

# Introduction to Motivational Interviewing (MI)

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# Disclosures

Eric Arzubi has no financial conflicts of interest to disclose.



# Objectives

- What is Motivational Interviewing (MI)?
- What are the stages of change?
- How do you begin to implement MI?



# What is MI?

## Goal

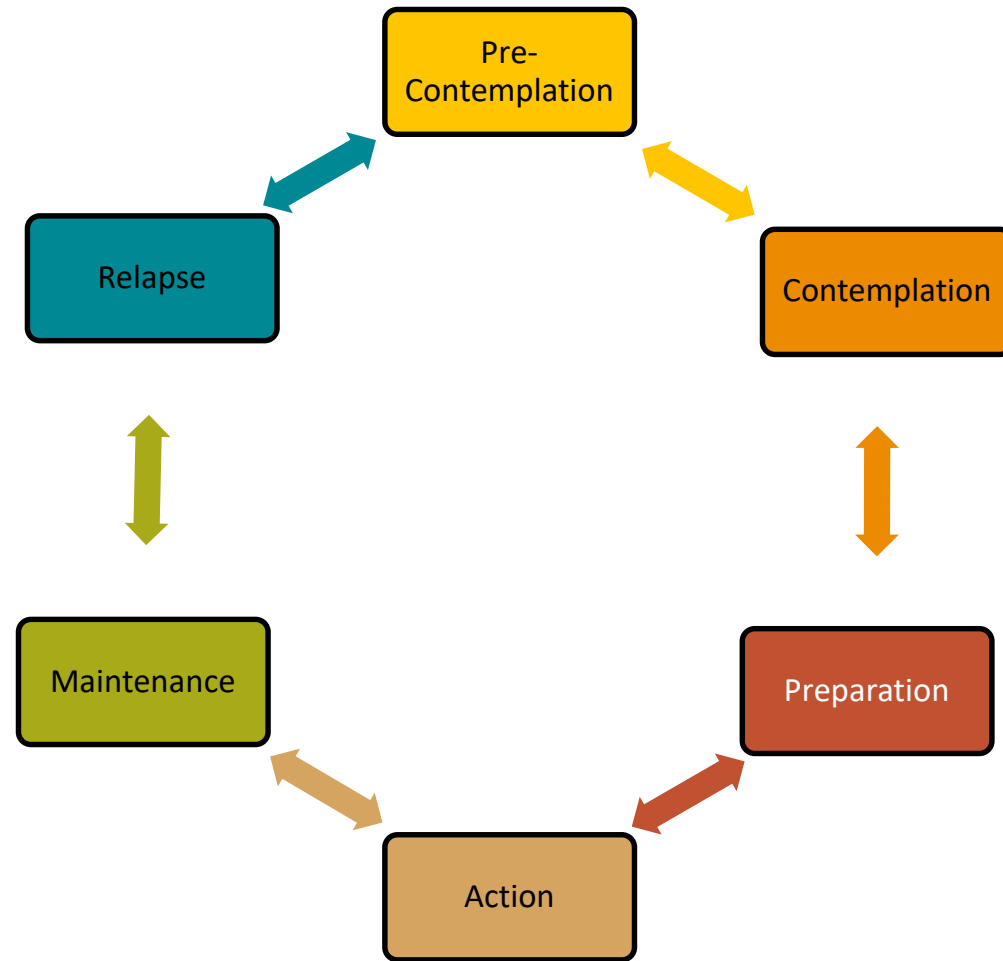
- To elicit and strengthen a person's own motivation and commitment to **change**.

## Approach

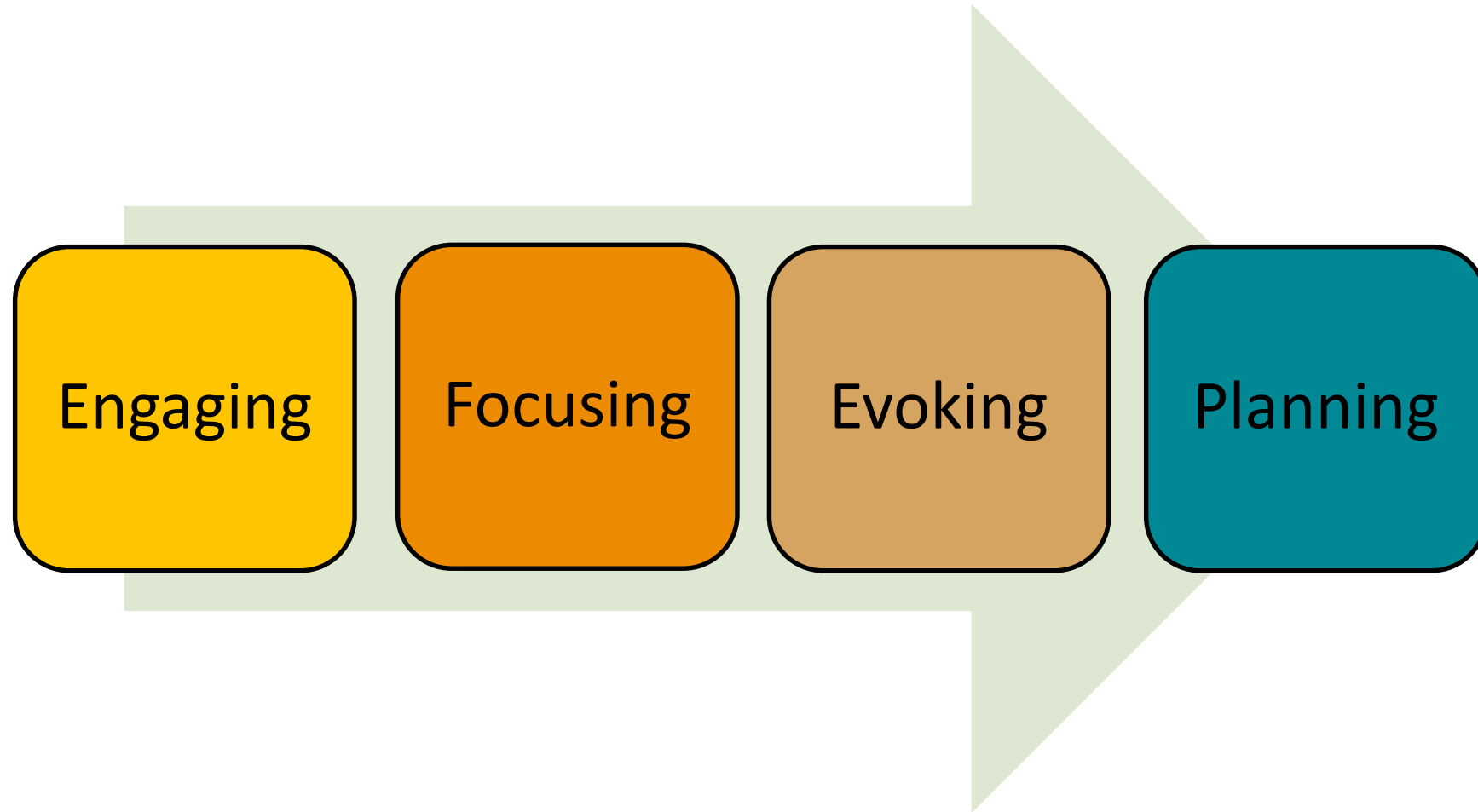
- Compassionate, collaborative, person-centered, and guiding conversation.



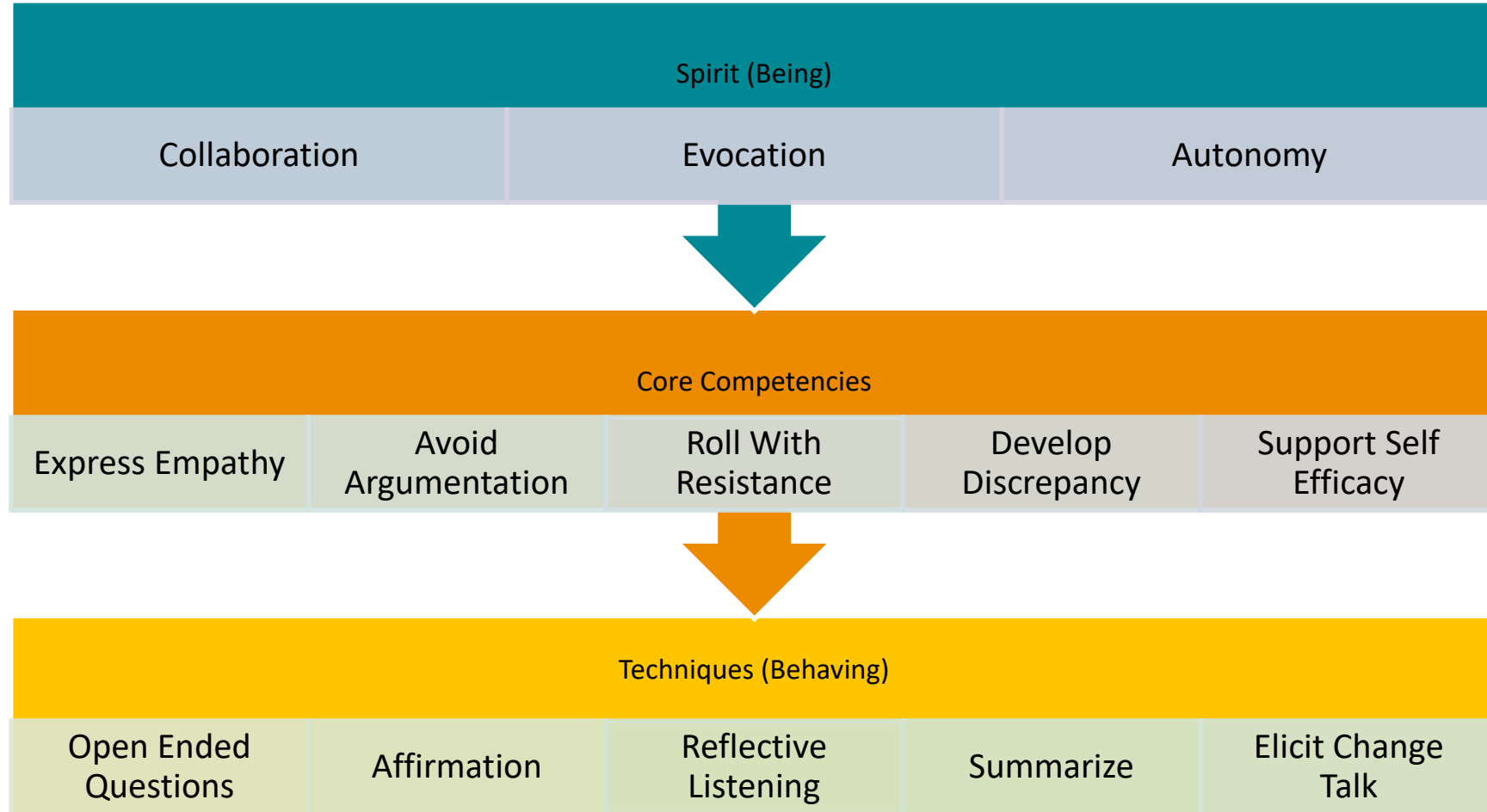
# Stages of Change



# The MI Roadmap



# The MI Toolbox





# Stages of Treatment vs. Stages of Change

Motivational  
Interviewing

- Pre-Contemplation
- Contemplation
- Preparation

Treatment

- Action

Relapse  
Prevention and  
Management

- Maintenance
- Relapse



# “How do I Even Begin?”

- Check yourself – are YOU ready for this?
  - Be humble
  - Be curious
  - Don’t judge
  - Assume nothing
- Your PATIENT is your EXPERT CONSULTANT in this process.
  - Your goal is to uncover your patient’s expertise



# “How do I Even Begin?”

- Before getting lost in MI jargon and a checklist approach, ask yourself:
  - “Am I curious about my patient?”
  - “Do I have a sense of my patient’s values and aspirations?”
- Connecting the answers to these questions can help promote change behaviors.



# “Do I Understand My Patient?”

- What was your patient’s childhood like?
- What does a day in your patient’s life look like?
- Who does your patient call when in distress?
- Who or what does your patient love?
- Does your patient have hopes and dreams for the future?

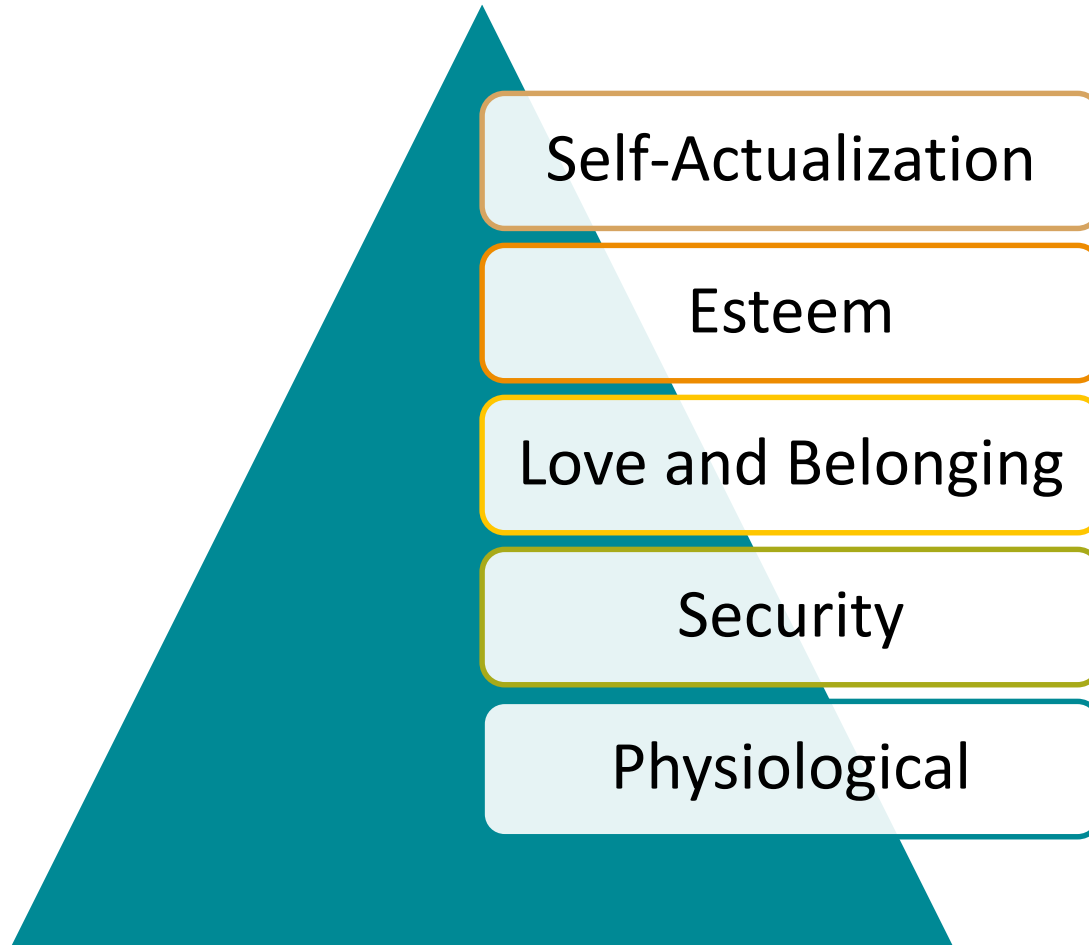


# “What Motivates My Patient?”

- No one is unmotivated
- Everyone has core goals and values
- Maslow’s hierarchy of human needs may help:
  - Physiological
  - Security
  - Love and belonging
  - Esteem
  - Self-actualization



# Hierarchy of Needs

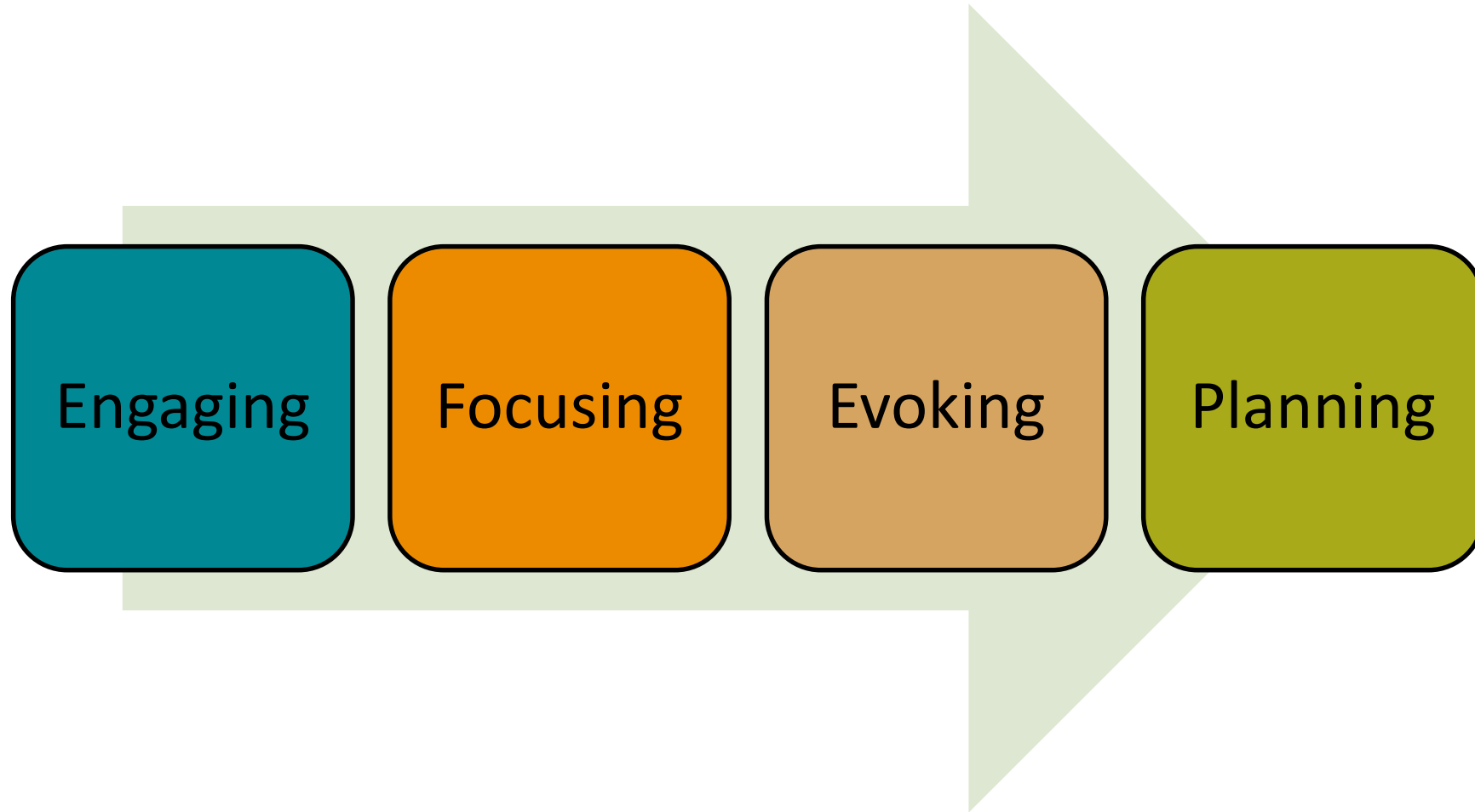


# “When do I Start?”

- By understanding your patient, you’ve already started MI!
  - Remember, there are 4 underlying processes in MI:
    - Engaging
    - Focusing
    - Evoking
    - Planning

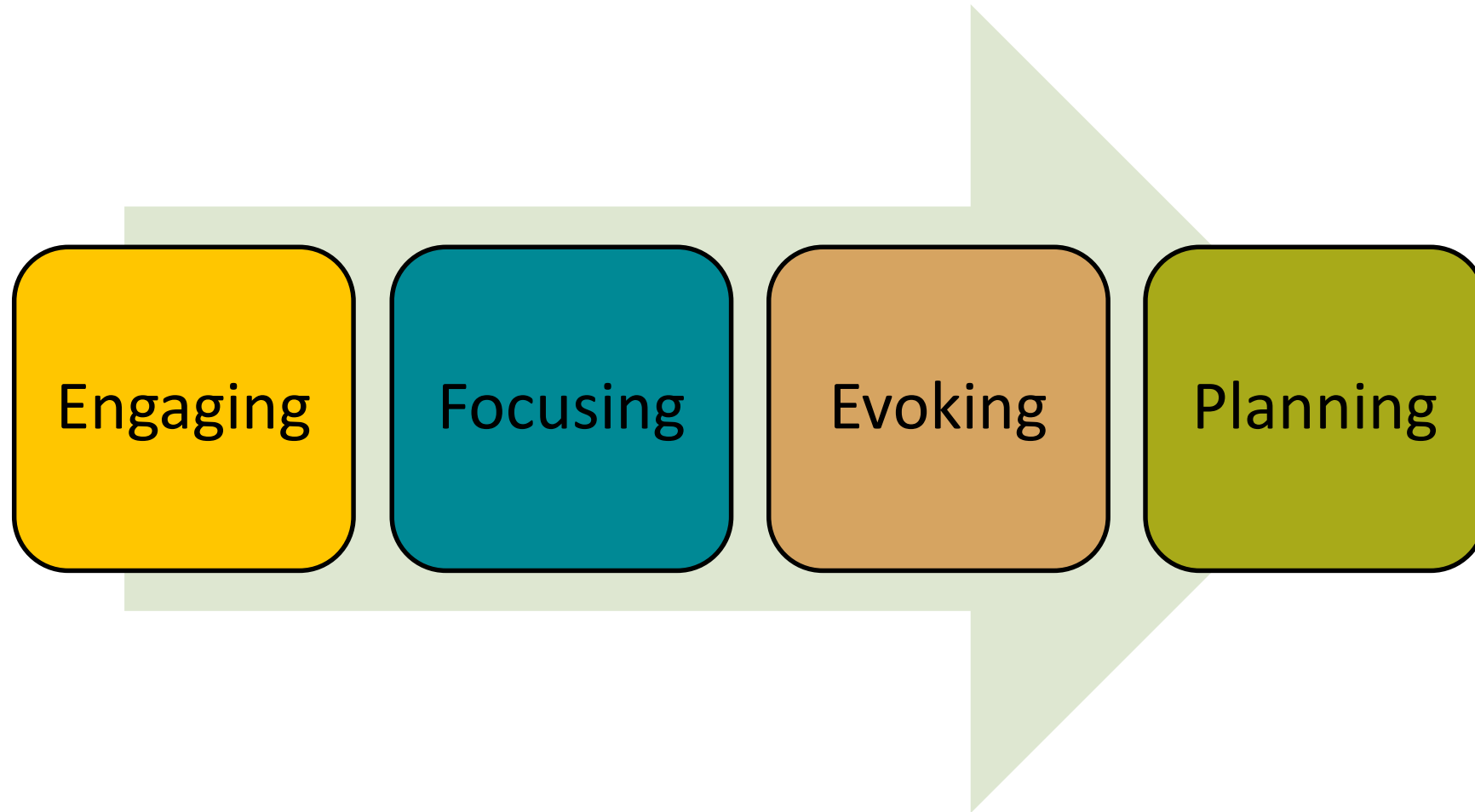


# The MI Roadmap

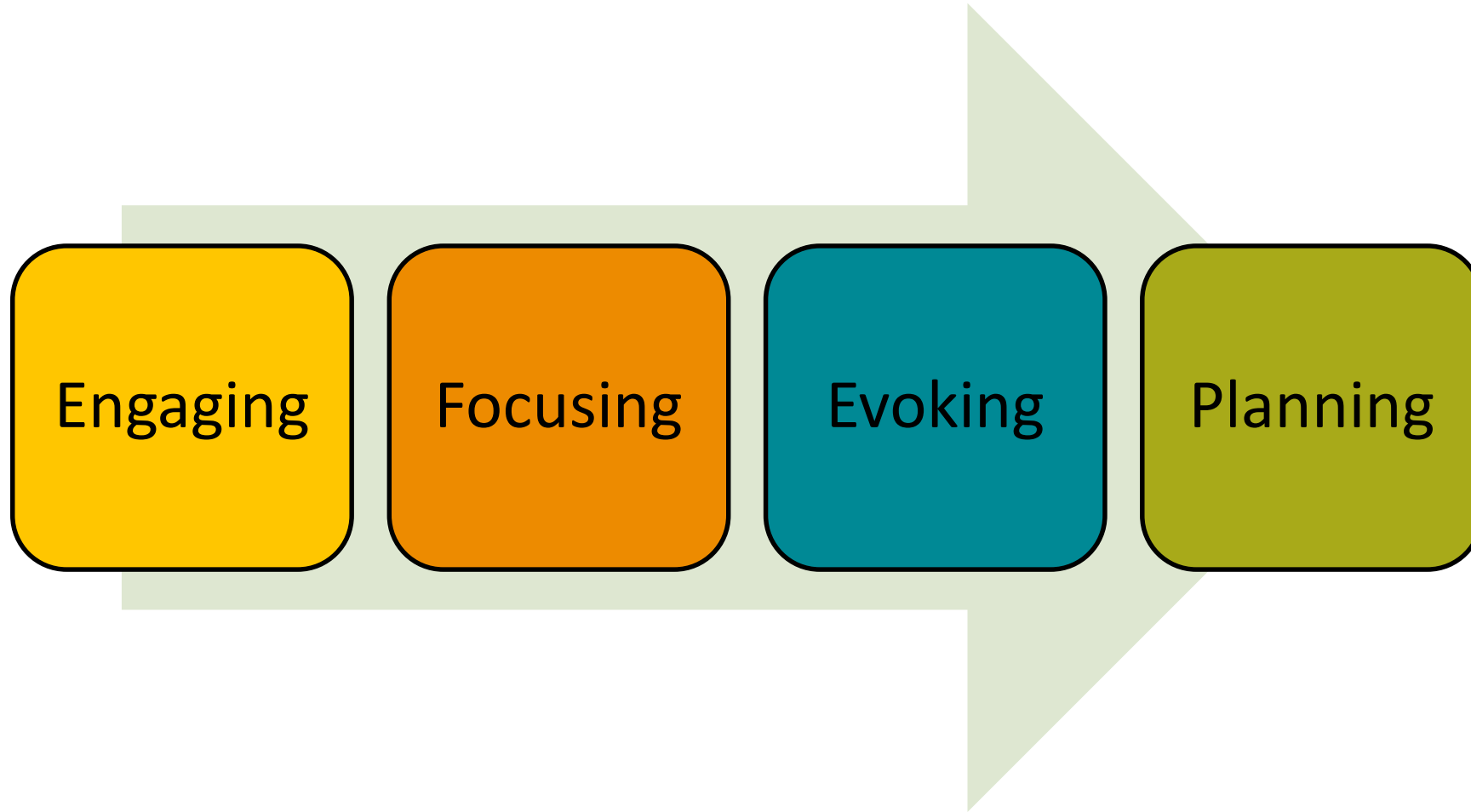




# The MI Roadmap



# The MI Roadmap

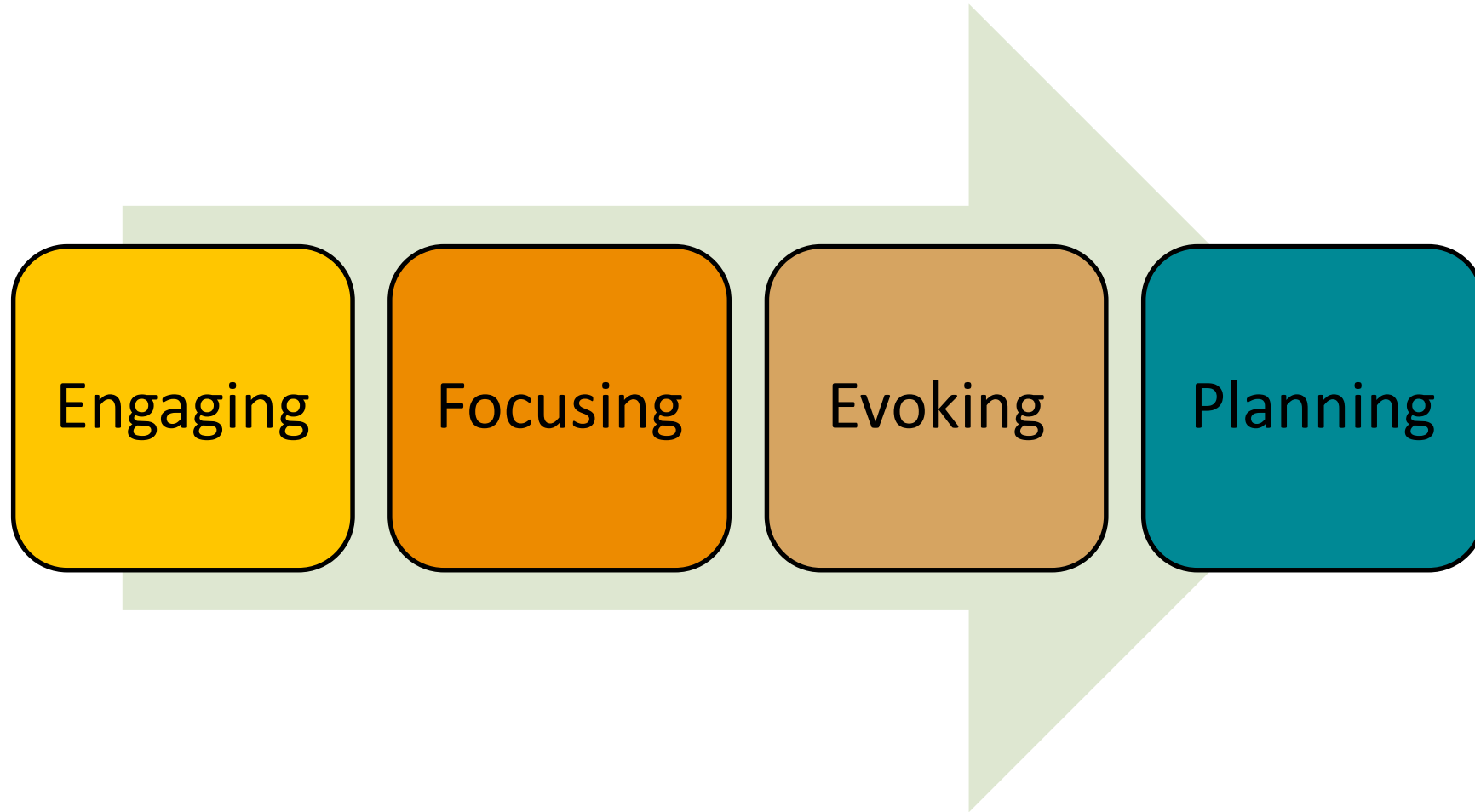


# Two Pearls for Evoking

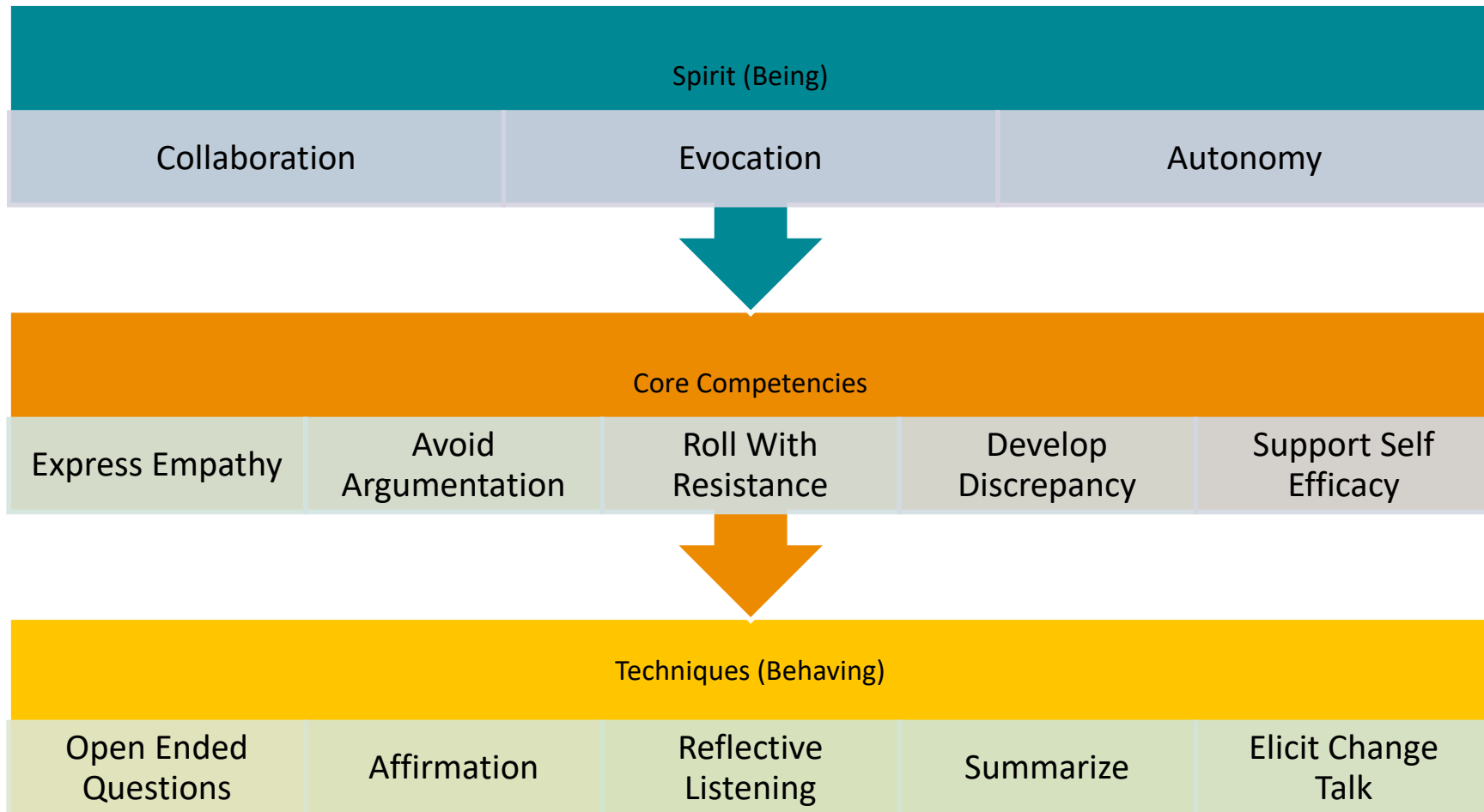
- Assessing readiness for change:
  - “On a scale of 0 to 10, how important is it for you to \_\_\_\_\_?”
    - “Why did you say \_\_\_ and not zero?”
  - “On a scale of 0 to 10, how confident are you that you can \_\_\_\_\_?”
    - Let’s say that your patient answered “three”.
    - “What would it take to go from a three to a four?”



# The MI Roadmap



# The MI Toolbox



# In Sum

- MI is designed to activate patient's own motivation for change.
- Motivation for change is malleable and formed in context of relationships.
- MI connects health behavior change with what your patient cares about.
- We all tend to believe what we hear ourselves say; elicit change talk in your patient.



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