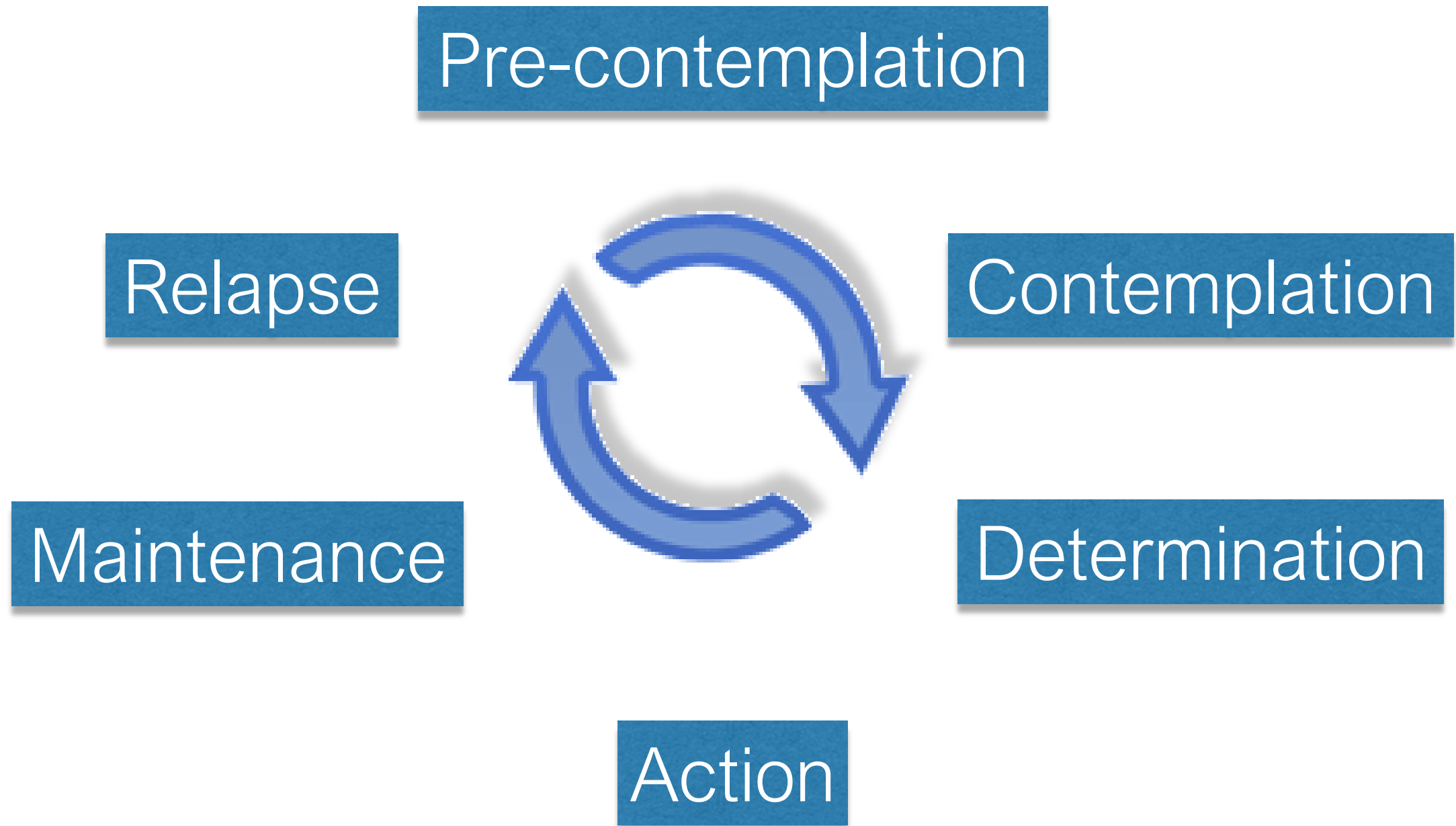


Motivational Interviewing: A Closer Look

Elizabeth Morrison LCSW, MAC



Stages of Change



Principle Techniques of Motivational Interviewing:

EMPATHY




OPEN ENDED QUESTIONS

REFLECTIVE LISTENING

Resolving Ambivalence

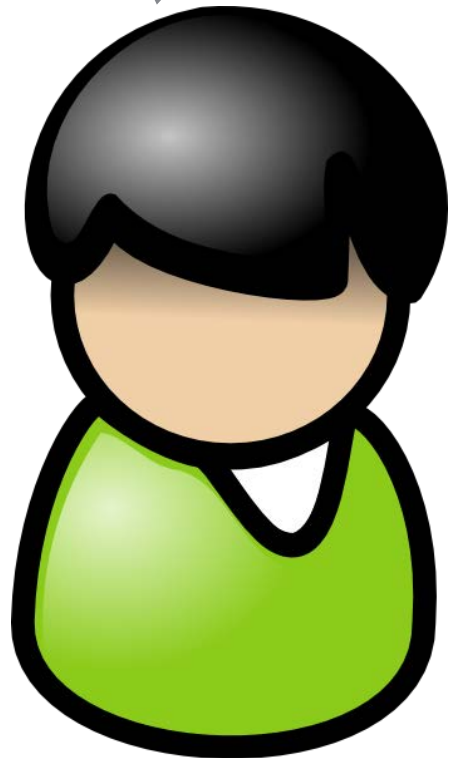
Change Talk

3 types of Change Talk

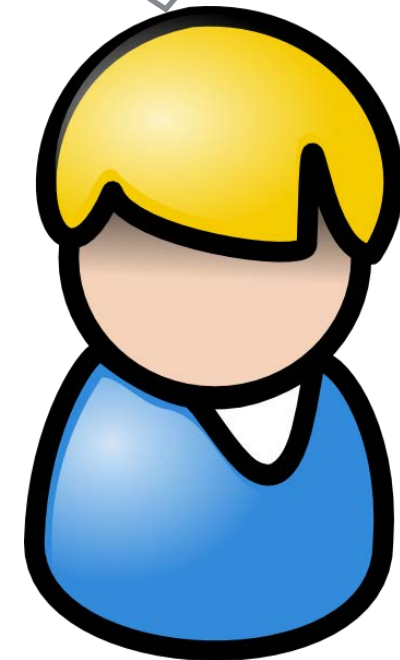
1. Advantages of change 
2. Consequences of the status quo 
3. Attempts to moderate 

Open ended questions

Tell me your thoughts about smoking.



My dad lived to 95 smoking. I am down to 5 a day, so that is good.



Principle Techniques of Motivational Interviewing:

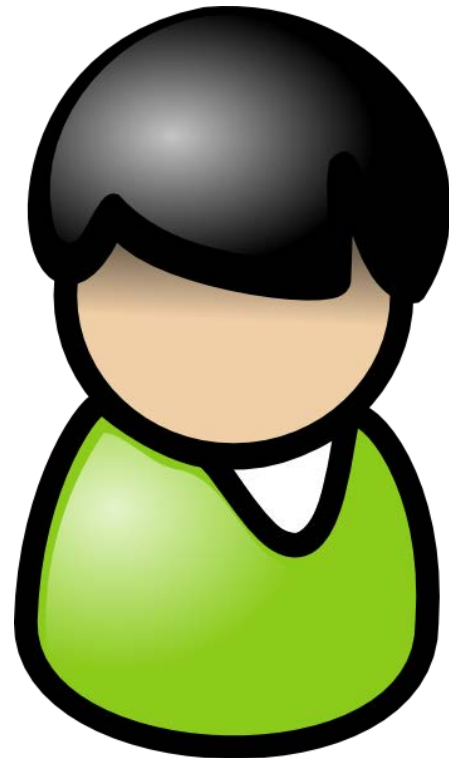
Repeat Change Talk

..... and expand

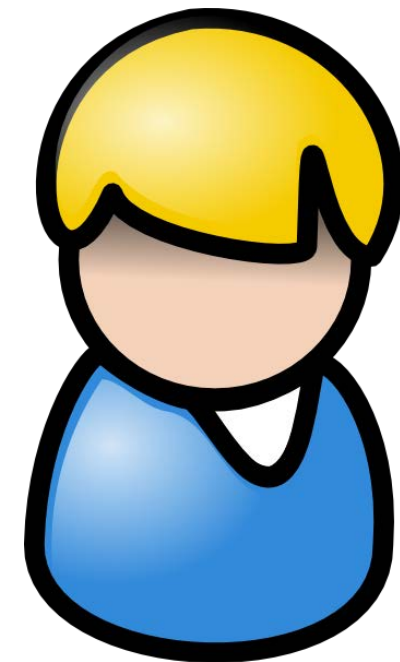
“Your down to only 5 cigarettes a day. Tell me more about that.”

Closed ended questions

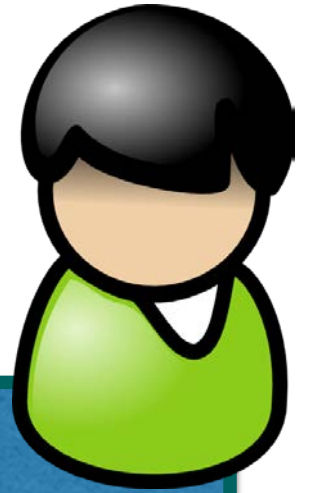
Do you want to
quit smoking?



No



Scaling Questions



Measuring Conviction (Belief)

On a scale of 1-10, How problematic is your drinking for you at this time?

1 2 3 4 5 6 7 8 9 10

Scaling Questions

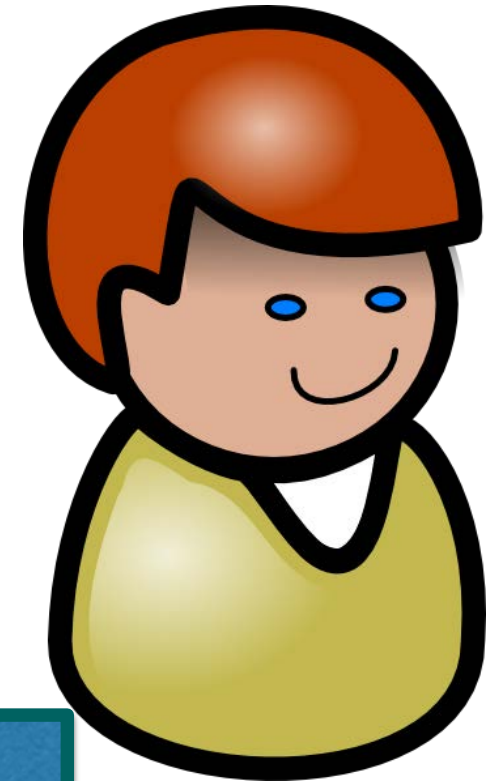


Go Low, Go High

1 2 3 4 5 6 7 8 9 10

Scaling Questions

Measuring Confidence
(easy/hard)



On a scale of 1-10, how
easy/hard do you feel it will
be to quit drinking?

1 2 3 4 5 6 7 8 9 10

Scaling Questions



Go Low, Go High

1 2 3 4 5 6 7 8 9 10

The Question-Answer Trap

- Causes us to work harder
- Increases passivity
- Prohibits change talk

Righting Reflex Trap



The most important trap to avoid in MI.



‘Righting’ a patient elicits ‘status quo’ talk in response



emorrisontraining@icloud.com

Please email me any questions or requests for research links

Helpful text:

[Motivational Interviewing in HealthCare](#)
by Miller and Rollinick