



Grayken Center
for Addiction
Boston Medical Center

Introduction to Motivational Interviewing

Helping people change

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Based on slides developed by Dr. Rich Saitz & Jeanette Tetrault



Learning objectives

- Describe effective elements of motivational interviewing
- Apply skills in assessing and incorporating readiness to change into counseling
- Demonstrate skills in increasing patient motivation and negotiating behavior change
- Incorporate the structure and components of a motivational interview into your care for patients who have SUD



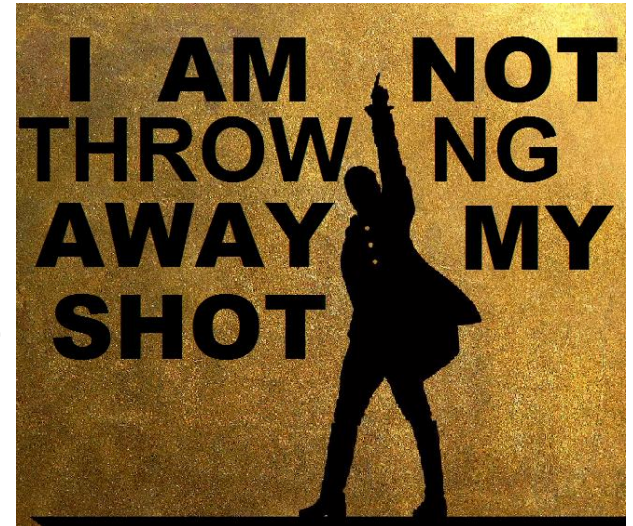
What is happening here?



The Ineffective Physician

Motivation

- Probability that a person will enter into, continue, and adhere to a specific change strategy
- A state of readiness to change
- Degree of motivation may be a result of a confrontational counseling style
- May reflect ambivalence, which is normal
- Enhancing motivation gives us a **shot** at helping our patients to make difficult changes



Enhanced motivation



Motivational Interviewing

A style of interacting with patients that ***helps to resolve ambivalence*** and ***enhances*** the patient's ***intrinsic motivation*** to change.

MI is rooted in empathy



Let's explore empathy....

RSA Short: Empathy by Dr. Brene Brown

- **Engage**

Connect and understand patient
Provide empathy and affirmation

- **Focus**

Explore goals and aspirations
Prioritize and agree on a topic for
further exploration

- **Evoke**

Center on patient's own reasons
for change
Develop discrepancy
Elicit **change talk**

- **Plan**

Promote self-efficacy
Arrange follow-up



A dance, not a wrestling match.....

Tools for effective Motivational Interviewing



- Open-ended questions
- Affirmations
- Reflective listening **Key skill!**
- Summarize with purpose

Tools for effective Motivational Interviewing



Open-ended questions

Show curiosity

Let patient “drive”

Affirmations

Recognize effort

Positive reframing

Reflective listening **Key skill!**

Simple: repeat or rephrase

Complex: paraphrase or
inferred emotion

Summarize with purpose

Ready, willing, and able

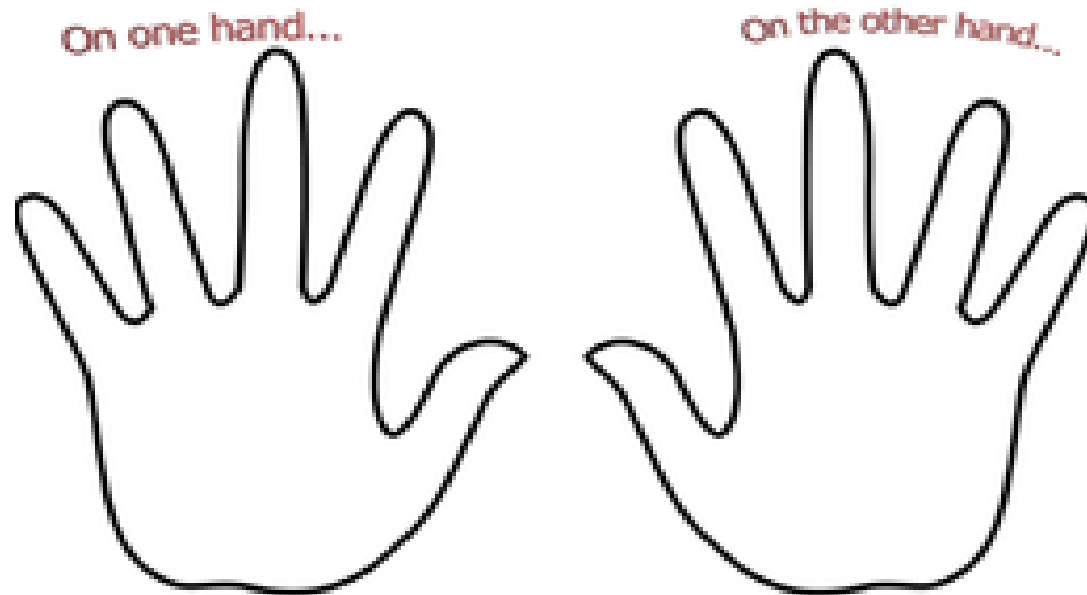
- In Motivational Interviewing, we focus on
 - **Willing and Able**,
and then we move to
 - **Ready**
- **Willing**: express the IMPORTANCE of change
- **Able**: CONFIDENCE in ability to change
- **Ready**: I'm going to make this change NOW

Assessing (and reinforcing) Importance and Confidence

<div>Low</div> <div>↑</div> <div>CONFIDENCE</div> <div>↓</div> <div>High</div>	Low ← IMPORTANCE → High	
	Unwilling and Unable	Willing but Unable
	Unwilling though Able	Willing and Able

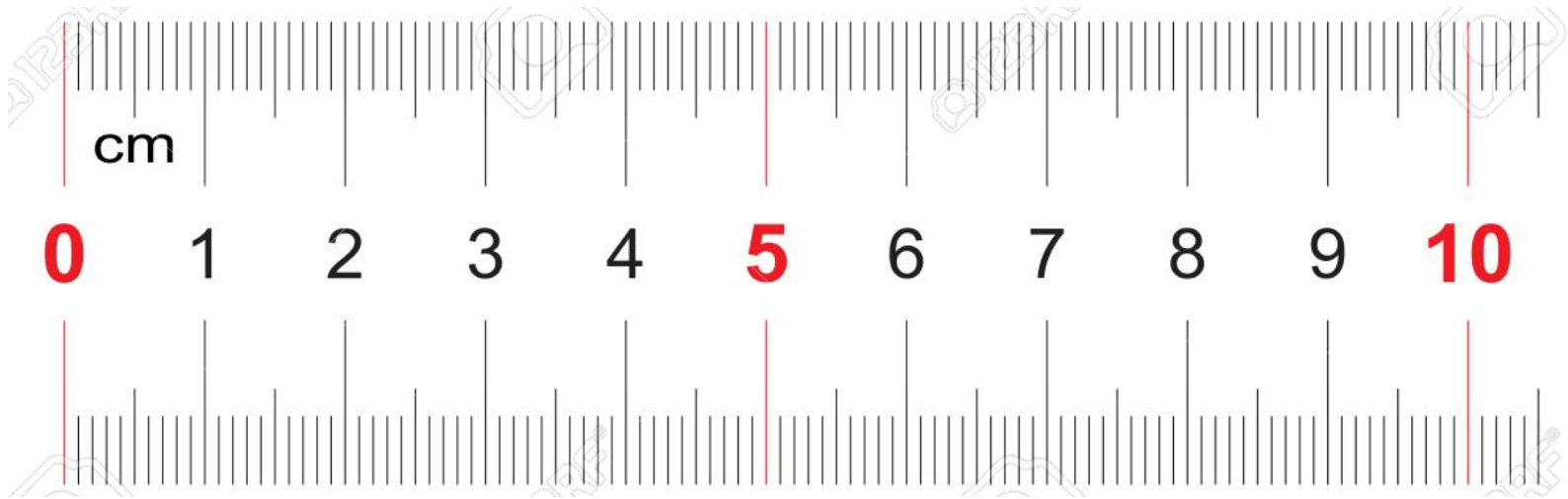
Developing discrepancy

- Change is motivated by a perceived discrepancy between present behavior and important personal goals or values
- The individual rather than the counselor or clinician should present the arguments for change



What do we do if your patient is willing AND able BUT
NOT READY?

Assessing and Enhancing Readiness to Change: A quick version



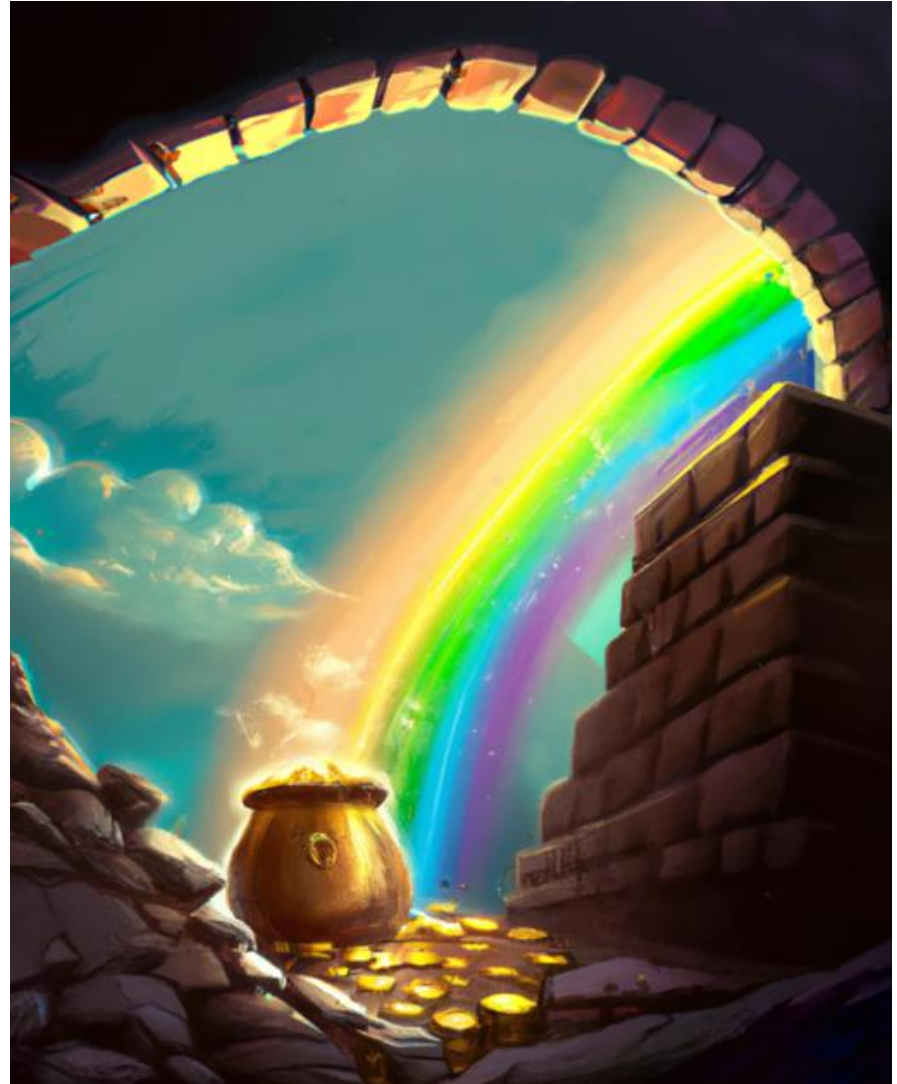
- “On a scale from 1 to 10, how **important** is it for you right now to....?”
 - “Why did you say a 5 and not a 0?”
- “If you decide to change, how **confident** are you that you will succeed?”
 - “What would it take to get you from a 4 to a 7?”
- “You think it’s important to change, and you think you can succeed; what comes **next**?”

Change talk

- Our patient is most likely to be motivated to change when they hear themselves give the reasons!
- Change talk is predictive of actual change occurring

Categories of change talk:

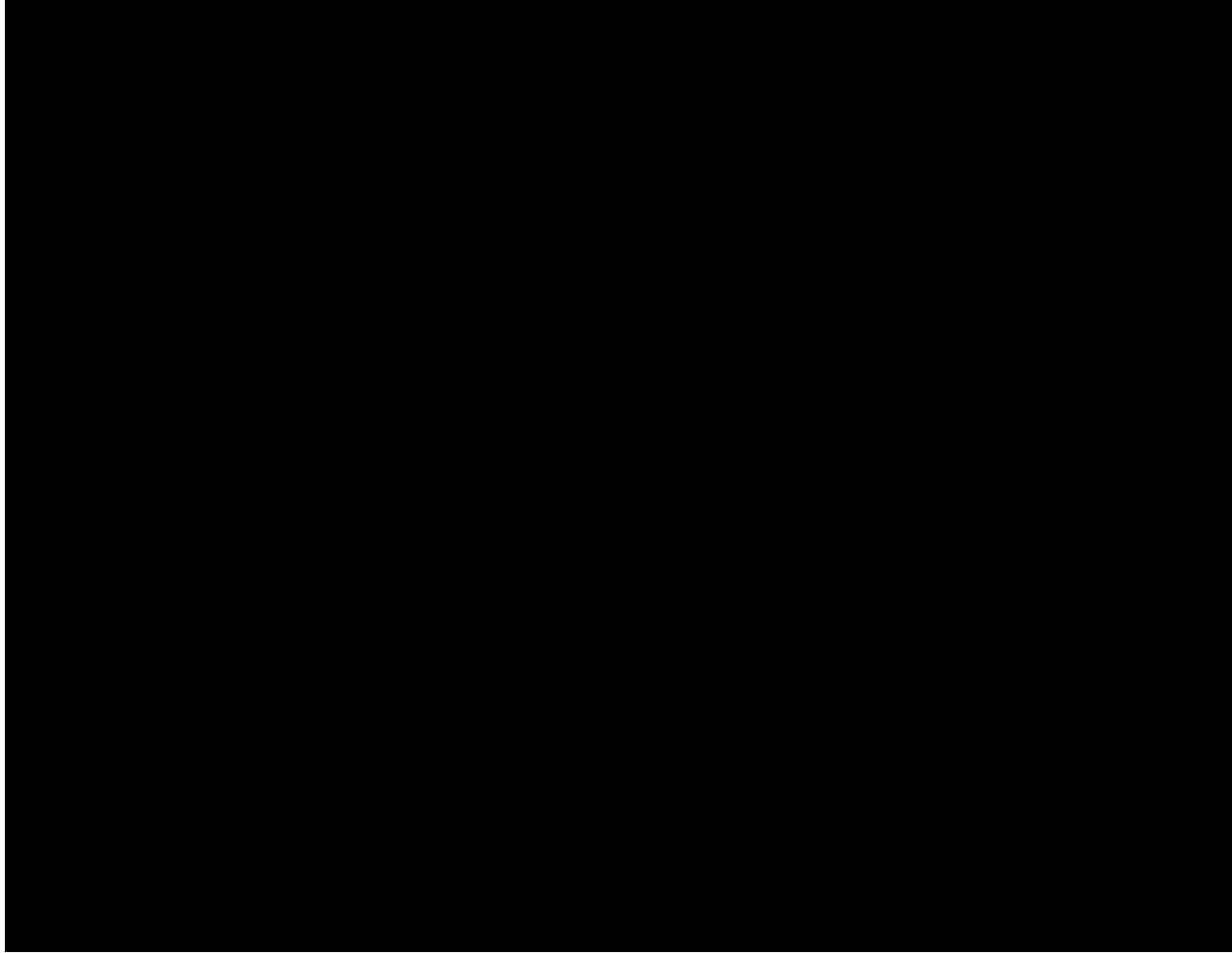
1. **D**esire for change
 2. **A**bility to change
 3. **R**easons to change
 4. **N**eed to change
-
5. **C**ommitment to change



Self-efficacy

- An individual's belief in the possibility of change
 - Pre-requisite for change...
- The individual, not the clinician, is responsible for choosing and carrying out change
- The clinician's own belief in the individual's ability to change can become a self-fulfilling prophecy
- So, after we've helped the patient enhance their sense of the importance of change and their ability to change--then we acknowledge that they are the ones who can make change happen; e.g.,
 - What do you think that you'll do now?
 - So, what comes next?

The Effective Physician



Roadmap of a Motivational Interview

- **Build Motivation for Change**
 - Focus on importance of change, and confidence in ability to change
- Listen for change talk! And when you hear it, reflect it back.
- **Negotiate Change and Strengthen Commitment**
 - Provide information while creating dialogue

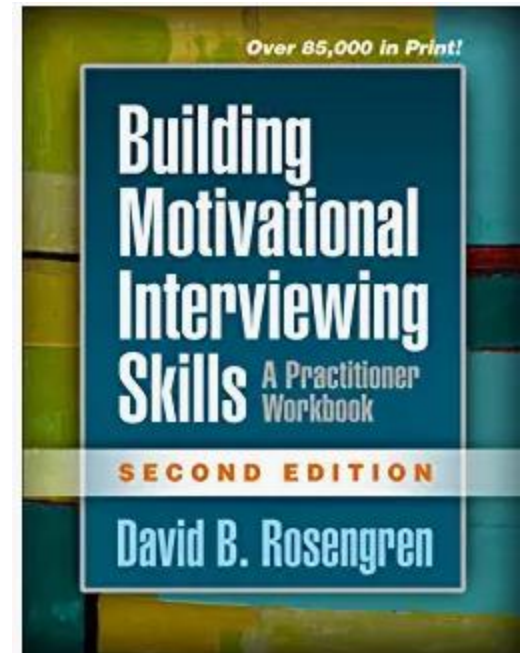
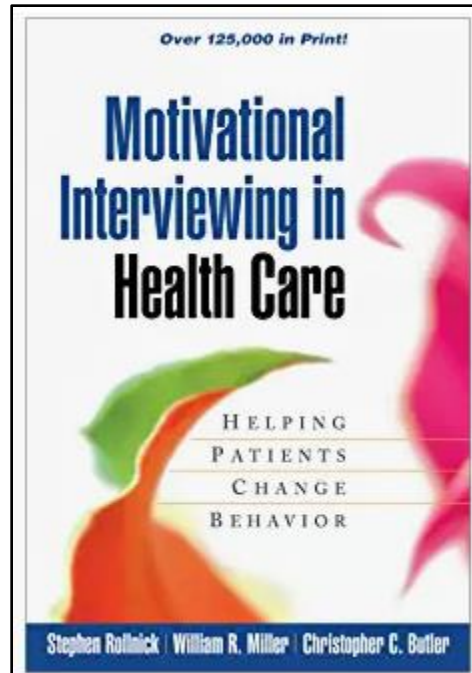


Brief Intervention vs. Motivational Interviewing

	BNI	Motivational Interviewing
Skill	Simple, MI-informed Ask/assess Provide feedback with permission	Higher level skill
Engage	Pros and cons Review health risks	Open ended questions with pros and cons (discrepancy)
Focus	Summary statements	Reflective listening
Evoke	Readiness to change	Develop Discrepancy Elicit change talk Summary and key Question
Plan	Provide advice, arrange follow up	Promote self-efficacy

How do I teach this?

- Integrate video / media
 - [How do you have patient-centered conversations? Motivational Interviewing Basics.](#)
- Large group demonstration
- Skills practice
 - Focus on teaching points:
 - Reflective Listening
 - OARS
 - Use real patient cases





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Thank you!

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