

A Taste of Motivational Interviewing: **Building Hope and Confidence** Welcome 😊

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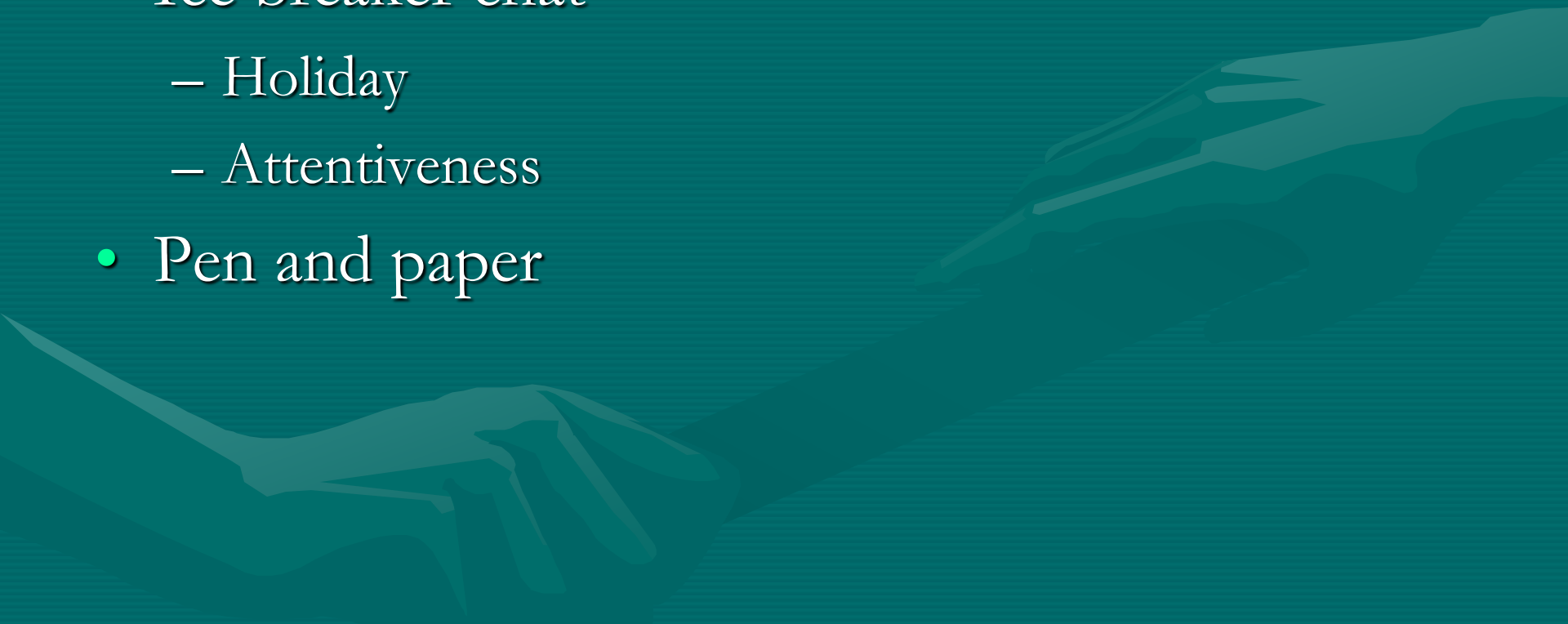
Member, MINT

*Slides have been adopted/adapted from Miller & Rollnick (2023, 2013, 2002)



Community Check-in

- Zoom virtual tour
- Ice breaker chat
 - Holiday
 - Attentiveness
- Pen and paper



Overview

- Background (2007)
 - Case planning
 - Parenting (2010), Truancy, and Academic performance
 - Faculty
- About MI
 - History
- Training Format: Didactic, Videos, Real Plays

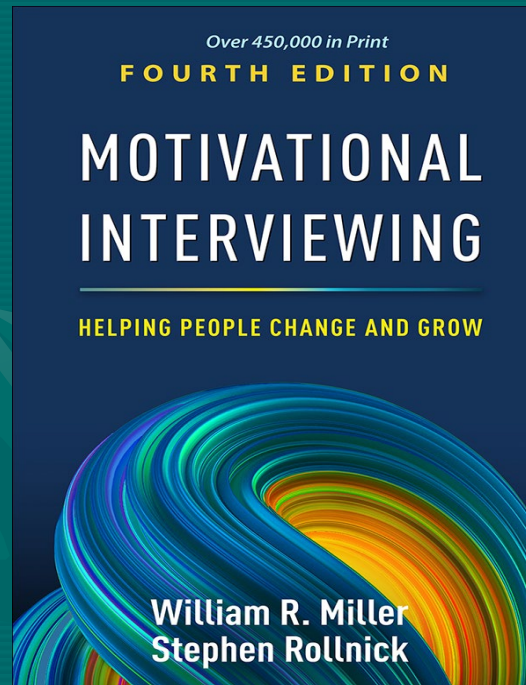


Learning Objectives

- Define Motivational Interviewing (MI), Hope and Confidence Talk
- Describe the Spirit of MI
- Explain how to identify, evoke and respond to confidence talk

What is motivational interviewing (MI)?

- “...Particular way of talking with people about change and growth to strengthen their own motivation and commitment...” (Miller, 2023).



Person-centered Approach

- “People are just as wonderful as sunsets if you let them be. When I look at a sunset, I don't find myself saying, “Soften the orange a bit on the right hand corner.” I don't try to control a sunset. I watch with awe as it unfolds.”
– Carl Rogers (1902-1987; quote 1995a)

MOTIVATIONAL INTERVIEWING ADDS UP



There are 3 types of patient talk:

CHANGE TALK

SUSTAIN TALK

DISCORD

Over **1,800**
PUBLISHED
TRIALS

In one study, enrollment specialists trained in MI **quadrupled** patient engagement rates in a health management program



over 200 clinical trials demonstrating the efficacy of MI

200

Without follow-up, practice and feedback, most practitioners get **0** amount of proficiency in MI after attending a workshop

MINT has members in **43** countries, speaking **34** languages

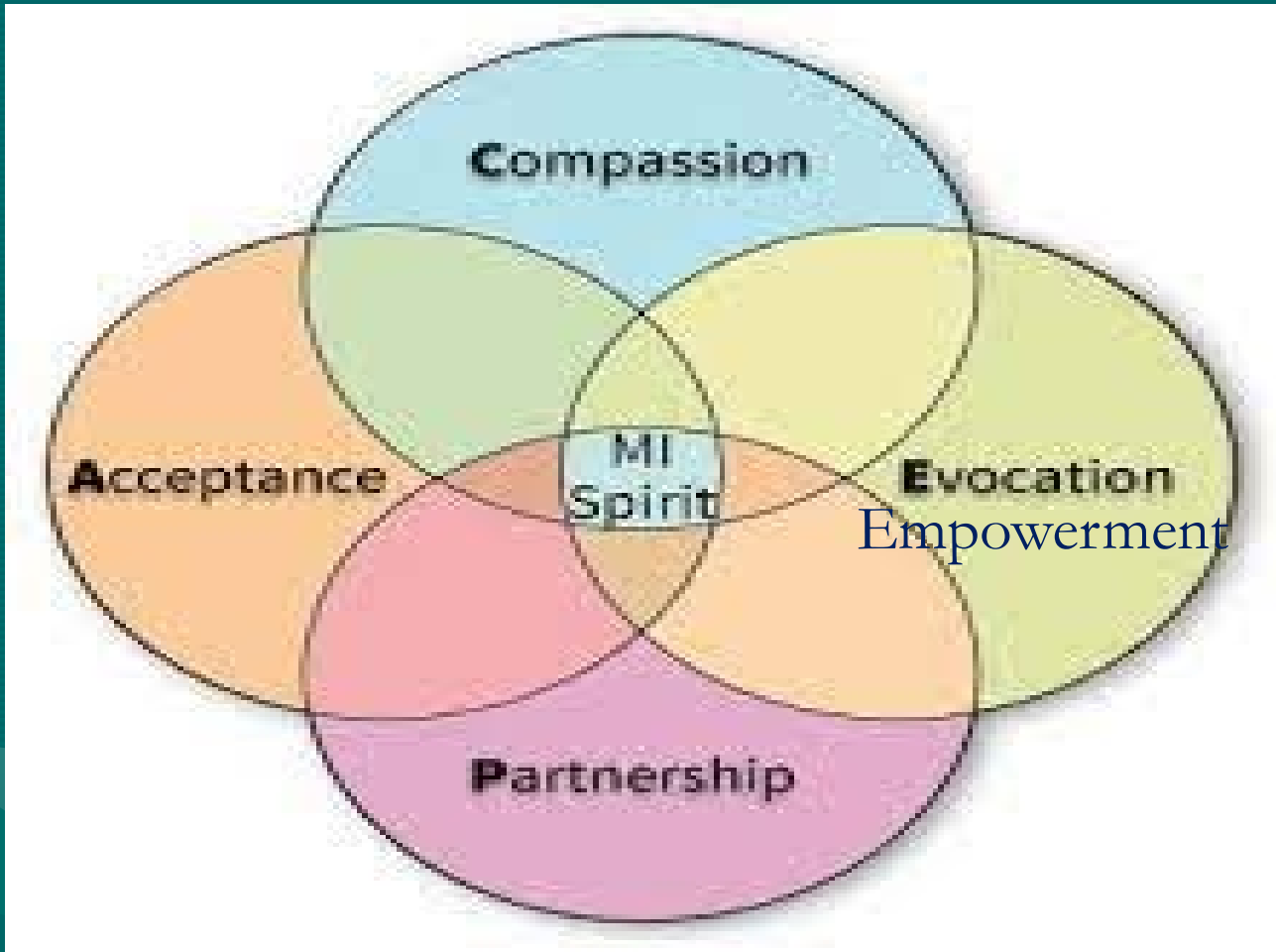


There are currently over **1,600** members of Motivational Interviewing Network of Trainers [MINT]

MI has been applied and studied for

40
YEARS

The Guiding Spirit of MI: **PACE**



Adopted from [here](#).

The Guiding Spirit of MI

- Partnership
- Acceptance:
 - Absolute worth
 - Accurate empathy
 - Autonomy support (change is left up to the client)
 - Affirmation
- Compassion (have client's best interest in mind)
- Empowerment (locate internal motivation)
- A particular way of doing what you already do (Miller, 2022)

The Spirit of Motivational Interviewing

Partnership involves a collaboration that honors the client's expertise and perspectives.

We provide an atmosphere that is conducive rather than coercive to change.

Confrontation: involves overriding the client's impaired perspectives by imposing awareness and acceptance of "reality" that the client cannot see or will not admit.

Spirit of MI (Cont'd)

Acceptance. Affirms the client's right and capacity for self-direction and facilitates informed choice.

Compassion. Guided by what is in the best interest of the client.

Authority. We tell the client what they must do.

Self-interest. Guided by what is in my best interest or the program's best interest.

The Guiding Spirit of of MI

Empowerment. Resources and motivation for change are presumed to reside within the client.

- Process is enhanced by drawing on the client's own perception's, goals, abilities, and values.

Education. Client is presumed to lack key knowledge, insight, and/or skills that are necessary for change to occur.

- We seek to address these deficits by providing the requisite enlightenment.

A Continuum of Communication Styles

- Directing
 - Righting (Fixing) Reflex
 - <https://psychwire.com/motivational-interviewing/resources>
- Guiding
- Following

Four General Principles

- Express Empathy
- Develop Discrepancy
- Roll with Resistance/Dance with Discord
- Support Self-Efficacy



The Four Tasks of MI

- Engaging: “Can we walk together?”
- Focusing: “Where are we going?”
- Evoking: “Why would you go there?”
- Planning: “How will you get there?”

(Miller & Rollnick, 2023, p. 49).

- About the Tasks
 - Dynamic, not sequential, except for engaging
 - Inter-related

We never intervene, until we assess....

- **Ready**
 - A matter of priorities: “I want to, but not right now” or ...
- **Willing**
 - The importance of change: The extent one wants, desires, or wills to change
- **Able**
 - Confidence for change: Knows the options; Believes they can change

Real Plays

- Something about yourself that you
 - want to change?
 - need to change?
 - should or ought to change?
 - have been thinking about changing?
 - **But have not changed....**
- Something you don't mind sharing with others in this training...

Strengthening Confidence



Adopted from [here](#)

Hope and Confidence (Able)

- **“Hope** is the “belief that change is possible”
- **“Confidence** goes one step further: not only is change possible but I can contribute to making it happen” (Miller & Rollnick, 2033, p. 121)



Confidence Traps

- I'll take over now, thank you....
 - Confidence argument: I can vs. I can't
- There, There, You'll be fine
 - Not taking the confidence issue seriously
 - Invites a “can not – can too struggle”
- Gloom`a Deux (by two people)
 - One person needs to be optimistic; lend hope

Let's use our OARS

- Open questions
- Affirming
- Reflecting
- Summarizing



OARS for Confidence or Ability Language(s)

- **Open** questions: Asking for elaboration or examples...
- **Affirm** the person's strengths and abilities
- **Reflect** the person's self-confidence statements
- **Summarize** the person's own reasons for optimism about change
 - Adapted from Miller & Rollnick, 2023, p. 129
- **Common theme: Drawing out “how” and “why” they could succeed**

Case of Maria

- Not doing well in school
- Spends hours scrolling on her phone
- Wants to stop, but feels like she will miss out
- Instagram makes her feel insecure, but she loves TikTok!
- She thinks she needs help.



Evoking and Strengthening Hope and Confidence Talk

- Evocative Questions
- Confidence Ruler
- Reviewing Past Successes
- Personal Strengths and Supports
- Finding hope
- Responding to Confidence Talk

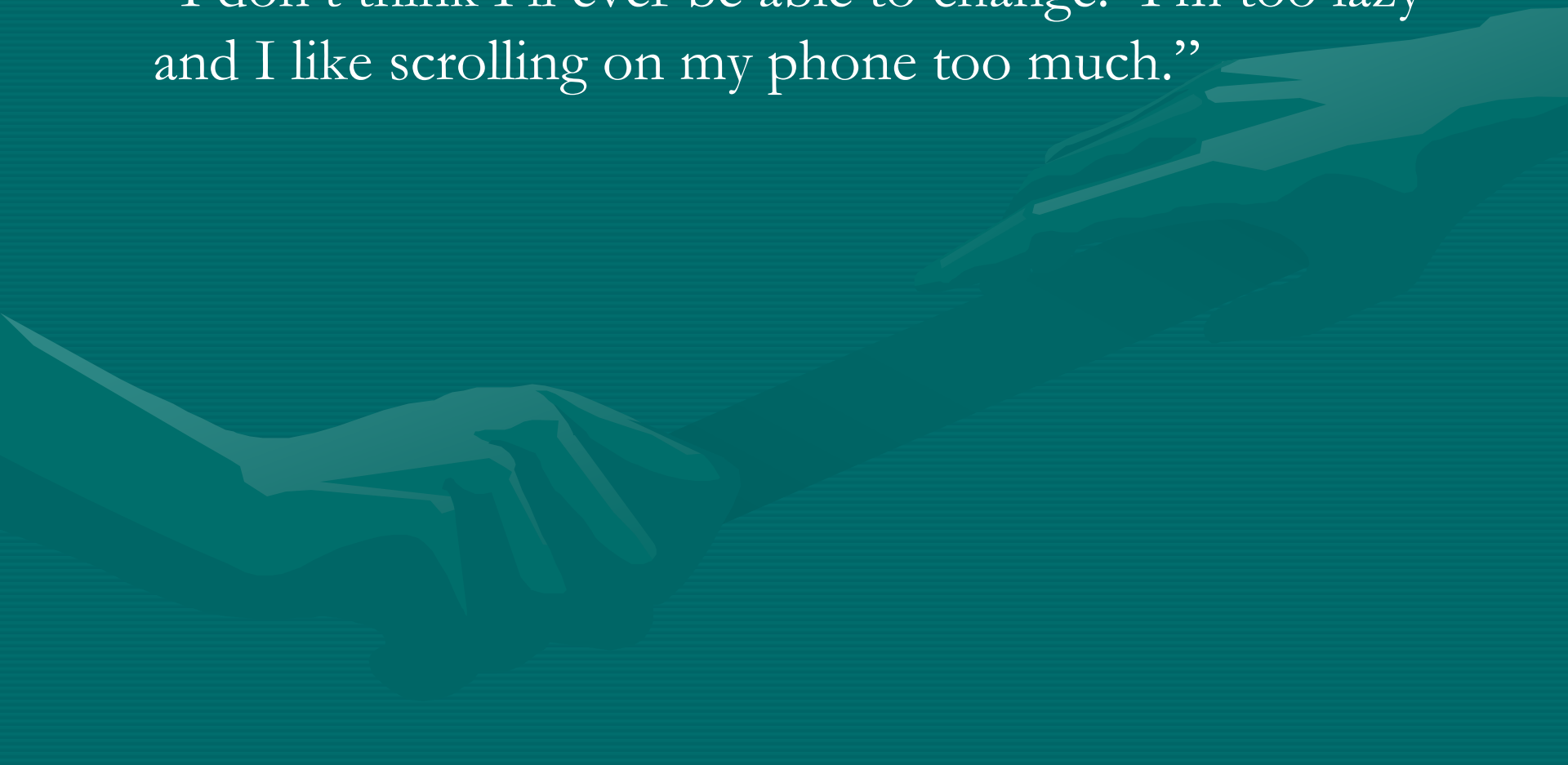


Evocative Questions

- Remember to evoke, not impose
- How might you go about making this change?
- What would be a good first step?
- What obstacles do you foresee, and how might you deal with them?
- What gives you some confidence that you can do this?

Case of Maria

- “I don’t think I’ll ever be able to change. I’m too lazy and I like scrolling on my phone too much.”



Confidence Ruler (Let's see it!)

- “How confident would you say you are, that if you decided to ____, you could do it? On the same scale from 0 to 10, where 0 is not at all confident and 10 is extremely confident, where would you say you are?”
- “What makes it a X _____ and not Y?”
- What would it take for you to go from _____ to (a higher number)?
- Beware of: Why are you at _____ and not 10
– Argue against confidence

Conversation Flow: Real Play

- Introduce:
 - Name, your role, time, permission, open question...
 - *What can you tell me about the behavior?*
 - *Use the Confidence ruler*
- Switch Partners:

Reviewing Past Successes

- “When in your life have you made up your mind to do something, and did it? It might be something new you learned, a habit that you quit, or some other significant change that you made in your life. When have you done something like that.” (p. 114)

Reviewing Past Successes

- Explore in depth:
 - How did you initiate and maintain the change?
 - What obstacles did you have to conquer?
 - How did you conquer them?
- Note that the client makes the arguments for confidence!

Case of Maria

- “It’s really hard to stop, especially with all the alerts and friends communicating with all the apps. I’ll lose my social life!”

Personal Strengths and Supports

- “What is there about you, what strong points do you have that could help you succeed in making the change?” (See Strengths list)
- Looking for traits that are **stable and internal**, not **situational**
 - Seligman: Signature Strengths
- Ask: In what ways is this characteristic of you?
 - Reflective listening

Reframing

- Failing vs. trying
 - “This time wasn’t right”
 - “You haven’t done it yet.”
 - “You weren’t quite ready. “
 - “You were unlucky that time”
- (Miller & Rollnick, 2023, p. 128.

Finding Hope

- Brainstorm: Generate as many ideas as possible as to how change could occur.
- Do not critique – allow all ideas to surface
 - Playful, Serious, Silly, Unrealistic
 - Feel free to contribute, but client should generate the most
- Ask client to identify the ideas that seem most promising or acceptable
- May elicit and reinforce confidence talk

Responding to Confidence Talk

- Elaborate – tell me more....
- Reflect -
- Summarize
- Affirm
- Clarify ambivalence
- Clarify values

Case of Maria: Let's Play

- **Choose a strategy and respond.**
- “My down-fall is my phone. I think I’m addicted to TikTok.”

Case of Maria: Let's Play Some More

- “I’m not sure if I really want to change anything right now.”



Picture This 😊

- “A looking together at something. One image that we use is of two people sitting side by side, paging through a family album of pictures – one telling stories, the other listening with friendly and personal interest. The storyteller turns the pages. The listener wants to learn and understand and occasionally asks politely about a particular picture or detail not mentioned. It is a rather different image from examination, treatment, therapy, or expert consultation. It is an *inter-view*, looking and seeing together”
 - (Miller & Rollnick, 2002, p. 25).

Additional Training

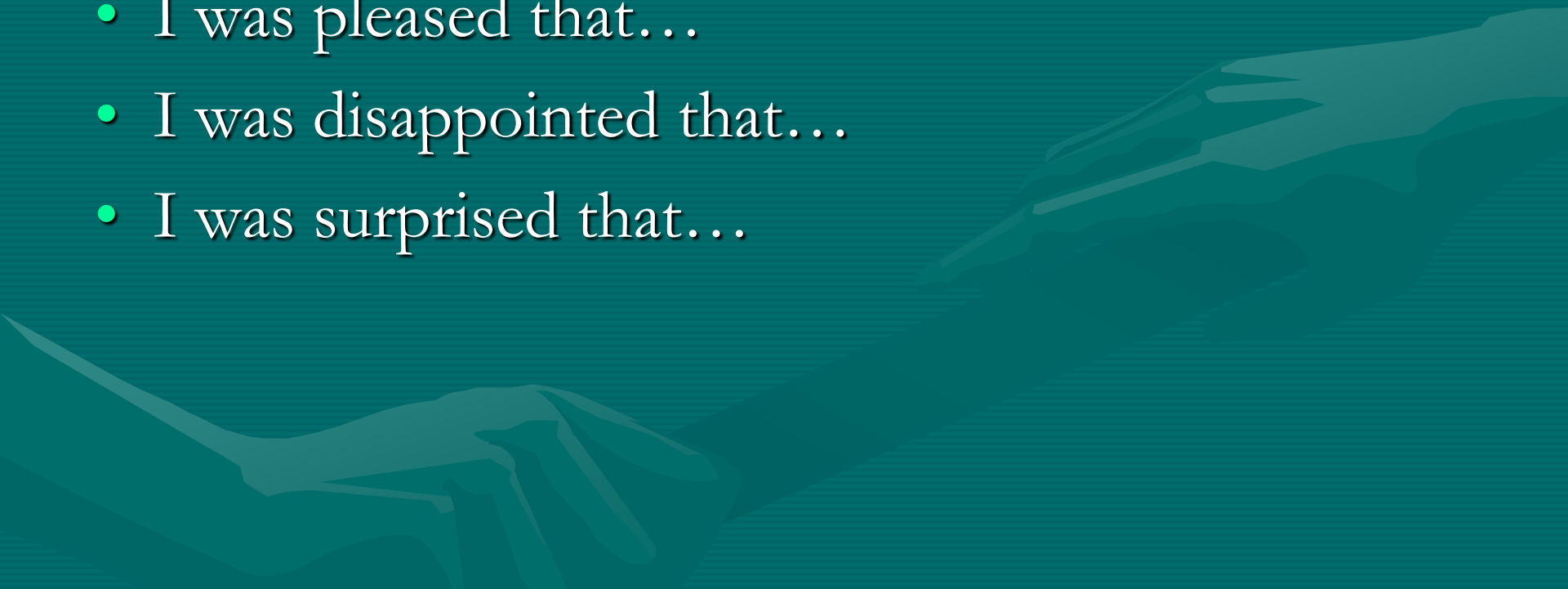
- An Overview: a good start...
- Ongoing coaching, supervision, and consultation
 - Conduct real plays
 - Consider Resources
- MI Treatment Integrity (MITI)
- MINT
 - How MINT got started.
 - <https://motivationalinterviewing.org/home>

Main 2-day Training: Learning Objectives

- Explain the Transtheoretical Models' stages and processes (tasks) of change and how they relate to Motivational Interviewing (MI)
- Discuss the four major tasks
- Identify and describe at least three strategies for soliciting change talk
- Describe Choosing a Path
- Discuss discord and sustain talk as well as strategies for responding to them
- Identify at least two strategies for planting seeds for change
- Describe how to counsel with neutrality and build confidence talk
- Know how to develop an initial change plan
- Demonstrate an MI conversation flow

With respect to this MI training

- I learned that...
- I was pleased that...
- I was disappointed that...
- I was surprised that...



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