



Introduction to *Motivational Interviewing:* *Helping People Change and Grow, Fourth Edition* (Miller & Rollnick, 2023)

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2004 MINT Member
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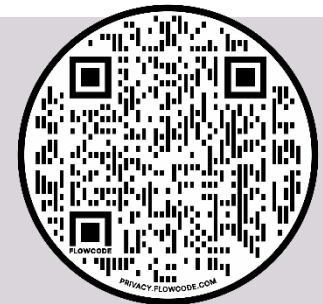
Indigenous Land Acknowledgement

- We recognize the longstanding history of trauma and harm inflicted on Indigenous people past and present here on unceded territory and invite you all to examine your role in the restorative process.
- Please join us in supporting efforts to affirm tribal sovereignty across what is now known as California and in displaying respect, honor, and gratitude for all indigenous people.
- Locate whose land you are on by following any of the steps below.

Whose land are you on?

Option 1: Option 2: Enter your location at <https://native-land.ca>

Option 2: Access Native Land website via QR Code





Advocates for Human Potential, Inc. (AHP) MIP Team



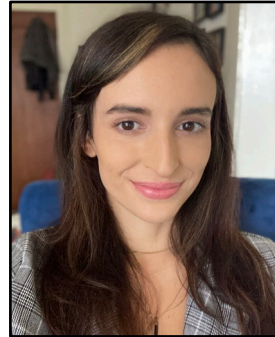
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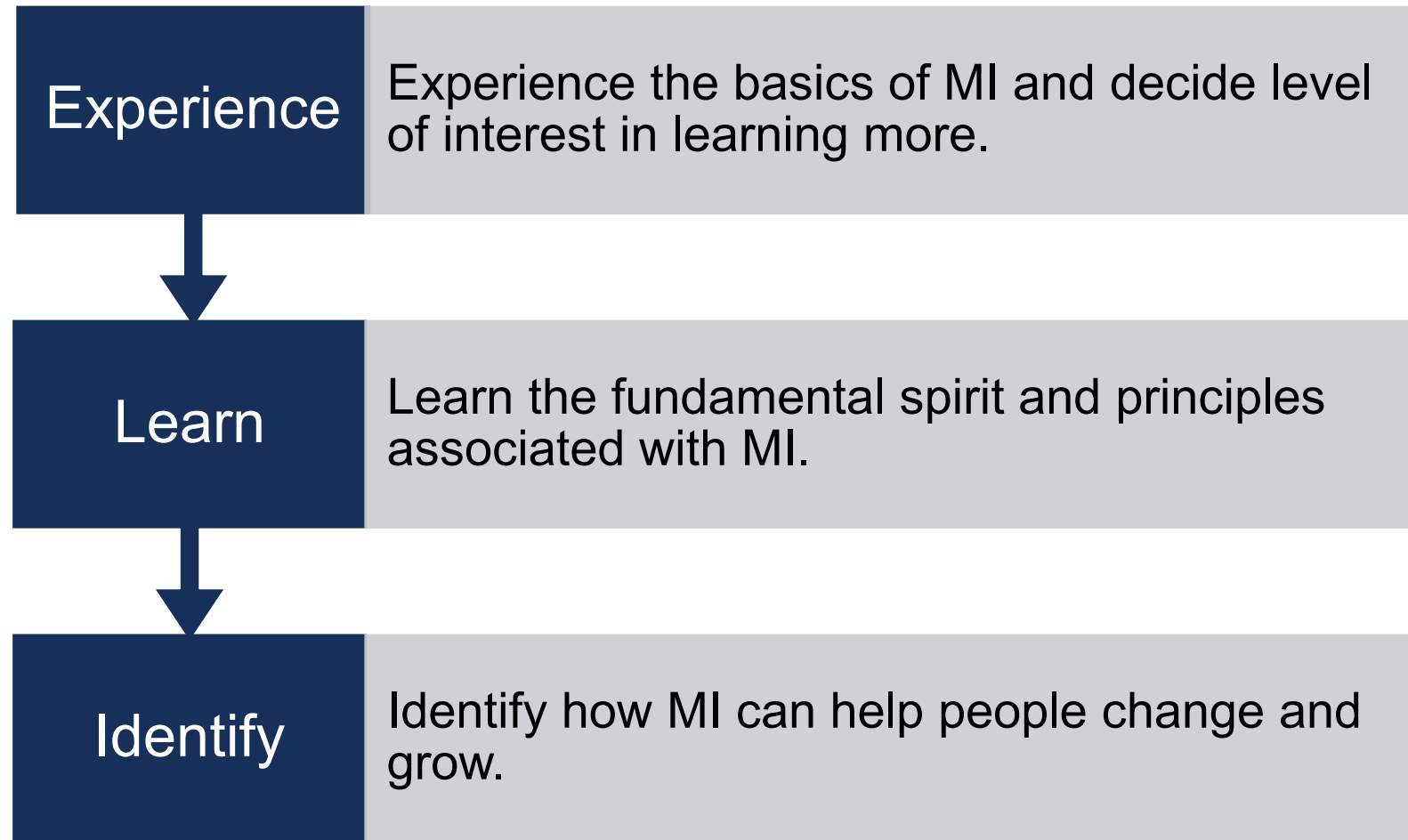
*Krislyn LaCroix
Operations Specialist*

James (Diego) Rogers, PsyD



Learning Objectives

Participants will be able to:



Poll Question

What is your experience with trainings in Motivational Interviewing?



The Big Question

What is motivation?



What Is Motivational Interviewing?

“MI is a particular way of talking to people about change and growth to strengthen their own motivation and commitment.”

— W.R. Miller and S. Rollnick

Source: Miller, W.R. & T.B. Moyers (2017) Motivational Interviewing and the clinical science of Carl Rogers. <https://psycnet.apa.org/doiLanding?doi=10.1037%2Fccp0000179>

What Is Motivational Interviewing?

“A way of being with a person, not just a set of techniques for doing counseling.”

— W.R. Miller and S. Rollnick

Source: Miller, W.R. & T.B. Moyers (2017) Motivational Interviewing and the clinical science of Carl Rogers. <https://psycnet.apa.org/doiLanding?doi=10.1037%2Fccp0000179>

My Favorite Teacher

- Think of one of your favorite teachers, coaches, or mentors.
- Write three characteristics that make this person your favorite.

MI Spirit

- **C**ompassion
- **A**cceptance/autonomy
- **P**artnership
- **E**vocating/eliciting style

Follow the **RULE**

- **R**esist the “Fixing Reflex.”
- **U**nderstand by
- **L**istening.
- **E**licit Change Talk.



Image by wayhomestudio on Freepik



Photo by Nubelson Fernandes

Typical Reactions to the Righting Reflex (Teach/Direct)

Invalidated

Not respected
Not understood
Not heard
Angry
Ashamed
Uncomfortable
Unable to change

Resist

Arguing
Discounting
Defensive
Oppositional
Denying
Delaying
Justifying

Withdraw

Disengaged
Disliking
Inattentive
Passive
Avoid/leave
Not return

Typical Responses to a Listen/Evoke/Empathic Style

Affirmed

Understood

Accepted

Respected

Heard

Comfortable/safe

Empowered

Hopeful/able to change

Accept

Open

Undefensive

Interested

Cooperative

Listening

Approach

Talk more

Liking

Engaged

Activated

Come back

Four Processes of MI

(Fourth Edition, 2023)

- **Engaging**
 - MI Spirit
 - OARS
- **Focusing**
 - OARS
 - Eliciting Values and Prioritizing
 - Develop Discrepancy/Roll with Resistance as Needed
- **Evoking/Eliciting**
 - OARS
 - Identifying Change Talk vs. Sustain Talk
 - Evoking and Responding to Change Talk
 - Evoking Commitment, Confidence
- **Planning**
 - OARS
 - Developing a Plan
 - Feedback and Coaching
 - Sustaining Commitment and Confidence

Engaging/Expressing Empathy (Use your **OARS**)

- **O**pen-ended questions
- **A**ffirmations
- **R**eflections
- **S**ummaries



Focusing

- Empathize with the ambivalence
- Explore gains/losses of all options
- Imagine extreme outcomes
- Look forward and backward
- Amplify ambivalence with reflections and affirmations
- Values sorting

“Change Talk”

The goal of MI is for the provider to ***guide*** the client to discuss his/her own reasons for change in a compassionate way that respects the client’s autonomy.

Change Talk

Change Talk



Commitment Language



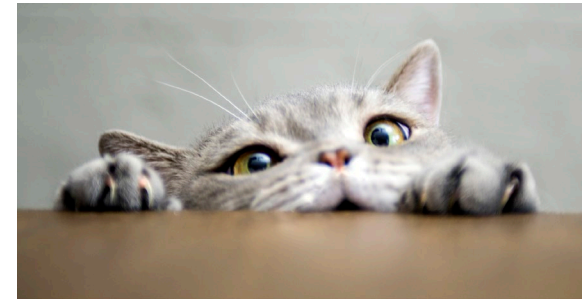
Behavior Change



Change Talk

- Change talk is any client speech that favors movement in the direction of change.
- Previously called “self-motivational statements” (Miller & Rollnick, 1991).
- Change talk is by definition linked to a particular behavior change goal.

DARN CATS



Preparatory Change Talk

- **D**ESIRE to change (want, like, wish . . .)
- **A**BILITY to change (can, could . . .)
- **R**EASONS to change (if . . . then)
- **N**EED to change (need, have to, got to)

Mobilizing Change Talk Reflects resolution of ambivalence

- **C**OMMITMENT (intention, decision, promise)
- **A**CTIVATION (willing, ready, preparing)
- **T**AKING **S**TEPS

Evoking and Responding to Change Talk

- **E**laboration: Asking for elaboration, more detail, in what ways, an example, etc.
- **A**ffirming: Commenting positively on the person's statement.
- **R**eflecting: Continuing the paragraph, etc.
- **S**ummarizing: Collecting bouquets of change talk.

Change Talk and Sustain Talk

Opposite sides of the same coin



What is Sustain Talk?

- Desire for status quo
- Inability to change
- Reasons for sustaining status quo
- Need for status quo
- Commitment to status quo

How to Roll with Sustain Talk

- Empathy and compassion
- Seek to understand by listening
- Simple/Double-sided reflections
- Shifting focus
- Emphasizing personal choice
- Reframing

What is Resistance?

- A signal of dissonance (empathic failure) between two people
- Interpersonal (it takes two to resist)
- Therapy interfering behaviors
- Predictive of (non)change

Sustain Talk and Resistance

- **Sustain Talk** is about the target behavior.
 - I really don't want to stop smoking.
 - I need my pills to make it through the day.
- **Resistance** is about your relationship.
 - You can't make me quit.
 - You don't understand how hard it is for me.
- **Both** are predictive of non-change.
- **Both** are highly responsive to counselor style.

Planning

- Hone in on a plan.
- Consolidate commitment.
- Have SMART goals.
- Celebrate successes.
- Empathize with the journey.
- Help stay the course.

Final Note

- Use MI Spirit, OARS, and principles to elicit change talk.
- Respect Autonomy: ultimately the person chooses their path.
- Use Empathic Detachment to join them on their path (ski instructor).

Thank you!

Motivational Interviewing Website

www.motivationalinterview.org

Presenter's Contact Information

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Q & A

Upcoming Events and Important Reminders

November Events	Time	Date
Continue the Conversation	1–2 p.m.	11/9/2023
Learning Collaborative: Grant Writing-SoCal 1	10 a.m.–12 p.m.	11/15/2023
Learning Collaborative: Grant Writing-SoCal 2	2–4 p.m.	11/15/2023
Learning Collaborative: Grant Writing-Bay Area/Mid-State	10 a.m.–12 p.m.	11/16/2023
Learning Collaborative: Grant Writing-NorCal and Capitol	2–4 p.m.	11/16/2023
Mentor and Intern Office Hours	12–1 p.m. 2–3 p.m.	11/30/2023

References

Miller, W. & Rollnick, S. (2023). *Motivational Interviewing: Helping people change and grow* (4th Edition). Guilford Press, New York.

Miller, W., Rollnick, S., & Arkowitz, H. (2015). *Motivational Interviewing in the Treatment of Psychological Problems* (2nd Edition). Guilford Press, New York.

Miller, W. & Rollnick, S. (2012). *Motivational Interviewing: Preparing people for change* (2nd Edition). Guilford Press, New York.

Miller, W. Rollnick, S., & Butler, C. (2008). *Motivational Interviewing in Healthcare: Helping patients change behavior*. Guildford Press, New York.