About Motivational Interviewing
- An approach developed by psychologists, originally in the addictions field.
- An approach derived from Client-Centered Counseling
- Recognize that the more you confront and persuade, the more the person will resist. Clients tend to believe themselves.
- Counseling style to elicit internal motivation

Ambivalence
- Necessary part of initiating change
- Normal aspect of human nature
- The common place to get stuck
- Role of counselor is to help client to resolve ambivalence

Rebelliousness- whenever we are told to do one thing, we usually want to do the opposite

Principles of Motivational Interviewing
- Empathy
- Roll with resistance (avoid arguing for change)
- Support self-efficacy
- Resolve ambivalence through developing discrepancies

4 critical aspect underlying MI
- Partnership
- Acceptance (4 parts)
- Compassion
- Evocation

4 key processes of MI
1. Engaging
2. Focusing
3. Evoking
4. Planning

Continuum of communications styles
-Never direct. Try to Guide. Maybe/can follow

5 key skills of MI (OARS) + IA
- Asking Open Questions
- Affirming
- Reflective listening
- Summarizing
- Informing & Advising

How to use affirmation correctly
You tried really hard this week
Look at this; you did a great job keeping records of this

Using Affirmation Incorrectly
-I know your intention was good
-I am really proud of you

Conceptual Opposites
Change talk
- Any self-expressed language that is an argument for change
Sustain Talk
- The person’s argument against change

2/16/16

Preparatory Change Talk
Desire-I like the way I am
Ability-what are you able to... how could you...
Reasons-what would want to... what are downsides of...
Need-what needs to happen... how serious does this...

1. Evocative Questions
   - What do you want?
   - What are the reasons for making this change?
   - What abilities do you have to help you do this?

2. Using the importance ruler
   - On a scale of 0-10 how important is it for you to ___?

3. Querying Extremes
   - Ask client to describe the extremes of their (or others’) concerns:
     - Worst case scenario
     - Best case scenario

4. Looking back vs. looking forward
   - Looking back on a time....
     1. Do you remember a time when things were going well? What changed?
   - Looking forward in time....

5. Exploring goals and values
   - Ask client to describe what the most important things are in their life

Four responses to change talk
O – open-ended question – hear change talk? Ask more about it
A – affirmation – recognize and prize
R – reflection
S – summary
Interpersonal - focus on relationships, assume other people influence behavior
Community - focus on factors within social systems

Factors that influence health
Socioeconomic status
- Education, income, and occupation
  1. Education is the best predictor of good health
Skills - ability to use knowledge
Culture - expected/accepted practices, values & beliefs
Beliefs - one's own perception of what is true
Attitude - formed by a series of beliefs
Intention - extent a person is ready to engage
Values - what we hold in high regard
Religion - often reflected in a person's beliefs and values
Gender - men engage in fewer health promoting behaviors

Albert Bandura
- Behaviorist who studied human behavior in general
- His work came after that of B.F Skinner, and he added the important perspective of social influences
- He also emphasized the importance of conscious thought and choice, as opposed to Skinnerian view that humans reacted to stimuli

Self-Efficacy Theory (intro-personal?)
People will only try what they think they can do, and won't try why they think they cannot.
Four Constructs:
Mastery experience - learning by doing it yourself
Vicarious experience - learning by watching other people do things
Verbal persuasion - the power of words to help us get "psyched up" to succeed
Somatic and emotional states - good physical health and minimal arousal are important

Social Cognitive Theory
Interpersonal Level *most used theory
Behavior, personal factors, and environmental factors interact with each other, and changing one changes them all
- Reciprocal Determinism
  1. Cognitive Factors (personal factors)
     a. Knowledge
     b. Expectations
     c. Attitudes
  2. Environmental factors
  3. Behavior

Constructs of SCT