Motivational interviewing theory and strategies

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Motivational Interviewing

“Motivational Interviewing is a directive, client-centred counselling style for eliciting behaviour change by helping clients to explore and resolve ambivalence” (Rollnick S & Miller R, 1995)

“Subtle balance of directive and client-centred components, shaped by a guiding philosophy and understanding of what triggers change. If it becomes a trick or manipulative technique, its essence has been lost” (Miller 1994)

- Focused
- Goal-directed
- Examination and resolution of ambivalence central purpose
Spirit of Motivational Interviewing

Rollnick and Miller distinguish between the spirit of MI and techniques

- Motivation to change is elicited from client not imposed from counsellor
- Client’s task, not counsellor’s to articulate and resolve his/her ambivalence
- Direct persuasion is not an effective method of resolving ambivalence
- Counselling style - quiet and eliciting
- Counsellor is directive in helping client to examine and resolve ambivalence
- Readiness to change is a fluctuating product of interpersonal interaction
- Therapeutic relationship resembles a partnership rather than expert/recipient

Characteristics of a Motivational Interviewing style

- Seeking to understand the person’s frame of reference, using reflective listening
- Expressing acceptance and affirmation
- Eliciting and selectively reinforcing the client’s own self motivational statements, expressions of problem recognition, concern, desire and intention to change, and ability to change
- Monitoring the client’s degree of readiness to change, and ensuring resistance is not generated by jumping ahead of client
- Affirming the client’s freedom of choice and self-direction
Motivational Interviewing is NOT being offered when a counsellor.....

- argues that the person has a problem and needs to change
- offers directive advice or prescribes solutions to the problem without the person’s permission or without actively encouraging the person to make his/her own choices
- uses an authoritative/expert stance leaving the client in a passive role
- does most of the talking
- imposes a diagnostic label
- behaves in a punitive or coercive manner

Five Principles of Motivational Interviewing

- Express Empathy
  - fundamental
  - counsellor needs to hold back own views
  - acceptance facilitates change
  - skilful, reflective listening is essential
  - ambivalence is normal

- Develop discrepancy
  - awareness of consequences important
  - discrepancy between present behaviour and important goals will motivate change
  - client should present arguments for change
Five Principles of Motivational Interviewing

Avoid argumentation
- Labelling is unnecessary
- Defending breeds defensiveness
- Resistance is a signal for counsellor to change strategies
- Arguments are counter-productive

Roll with resistance
- Perceptions can be shifted
- New perspectives are invited - not imposed
- Client is a valuable resource in finding solutions to problems

Support self-efficacy
- “I can do this”
- Belief in possibility of change is an important motivation
- “Do I want to do this?”
- Client is responsible for choosing and carrying out personal change
- Range of alternative approaches
Effective Motivational Approaches

- giving ADVICE
- removing BARRIERS
- providing CHOICE
- decreasing DESIRABILITY
- practicing EMPATHY
- providing FEEDBACK
- clarifying GOALS
- active HELPING

FRAMES

- This acronym describes a number of factors that can make a brief intervention with a patient or client effective.
FRAMES - active ingredient for brief intervention

- Feedback
- Responsibility
- Advice
- Menu
- Empathy
- Self-Efficacy

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FRAMES

- Feedback: Structured & comprehensive
- Responsibility: Emphasis on client’s personal responsibility for change
- Advice: Clear advice to change or seek further interventions
- Menu: Offer menu of alternative strategies for change, enhances perceived personal choice and control
- Empathy: Empathy is a potent determinant of client motivation and change
- Self-Efficacy: Person’s belief in their ability to carry out or succeed with specific task