

Motivational Interviewing

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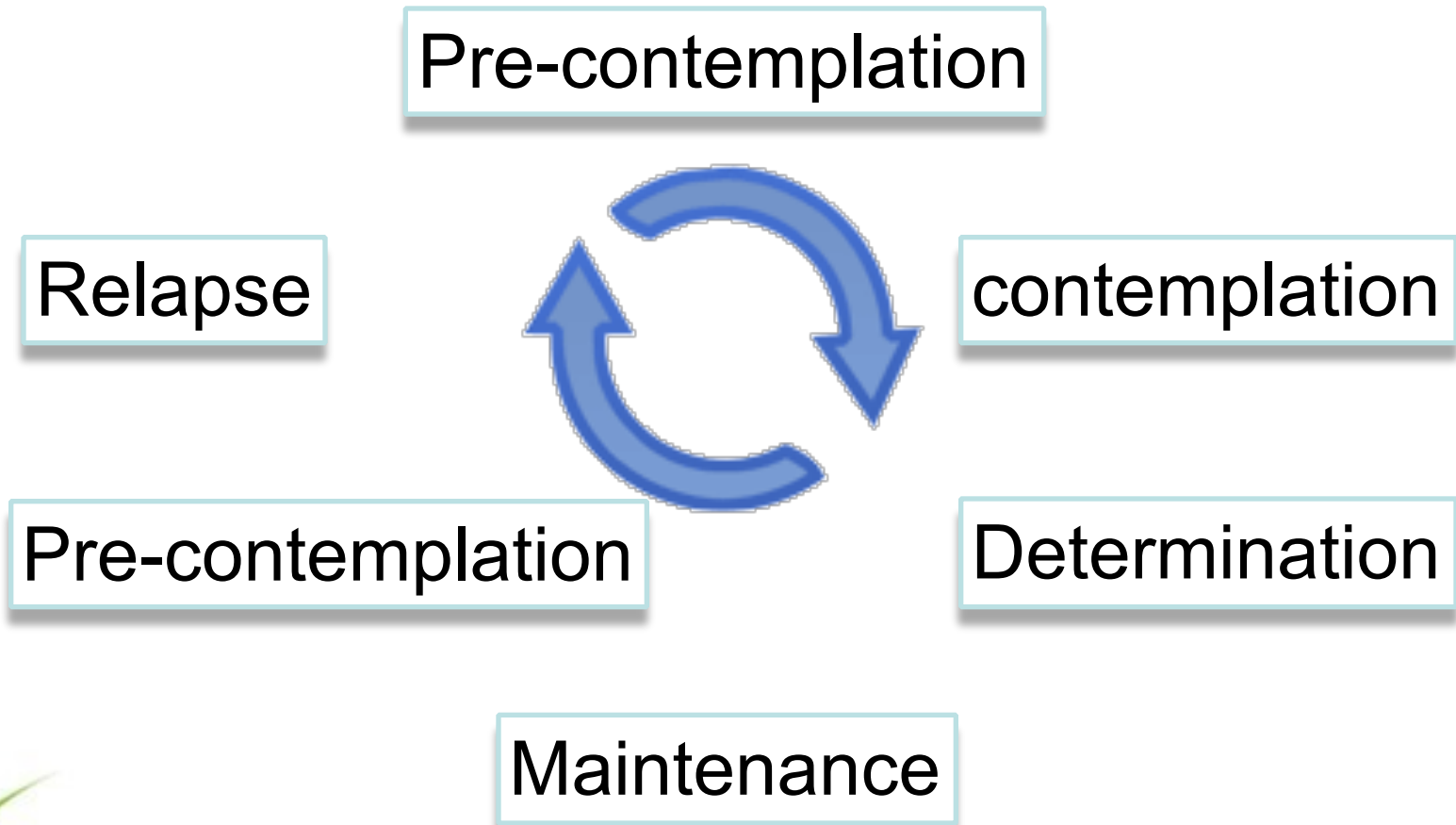
Evidence base of

Motivational Interviewing

Over 70 Clinical trials (MARMITE)

25 years of research on communication skills and their impact on adherence, risk management, patient experience and provider experience.

Stages of Change



Principle Techniques of Motivational Interviewing:

EMPATHY

Eye contact

Sitting

Handshake

Smiling

Open ended questions?

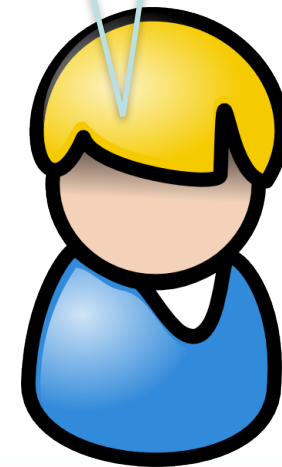
**The gold standard of
communication**

Open ended questions

Can you tell me more about 'not worrying' about getting pregnant?



**Sure.
Chat chat chat
Chat chat more chat**



Closed ended questions



Do you use birth control ?



No



Open ended questions

What are your thoughts about starting this medicine?

How are you doing with checking your blood sugars?

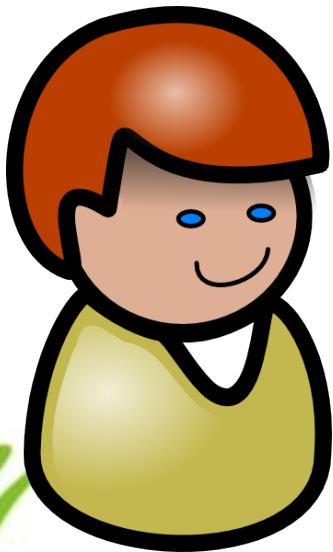
Tell me more about your feelings about your drinking.

Closed ended questions

Are you taking your medications?

Are you checking your blood sugars?

Do you want to quit drinking?



Principle Techniques of Motivational Interviewing:

Affirming

Normalizing

Identifying strengths

Principle Techniques of Motivational Interviewing:

Reflective listening

Repeating important words and phrases

Most common pitfall

The righting reflex



The righting reflex

The human desire to set things right



I can certainly tell you what's wrong with you and what to do next.

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Suggested text:

Motivational Interviewing in
HealthCare by Miller and Rollnick

