



# MOTIVATIONAL INTERVIEWING

Presented by Military & Family Life Counselors

# MOTIVATIONAL INTERVIEWING (MI) CONCEPTS

- Is building motivation and mobilizing commitment
- Sees any progress as progress
- Believes that people are more often reluctant vs. resistant to change



# MI CONCEPTS CONTINUED

- The individual should make the argument for change
- The individual is the **expert on their lives** and will know better than anyone the “what” and “how” of change
- Utilizing Motivational Interviewing concepts, the role of the MFLC is to empower the individual to make steps toward positive change.



# MAKING PEOPLE FEEL BAD DOESN'T HELP THEM CHANGE (MILLER, 2013)

## Resent

- Not respected
- Not understood
- Not heard
- Angry
- Ashamed
- Uncomfortable
- Dislike

## Resist

- Arguing
- Discounting
- Defensive
- Oppositional
- Denying
- Justifying

## Retreat

- Disengage
- Withdraw
- Inattentive
- Passive
- No show



# POSITIVE APPROACH TO CHANGE

- Accept
- Understood and Open
- Accepted and Non-defensive
- Respected
- Interested
- Cooperative
- Comfortable Listening

Empowered  
Hopeful  
Approachable  
Talk More  
Liking  
Engaged  
Activated



# UNDERSTANDING BEHAVIOR CHANGE: SOME UNIVERSAL TRUTHS

- People are usually motivated for *something*
- What people want is rarely a problem
  - Want typically trumps need (knowing is not enough)
- Change is an equal opportunity
- People experience safety with sameness
- “Buy in” is essential; otherwise forget about it!
  - Compliance does not = commitment
- Change is usually a process, rarely a neat or linear event



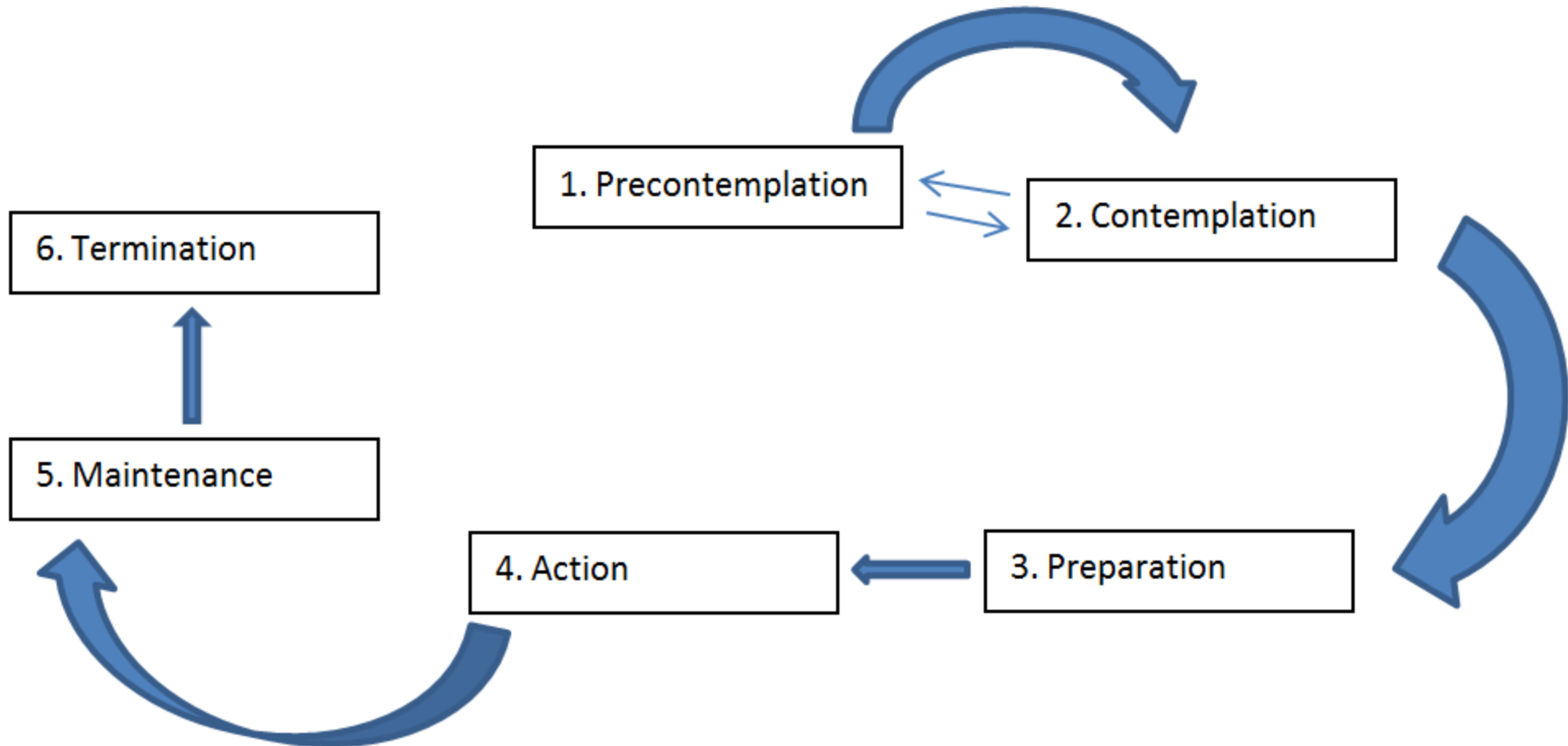
# STAGES OF CHANGE

A sequence of stages through which people typically progress as they think about, initiate, & maintain new behaviors.

Applies to a variety of behavioral changes, including eating, parenting, exercise, and health behaviors.



# STAGES OF CHANGE





# STAGES OF CHANGE

- **Pre-contemplation** – external pressure to make change
- **Contemplation** - thinking about need to change
- **Preparation** – plans are made but still need some convincing for change to start



# STAGES OF CHANGE

- **Action** – steps are taken to make a change
- **Maintenance** – maintaining the new behavior
  - At this stage, it can be normal for the individual to revert back to pre-contemplation or contemplation
- **Termination** – new behavior is fully integrated into the life of individual



# RESISTANCE TO CHANGE

- Other priorities
- Doesn't perceive the problem as a problem
- The benefits fall short or the trade offs are not "worth it"
- Overwhelmed and no confidence in ability to make the change
- Negative experiences with change in the past
- Not adequately supported by others



# MI ASSUMPTIONS ON CHANGE

- Ambivalence about change is normal
- Maintaining the process of change process is more likely with a plan and structure and accountability
- People will typically take action when the change is tied to significant desires



# MOTIVATION TO CHANGE

“Unless a current ‘problem’ behavior is in conflict with something that a person values more highly, there is no basis for MI to work.”

Miller and Rollnick, 2013



# WHAT IS MOTIVATION?

- A process that guides and maintains goal oriented behaviors
- In it's simplest term – it's what causes us to act
- It describes why a person does something



# THREE COMPONENTS OF MOTIVATION

- Activation
- Persistence
- Intensity



# ELICITING MOTIVATIONAL STATEMENTS

- **Desire:** How much do you want to make this change?
- **Ability:** How successful do you think you can be to make the change?
- **Reason:** What is a good reason to make the change?
- **Need:** Why is this change important?





# MAKING THE CHANGE

**Confidence:** how confident are you that you can make the change?

- Not at all, somewhat or very confident

**Importance:** how important is the change?

- Not at all important, somewhat important, extremely important

**Commitment:** how committed are you to make the change?

- Not at all, somewhat or very



# SETTING GOALS

- Specific
- Measureable
- Attainable
- Realistic
- Timely



# GOALS

- A long term goal is the **ultimate destination** of where you want to be
- Short term goals are the stops you make along the way that lead to the final destination
- Within the short term goals are smaller steps to reach that goal
- Both long and short term goals should have a specific target date for completion



# SETTING GOALS

- Writing down goals
  - Shows that you've made a commitment
  - Makes the goals more real
  - Allows you to review your goals daily
  - Enables you to make revisions to your goals as circumstances change
- Write down goals in the positive
- Read your goals everyday
- Check off the steps to your goal as you accomplish them



# REACHING GOALS

- Reaching a milestone on your goals is an accomplishment no matter how small
- You deserve to congratulate and reward yourself
- Rewarding yourself gives you additional motivation and something to look forward as you accomplish each step



# SUMMARY

- *You* are the expert to determine what needs to be changed in your life
- Understand change is a process
- Sick and tired of being sick and tired



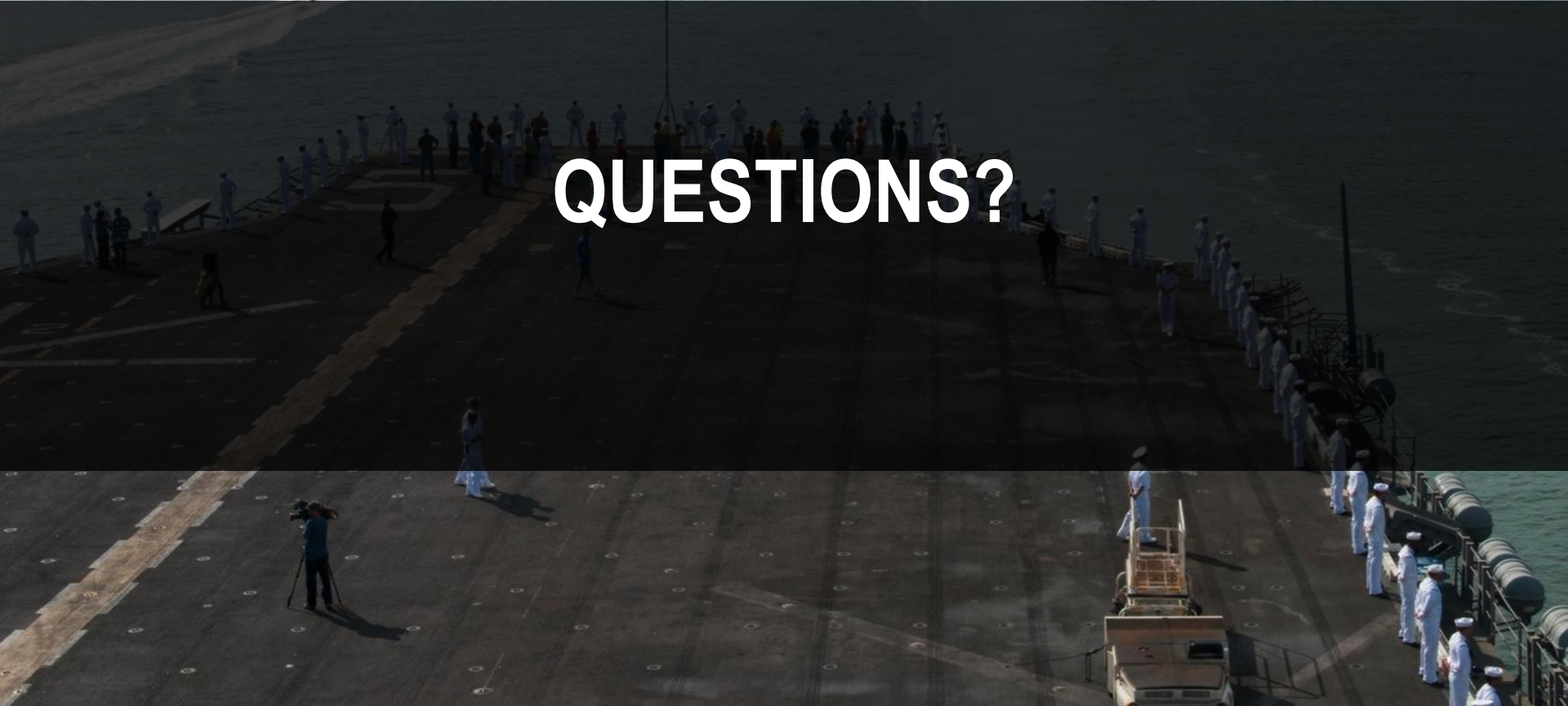
# MY PURPOSE

“MY PURPOSE IS  
NEVER TO TELL  
YOU YOU NEED  
TO MAKE A CHANGE.  
MY PURPOSE IS TO  
LET YOU KNOW  
THAT I AM HERE  
TO HELP YOU WHEN  
YOU TELL ME YOU  
ARE READY TO MAKE  
A CHANGE.”





**QUESTIONS?**





# RESOURCES

- Military Community Services
- Chaplain and Local Clergy
- Military OneSource (800) 342-9647
- TRICARE [www.Tricare.mil](http://www.Tricare.mil)
- Behavioral Health Services



# REFERENCES

- Paul Nagy, Assistant Professor - Duke University School of Medicine - Department of Psychiatry and Behavioral Sciences
- Mind Tools Ltd. “Personal Goal Setting,” <http://www.mindtools.com/page6.html>
- Smart Recovery. [www.smartrecovery.org](http://www.smartrecovery.org)





**THANK YOU**