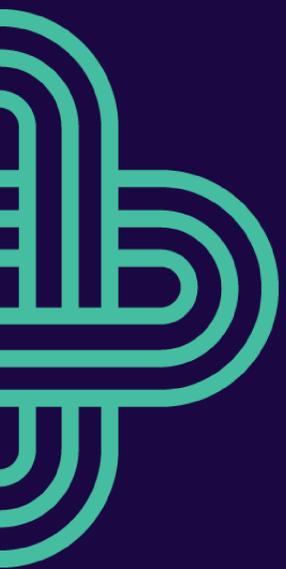
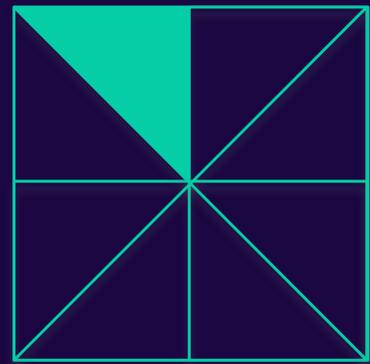


tūturu.

Introduction to
Motivational Interviewing

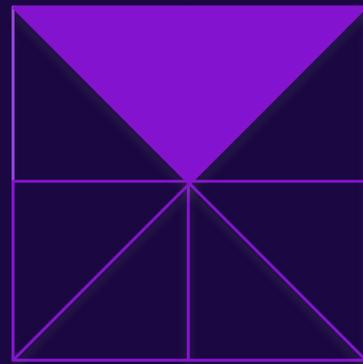


Outline



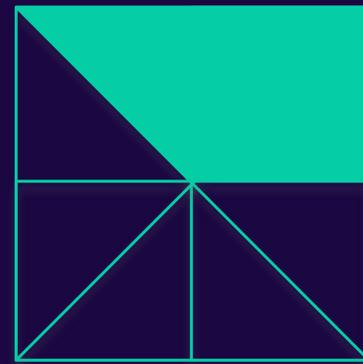
01

Introducing
ambivalence



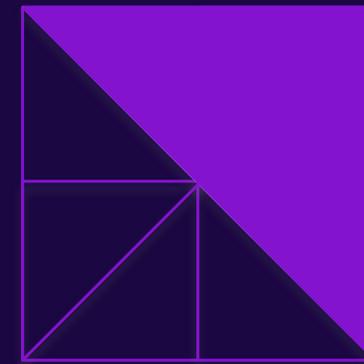
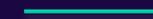
02

A motivational
approach



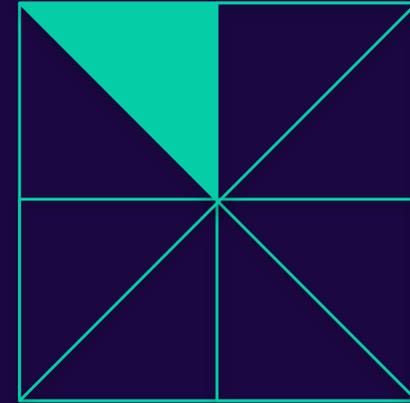
03

Know your
righting reflex



04

Practice



01

Introducing ambivalence

A young woman with dark hair, wearing a white shirt and a red lei, is looking down. She is surrounded by other people in white shirts, some with white feathered headpieces, suggesting a cultural or religious ceremony. The background is slightly blurred, focusing attention on the woman in the foreground.

It's like dancing,
rather than wrestling

People are generally
better persuaded by
the reasons which they
themselves have
discovered, than by
those which have
come into the minds of
others

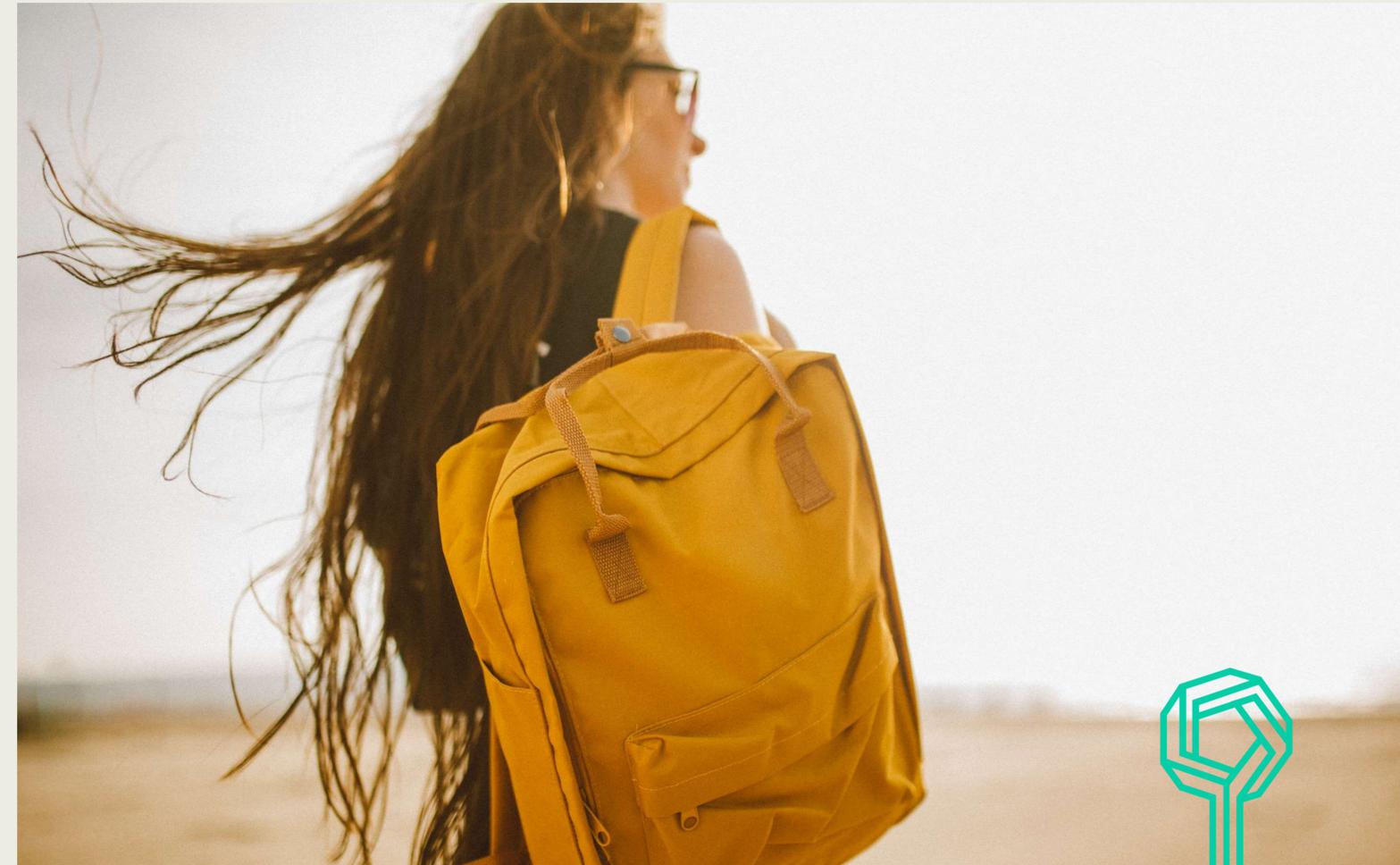
- Pascal's Pansees, 17th Century

What are the 'Yea, buts'?



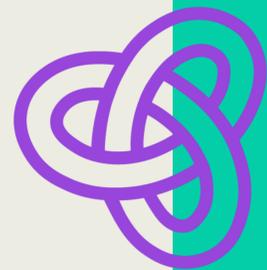
▼ This is one way that we see ambivalence about change.

▶ Ambivalence normally precedes change



When ambivalence meets confrontation ◀

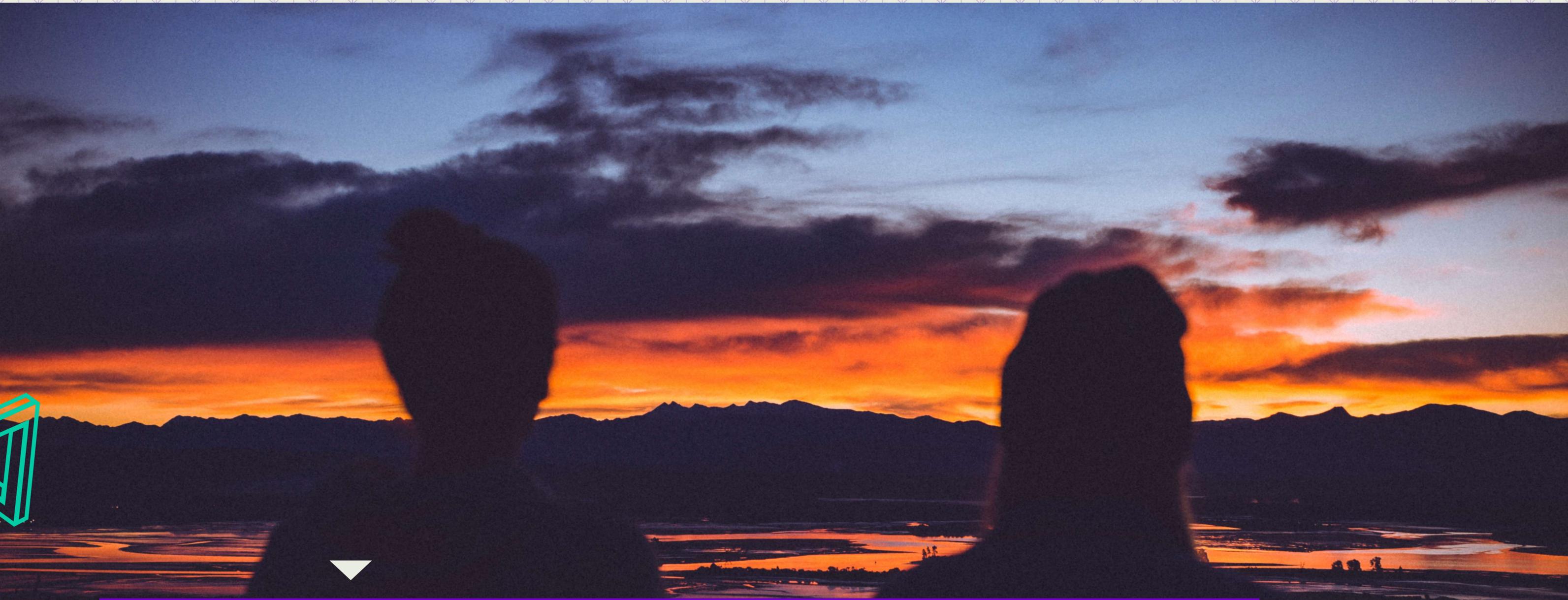
Think of a lifestyle change that you have been contemplating, but are still unsure about.



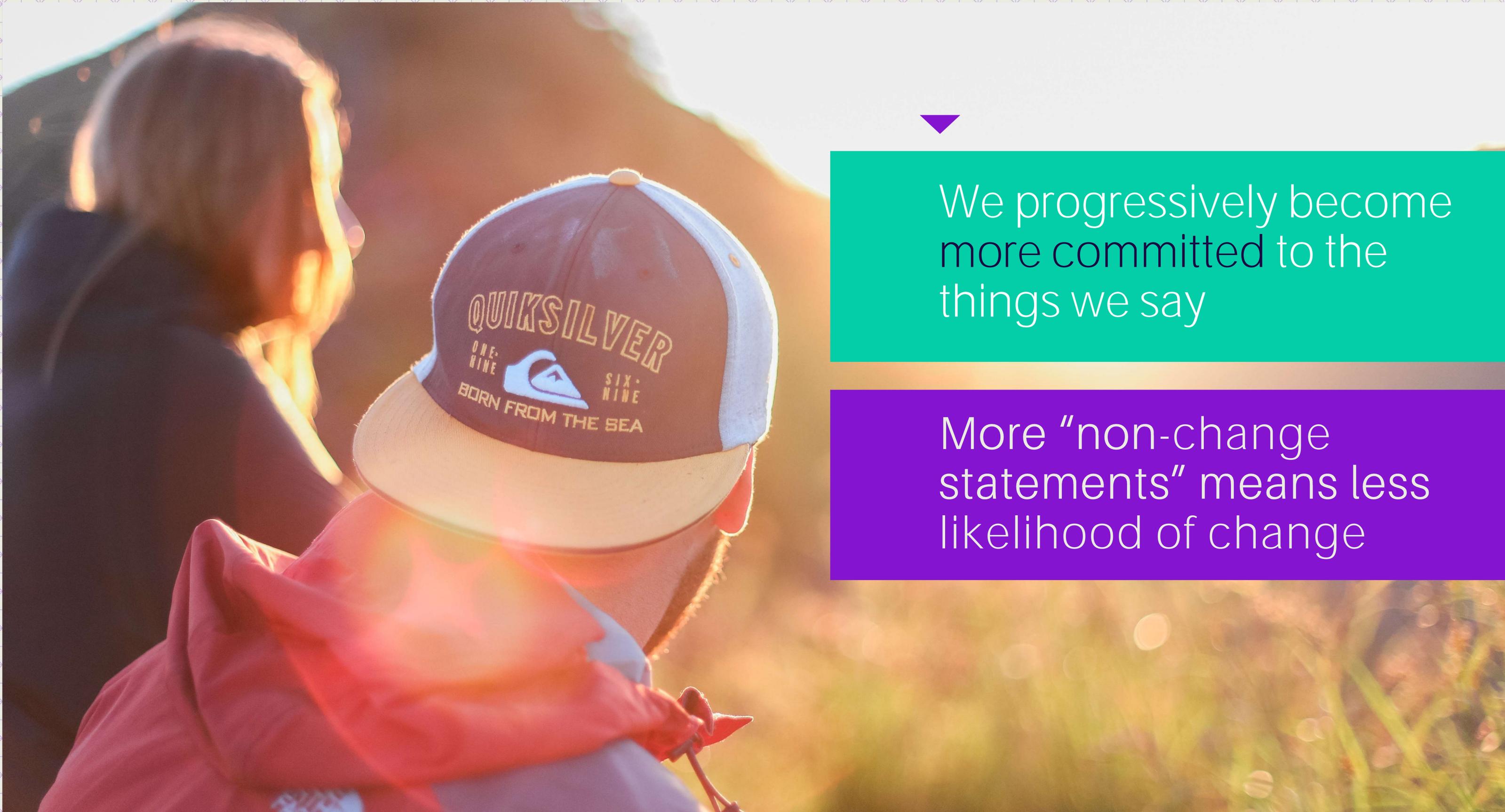
You must decide whether or not you will change before you can leave today.

This change will be permanent.





If we represent one side of an internal argument, we elicit the other side of the argument from them



We progressively become more committed to the things we say

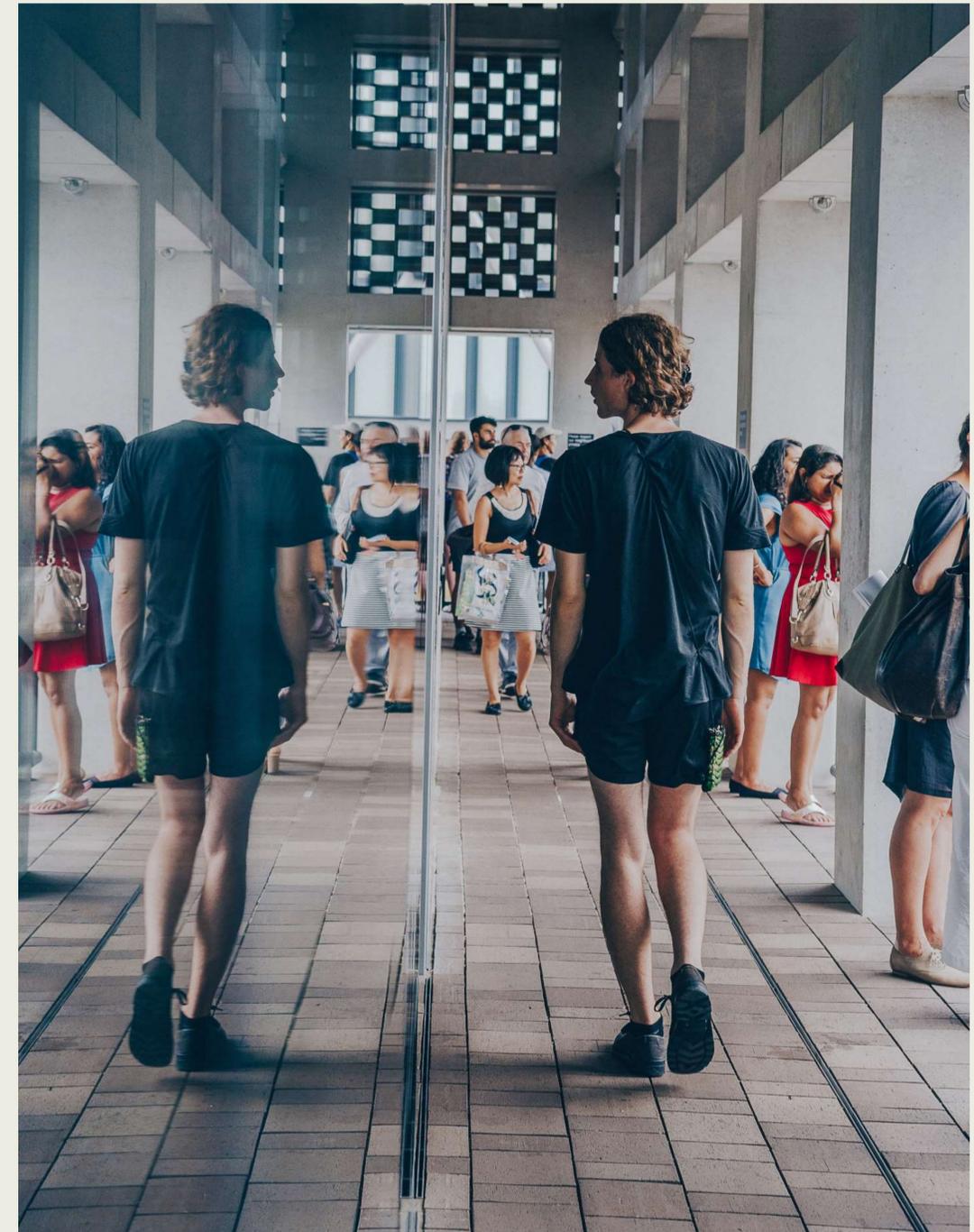
More "non-change statements" means less likelihood of change

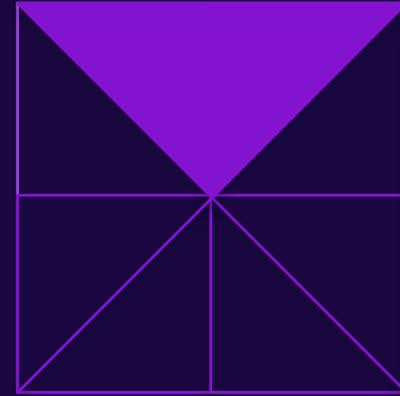
Influencing ambivalence ▾

▼

We can strongly influence which side of the scales they focus on

If it seems they are becoming **'defensive'** or **'resistant'**, they are speaking out the **'non-change'** side





02

A motivational approach

What is motivational interviewing?

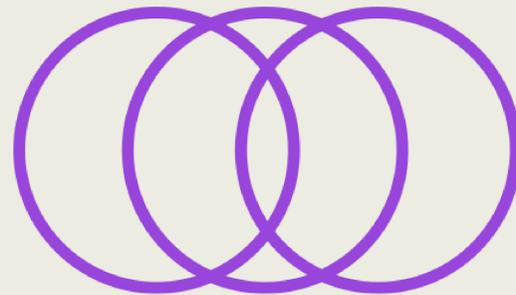


Motivational interviewing is:

Person-Centred



Collaborative



Goal-oriented



Focused on the
language of change

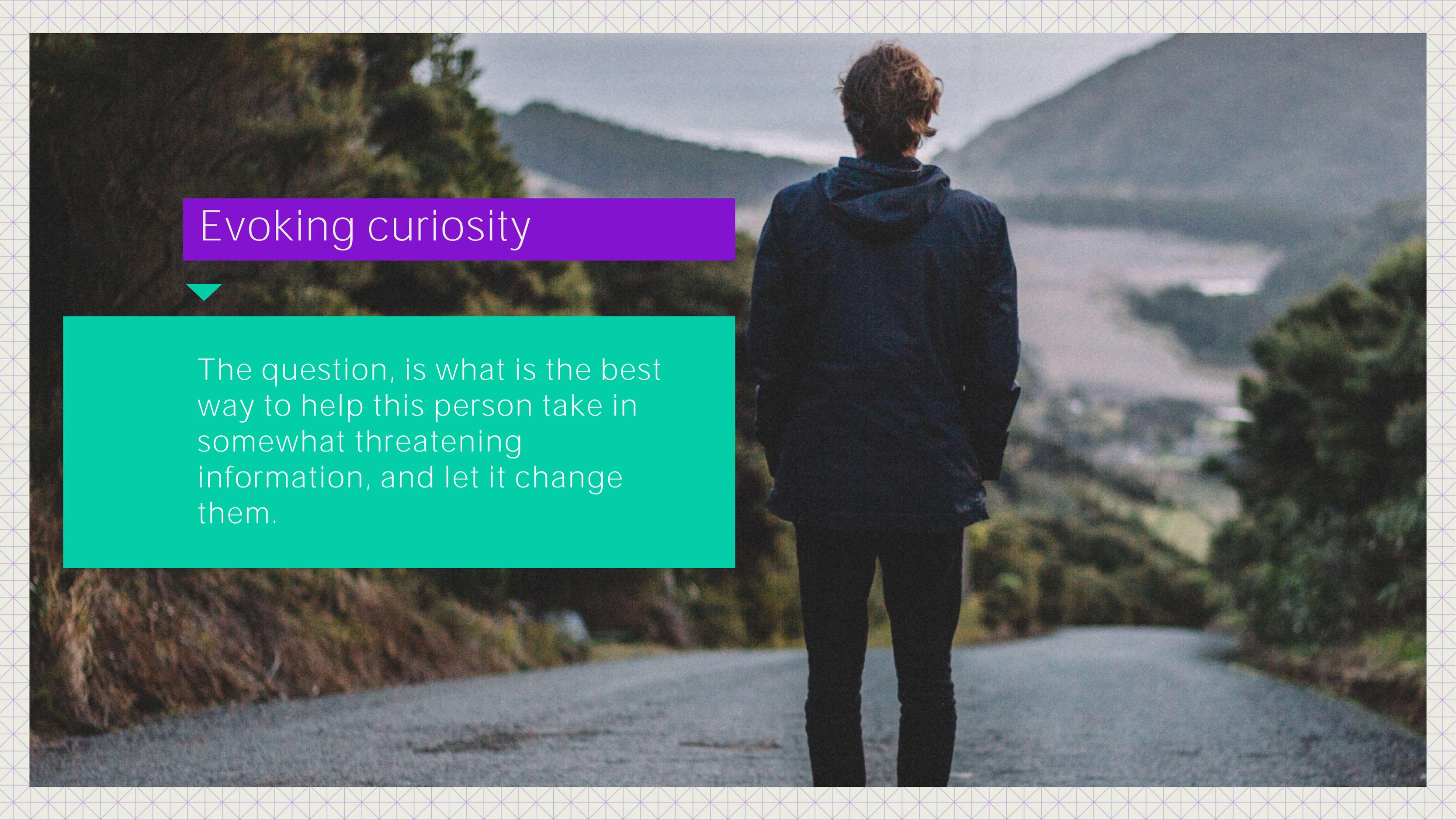


A photograph of a person standing on a grassy hillside, looking out over a valley towards a mountain range under a bright, hazy sunset. The person is silhouetted against the bright light of the sun. The scene is framed by a decorative border with a repeating geometric pattern.

Teenagers are particularly sensitive to confrontational style approaches

Confrontation tends to lead to defensiveness, resistance, denial, which predicts lack of behaviour change





Evoking curiosity

▼

The question, is what is the best way to help this person take in somewhat threatening information, and let it change them.



Reflection ▲



- ▶ What would it mean for your life if you changed?
- ▶ How would you change it if you wanted to?
- ▶ What are the good things that could come out of changing?
- ▶ How important is it for you to change?



The flow of motivational interviewing



1. Spirit
 - ▶ Partnership
 - ▶ Acceptance
 - ▶ Compassion
 - ▶ Evocation

2. Strategies
 - ▶ Develop discrepancy
 - ▶ Decisional balancing
 - ▶ Importance and confidence
 - ▶ Providing information
 - ▶ Responding to discord
 - ▶ Interacting with change

3. Core counselling skills
 - ▶ OARS
Open ended Questions,
Affirming,
Reflective listening,
Summarising change

4. Change talk

(This is the replacement for REDS - Roll with resistance, express empathy, develop discrepancy, support self-efficacy)

Discord ▾



Discord rather than resistance is the new preferred term

Discord can sometimes be seen as ambivalence under pressure



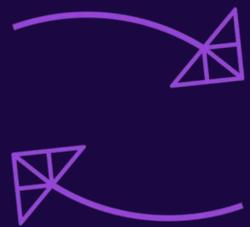
Responding to discord

- ▶ Reflection
- ▶ Apologising
- ▶ Affirming
- ▶ Shifting focus

The language of change



Motivational interviewing is all about focusing on language – and tuning into each person’s language of change



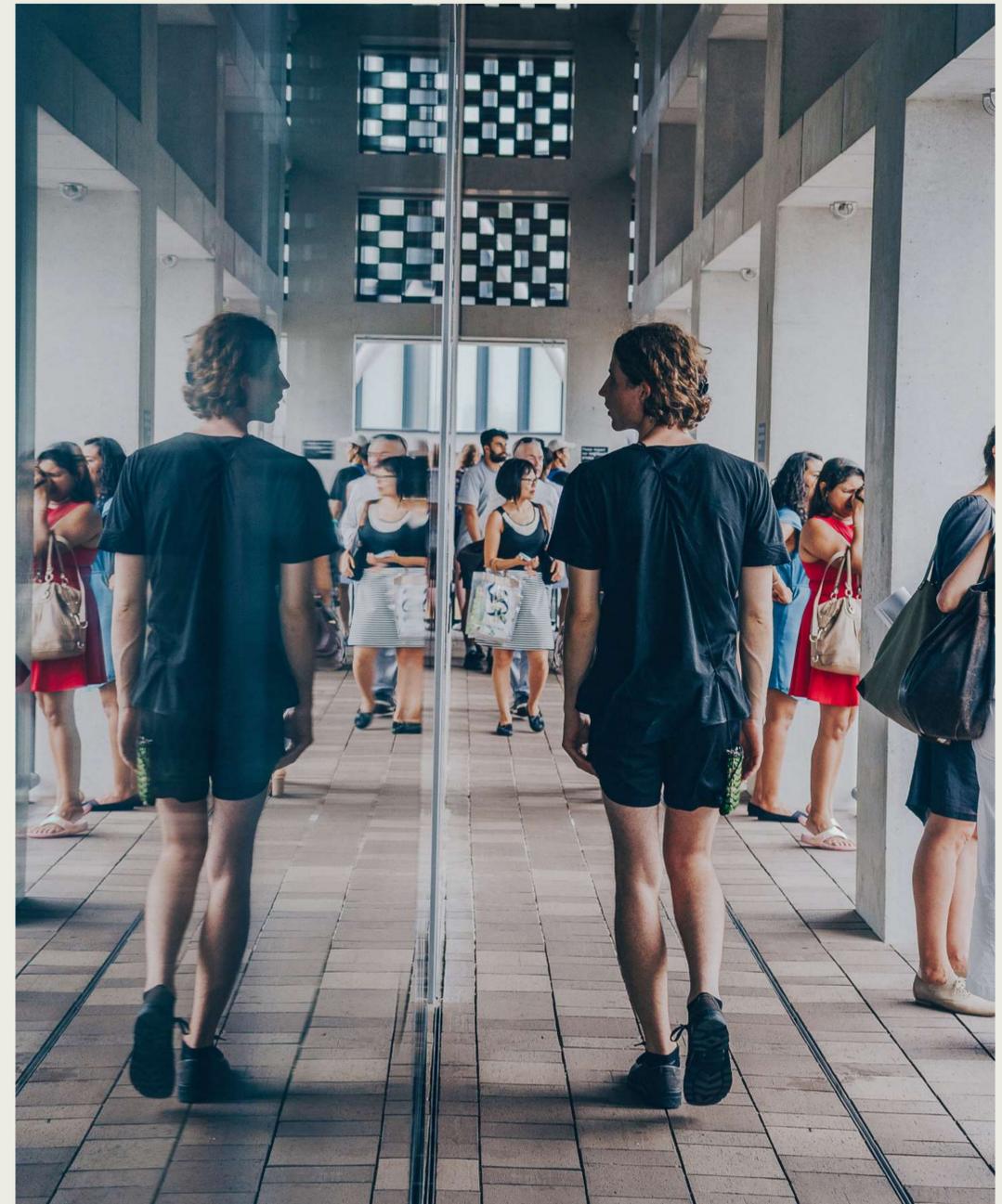
Change talk

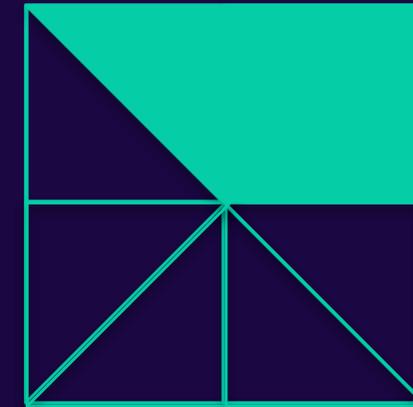


Sustain talk



Discord





03

Know your
righting reflex



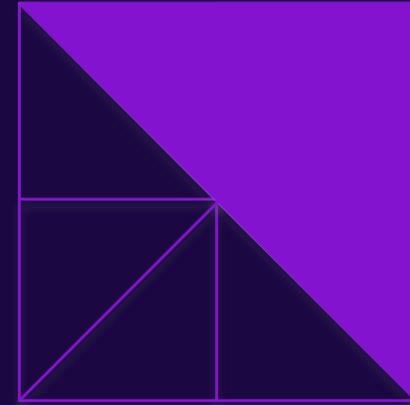


Think of a person you are very close to

Imagine that they say something that you know is not true, and it affects you in a major way.

If you had no self-control, what would you do?





04

Practice

Let's put it into practice



1. Form a group of three.

2. Find one to talk about something they might want to change

3. Another will practice listening and reflecting back:

- › Desire to change
- › Ability to change
- › Reasons to change
- › Need to change
- › Commitment to change

4. Another will listen and complete the form

Summary

If you hear a 'Yea, but...' (ambivalence)

Evoke curiosity,
Partnership,
Acceptance,
Compassion

Listen for and use Desire,
Ability, Reasons, Need,
Commitment (DARNC)

Be flexible to figure out
which door they are
ready to be invited in



tūturu.

Thanks!

For more info, visit
tuturu.org.nz