do you think you will do?

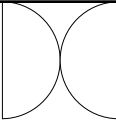
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HOW DID THAT FEEL?

- Speaker/Patient: Did you want to change?
- Listener/Provider: Do you think that worked?
- Which one would you want to receive?
- Which one do you want to deliver?

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WHAT DID PRINCIPLES OF MI DID WE DISCOVER?



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PRESENTATION TITLE

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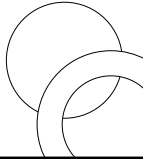
PRINCIPLES OF MI (SPRIT OF MI)
PACE

- Partnership
- Support Autonomy/Affirmation
- Seek Collaboration
- Empowerment/Evocation/Empathy

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WHY DON'T PEOPLE CHANGE?

No Change-Pros SUSTAIN TALK	No change- Cons CHANGE TALK
Change- Cons SUSTAIN TALK	Change-Pros CHANGE TALK



Ambivalence is a normal and defining state of human experience

I need to, but I don't want to

I'd like to, but don't think I can

I will one day, but not today

I want to, but it's really hard.

I could change, but it's not really that bad.

MOTIVATION

IS A

- State
- Stage
- Not a character trait