



**Martha Myers**

**Pat Williams**

**Rodney Robinson**

**MOTIVATIONAL  
INTERVIEWING  
LEVEL 1 TRAINING**

# What is Motivational Interviewing?

- ◉ Evidence based method
- ◉ Developed by William Miller & Stephen Rollnick
- ◉ Client centered method – Carl Rogers
- ◉ Resolving Ambivalence and building Change Talk
- ◉ Non prescriptive, no EXPERT orientation
- ◉ Practice predicts mastery, not education level
- ◉ A collaborative, evocative conversation about change

# Spirit of Motivational

- Motivational Interviewing is a collaborative conversation style for strengthening a person's own motivation and commitment to change
- Four Aspects :
  - Partnership, Acceptance, Compassion  
and Evocation
- Acceptance encompasses: Absolute worth, Accurate empathy, Affirmation and Autonomy

# 4 Processes of MI

- ① 1. Engaging- developing relationship
- ② 2. Focusing- what change is top priority?
- ③ 3. Evoking- drawing out motivation
  - Having clients voice the argument for change
- ④ 4. Planning- action steps- S.M.A.R.T.

# Benefits of Basic

- ◉ Clients experience successful outcomes
- ◉ Increased engagement with service provider
- ◉ Increases client motivation and change talk
- ◉ Increase client confidence
- ◉ Reduces practitioners burnout- you are not responsible for “fixing” your client.

# Listening is the Key to

Accurate Empathetic listening

Reflective listening – clarifies, amplifies the persons own experience

Purpose is to recognize Ambivalence



Resolving Ambivalence is KEY to making change

# Qualities of Good

Eye contact

Empathy

Patience

Being attentive

Body language



# Remember your favorite



What makes a great teacher?





# Motivational Interviewing

Open Ended Questions

Affirmations

Reflective listening

Summary's

Permission for Advice/info.



# Lets Practice!!

If you are the Listener ask these questions:



**Why would you want to make this change?**

**If you did decide to make this change, how might you go about it in order to succeed?**

**What are the 3 best reasons for you to do it?**

**How important would you say it is for you to make this change on a scale of 0-10 ( 0=LOW)**

**Follow up: Why are you at ??? and not at zero?**

**So what do you think you will do?**

# Let's Talk About That?

- ⦿ How was it being the Speaker?
- ⦿ How was it being the Listener?



- ⦿ Why did we do this exercise?

# Building MI skills

- ⦿ Miller says “ the difference between knowing MI and being/doing it- About 10 years”
- ⦿ The only way to get better is by practicing.
- ⦿ Feedback is the best way for evaluation
  - Coding
  - Practice some basic coding

# Lets watch an EXPERT

◎ Dr. Terry Moyers



# Reflective Listening

Reflective listening is meant to close the loop in communication to ensure breakdowns don't occur

- ◉ So you feel.....
- ◉ It sounds like you.....
- ◉ You're wondering if.....



# Beware of talking in

- ◉ Simple reflections can bring about change on their own.
- ◉ “Complexify” your reflections
- ◉ Take a guess at what the deeper meaning is- clients will correct you if you are wrong.
- ◉ Rephrasing what clients say can help change perspective

# Those DARN CATS!!

Desire  
Ability  
Reason  
Needs



Commitment  
Activation  
Taking Steps

Your Goal:

**BUILDING CHANGE TALK**

# Dr. William R. Miller

- ◉ Interviewing a detached client



# Stages of Change

- ⦿ Precontemplation
- ⦿ Contemplation
- ⦿ Preparation
- ⦿ Action
- ⦿ Maintenance
- ⦿ Relapse

# A Few Ways to Evoke Change Talk

- ◉ Use the CHANGE ruler
- ◉ Ask about EXTREMES
- ◉ Ask an EVOCATIVE question  
( remember those DARN CATS)  
ex...How important is it?  
How would you?  
What are your reasons?  
Why do you need to?



# Exercise Time



# Live Demonstration

- ◎ Any Volunteers?
  - ◎ Watch for:
    - M.I. Spirit
      - Partnership, Acceptance, Compassion, Evocation
    - 4 processes
      - Engaging, Focusing, Evoking, Planning
- Use of O.A.R.S.  
D.A.R.N. C.s  
Change talk



# Develop a Change Plan



# One more video

- ◉ Dr.Damara Gutnick-
- ◉ Change Plans- Using S.M.A.R.T. method
  - Specific
  - Measurable
  - Achieveable
  - Relevant
  - Timed

# Training Completed

## Questions





# Intrinsic Motivational Practitioners

[www.imptrainers.com](http://www.imptrainers.com)

[Motivators1@gmail.com](mailto:Motivators1@gmail.com)

**Phone: (253) 448-5838**

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# Laymans definition of M.I.

- MI is a collaborative conversation style for strengthening a persons own motivation and commitment to change.

# Practitioners definition of

- ◉ Motivational Interviewing is a person centered counseling style for addressing the common problem of ambivalence about change

# Technical definition of

- Motivational interviewing is a collaborative, goal oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for and a commitment to a specific goal by eliciting and exploring the persons own reasons for change within an atmosphere of acceptance and compassion.