

# Motivational Interviewing: The Antidote to Frustration and Finger Wagging

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THIRD EDITION

# MOTIVATIONAL INTERVIEWING

Helping People Change

William R. Miller  
Stephen Rollnick

*Over 90,000 in Print!*

# Motivational Interviewing in Health Care

HELPING  
PATIENTS  
CHANGE  
BEHAVIOR

Stephen Rollnick | William R. Miller | Christopher C. Butler

# What is Motivational Interviewing?

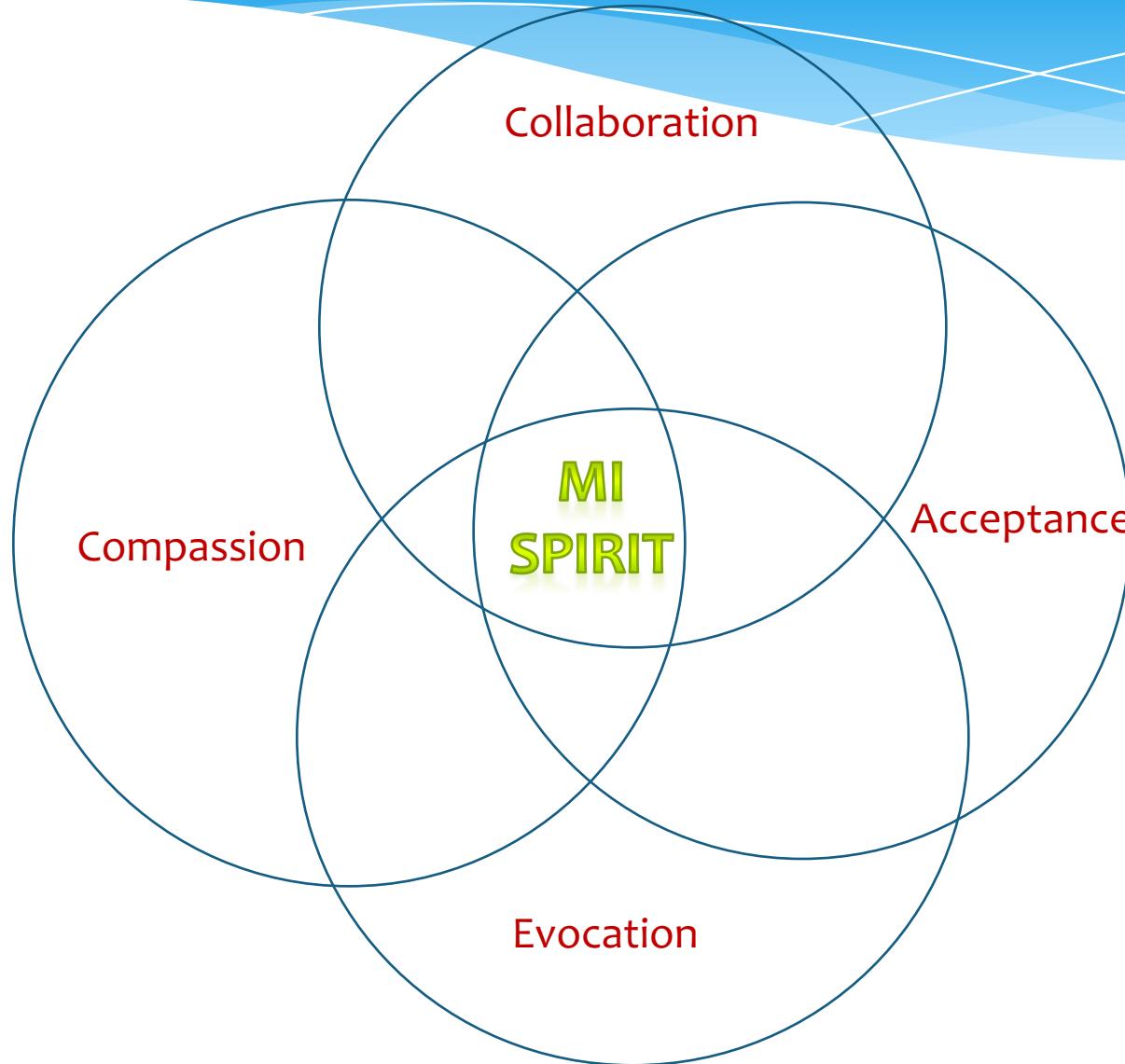
“Motivational Interviewing is a collaborative conversation style for strengthening a person’s own motivation and commitment to change”

# Providing Healthcare on a Continuum



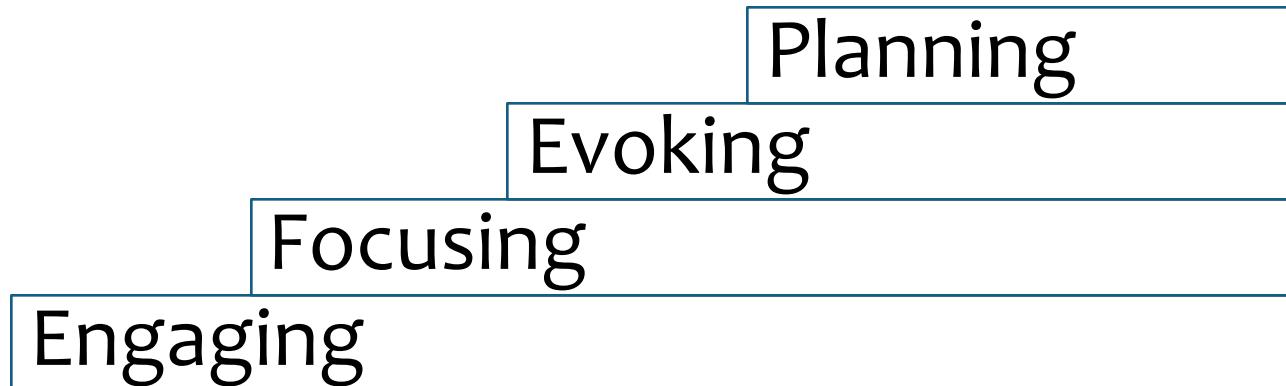
# Why Use This Style?

- \* Ambivalence is the norm with weight management
- \* Directing often leads to opposite arguments or only short-term adherence
- \* Simply “following” ignores our expertise
- \* People are more likely to be persuaded by what they hear themselves say



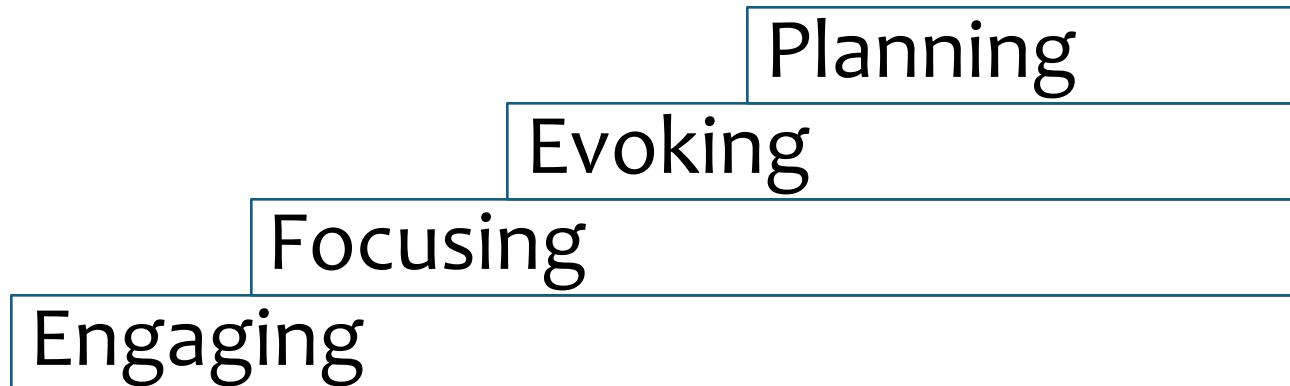
# Four Processes in MI

- \* Overlapping
- \* Each builds on the other
- \* One does not end as the other begins



# Four Processes in MI vs. SOAP

- \* Subjective, Objective, Assessment, Planning is not bad but sometimes misses the spirit of MI.



# Does MI work?

- \* Weight Management is difficult
- \* Childhood obesity is even more complex
- \* Who can do it?
- \* Doesn't it take too long?

# Does MI Work?

- \* 42 Primary Care Offices
- \* Compared 3 groups: Usual Care, Provider Only (4 sessions) and Provider + RD (4 provider + 6 RD)
- \* Two year treatment of parents with 2-8 year olds
- \* Provider + RD decreased BMI percentage greater than Usual Care

Resnicow et al. *Pediatrics*, 2015;135 (4), 649-656

# Does MI Work?

- \* Motivational interviewing appears to enhance weight loss in overweight and obese adults. (Armstrong et al., *Obesity Reviews*, 2011)
- \* 2015 Review:
  - \* Out of 6 studies, 3 reported that MI had a statistically significant positive effect on BMI and on secondary obesity-related behavior outcomes. (Borrello et al., *Frontiers in Psychology*)
- \* Treating children/adolescents has unique challenges.
  - \* Age and development
  - \* Treat the parent and/or the child
  - \* Sociocultural factors

# Provider Communication and Black Adolescents with Obesity

- \* Reflective statements and open questions focusing on their desires, abilities, reasons, need and commitment to weight loss recommendations are more likely to increase motivational statements.
- \* Other reflections and questions may be counterproductive.
- \* Adolescents have a strong need for autonomous decision-making, emphasizing their autonomy.

Carcone, et al., *J Dev Behav Pediatr* 2013, 34(8) 599-608

# Engaging

- \* The process of establishing a mutually trusting and respectful, helping relationship
- \* Beginning consultation with assessment can place the client in a passive role and compromise engagement
- \* Expert-driven directing does not work well when what is needed is personal change
- \* This is not just being nice

# Examples of Engaging

- \* I feel like you are the experts in your family but hopefully I can still be of some assistance. Coach me on how to help you in this area.
- \* I know the main purpose of your visit today was to make sure Parker's asthma medication was working well, but did either of you have any other concerns?
- \* Would it be okay if we talked a bit more about Parker's weight?

# Focusing

- \* Finding one or more specific goals or intended outcomes that provide direction for consultation
- \* It can arise from the client, the context or the clinician
- \* Three scenarios:
  - \* “I know where we are going; the focus is clear”
  - \* “There are several options and we need to decide”
  - \* “The focus is unclear and we need to explore”

# Evoking

- \* DARNCAT
  - \* Desire: “I want to.”
  - \* Ability: “If you decided that you wanted to lose weight, how would you do it?”
  - \* Reasons: “Why does this matter to you?”
  - \* Need: “How serious or urgent does this feel to you?”
  - \* Commitment: “I’ve decided.”
  - \* Activation: “I’m ready.”
  - \* Taking Steps: “This is what I am doing.”

# Planning

- \* Look for signals from patients that they are ready for a plan “I’m ready to do it”
- \* Don’t get ahead of your patients’ level of readiness.

# Planning

- \* Evoke activation talk “Are you willing to give that a try?”
- \* Ask for commitment “Is that what you intend to do-- walk after school?”
- \* Setting a date “When would you begin walking?”
- \* Preparing “Is there anything you need to do to prepare for this?”

# MI technical definition

- \* Motivational interviewing is a collaborative, goal-oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion

# MI Prayer

Guide me to be a patient companion, to listen with a heart as open as the sky. Grant me vision to see through her eyes and eager ears to hear her stories. Create a safe and open mesa on which we may walk together. Make me a clear pool in which she may reflect. Guide me to find in her your beauty and wisdom, knowing your desire for her to be in harmony: healthy, loving and strong. Let me honor and respect her choosing of her own path, and bless her to walk it freely. May I know once again that although she and I are different, yet there is a peaceful place where we are one.

-William Miller