



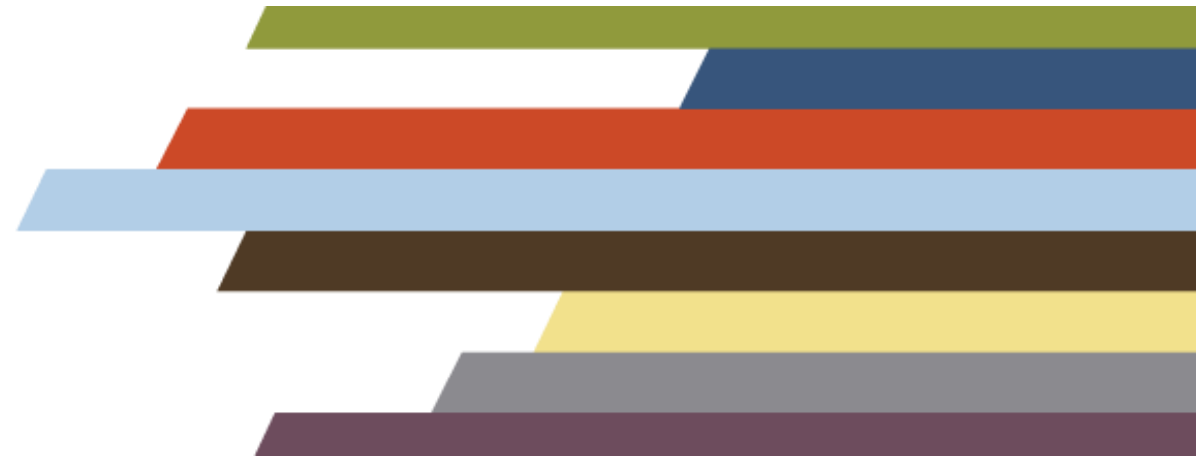
New England (HHS Region 1)

ATTC

Addiction Technology Transfer Center Network
Funded by Substance Abuse and Mental Health Services Administration

Advanced Motivational Interviewing

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Disclosures

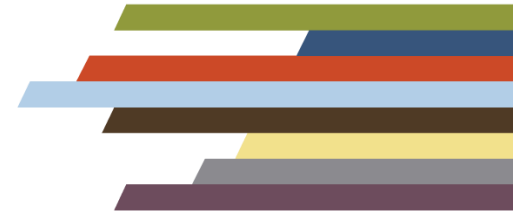
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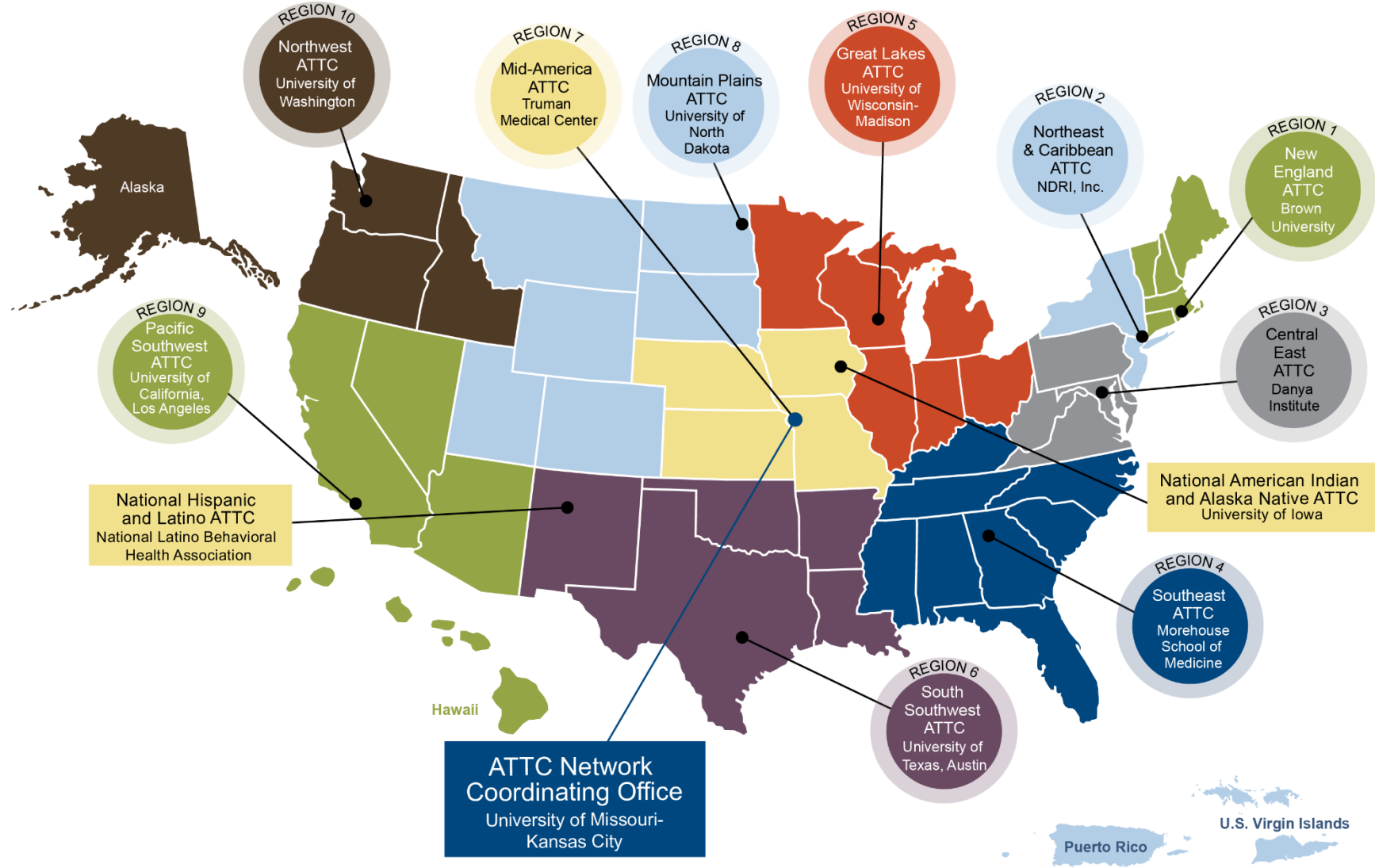




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Guidelines for Training

- Stay loose
- Focus on fidelity
- Ask and explore
- Reflect, reflect, reflect
- Reflect
- Stay loose

Deceptive Simplicity

- Not as easy as it sounds
- Often, people think they're doing Motivational Interviewing, when they're really not
- Biggest challenges are usually:
 - Asking too many questions
 - Suppressing the righting reflex
 - Using complex reflections
 - Integrating spirit, skills, and strategies

Cultivating Change Talk

- [Helper] shows a *marked and consistent* effort to increase the depth, strength, or momentum of the client's language in favor of change
 - Over a series of exchanges, the [helper] shapes the client's language in favor of change
 - Uses structured therapeutic tasks as a way of eliciting and reinforcing change talk
 - Does not usually miss opportunities to explore more deeply when client offers change talk
 - Strategically elicits change talk and consistently responds to it when offered
 - Rarely misses opportunities to build momentum of change talk

Softening Sustain Talk

- [Helper] shows a marked and consistent effort to decrease the depth, strength, or momentum of the client's language in favor of the status quo
 - Uses structured therapeutic tasks to shift the focus of sustain talk toward the status quo
 - May use double-sided reflections (ending with a reflection of change talk) to move the conversation away from sustain talk

Partnership

- [Helper] actively fosters and encourages power sharing in the interaction in such a way that client's contributions substantially influence the nature of the session
 - Genuinely negotiates the agenda and goals for the session
 - Indicates curiosity about client ideas through querying and listening
 - Facilitates client evaluation of options and planning
 - Explicitly identifies client as the expert and decision maker
 - Tempers advice giving and expertise depending on client input
 - Favors discussion of client's strengths and resources rather than probing for deficits

Empathy

- [Helper] shows evidence of deep understanding of client's point of view, not just for what has been explicitly stated but what the client means but has not yet said
 - Effectively communicates an understanding of the client *beyond* what the client says in session
 - Shows great interest in client's perspective or situation
 - Attempts to “put self in client's shoes”
 - Often encourages client to elaborate, beyond what is necessary to merely follow the story
 - Uses many accurate complex reflections

Complex Empathic Reflections

- Indicate clearly by words and tone that you take the relationship seriously
- Communicate awareness of what the person values and is feeling now
- Fit with person's culture
- Show awareness of the person's direction towards resolving the issue
- Hold a sense of gentleness and optimism as the person expands their awareness of their ability to change

Complex Empathic Reflections

- Stay attuned to shifting emotional content (watch for sustain talk, change talk, and discord)
- Show the person that the helper is really trying to see their world, encouraging them to expand and increasing motivation
- Teach people to have empathic self-talk
- Help the person believe, “if this person thinks I am worth the time and effort to try to understand me, then maybe I *am* worth the effort”

Higher-Skill Developing Discrepancy

- Attempts to make the person aware of discrepancies in their thoughts, feelings, actions, goals, or values based on their previous statements
- Presents discrepancies as legitimate conflicts or mixed experiences, not as contradictions or judgments that “prove” there is a problem
- Integrates specific discrepant statements using a supportive, nonjudgmental tone

Do:

- Use a lot of reflections, especially complex
- Use affirmations
- Emphasize the person's power of choice
- Be curious about their situation, perspective, reasons for change, and ideas about change
- Show unconditional positive regard
- Use evocation strategies

Don't:

- Ask a lot of questions, especially closed ones
- Try to fix the problem
- Offer unsolicited advice, direction, or feedback

Reference

Moyers, T.B., Manuel, J.K., & Ernst, D. (2014). *Motivational Interviewing Treatment Integrity Coding Manual 4.1*. Unpublished manual.