



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



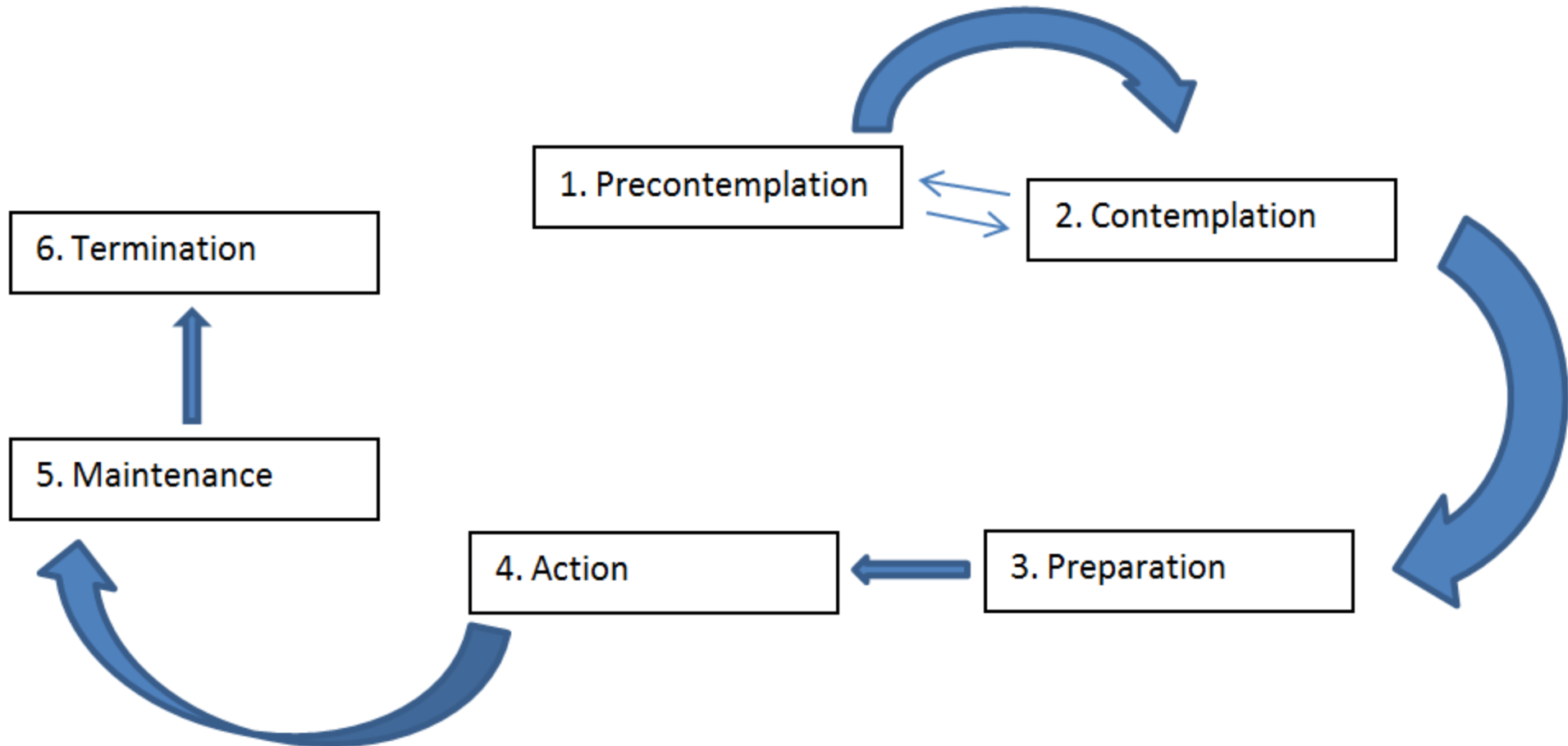
STAGES OF CHANGE

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



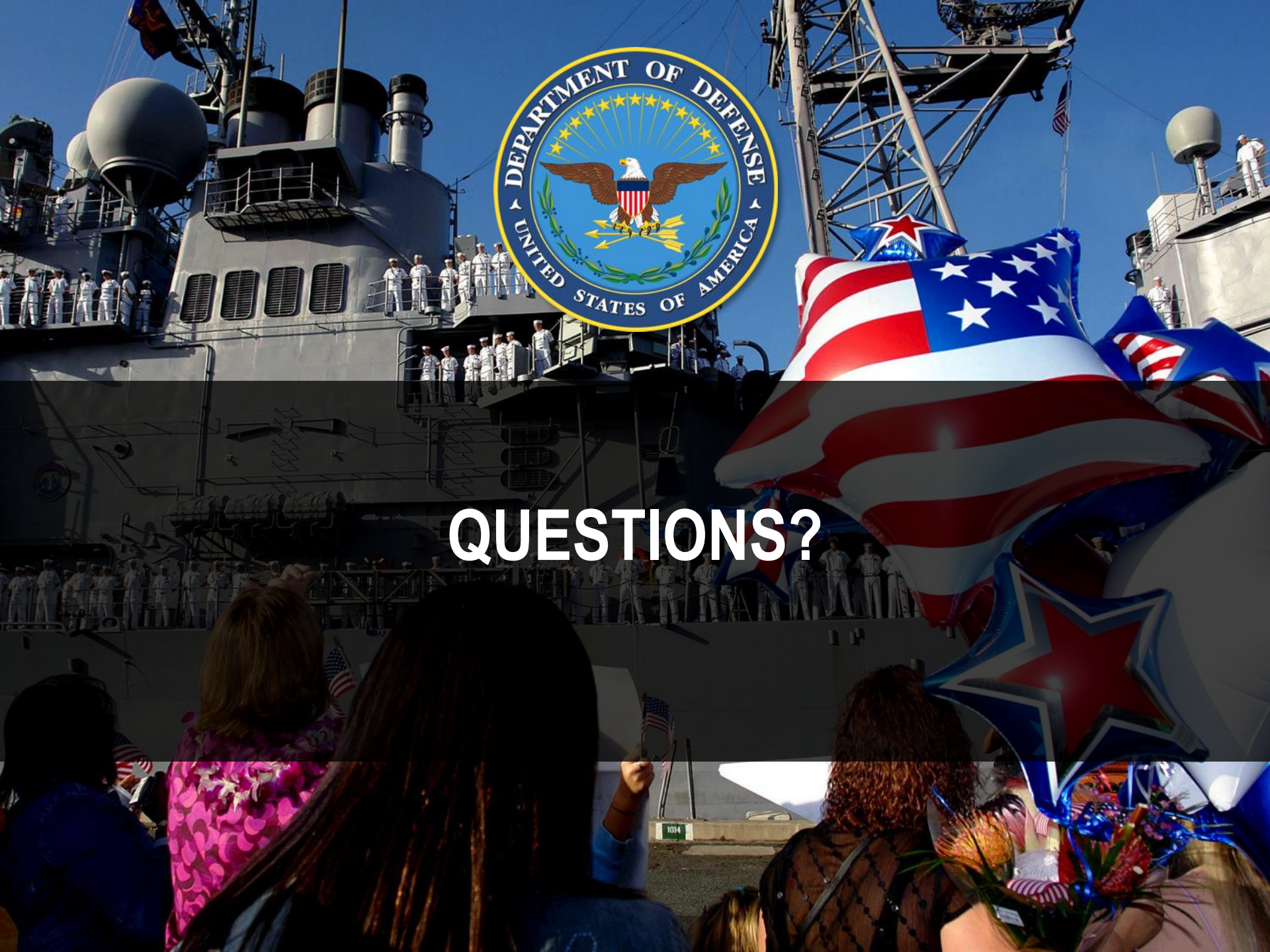
MY PURPOSE

“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
- 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





THANK YOU

