

Eliciting Change:

Hands on Methods to Assist with Change

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When I talk to someone
about something I want to
change I need...

Motivational Interviewing is

a collaborative,
person centered
form of guiding
to elicit and strengthen
motivation to change

M. Roberts

- “No such thing as teaching, only learning”

MI Principles and Processes

4 Principles

1. Empathy: understanding the reality of the participant's situation
2. Developing discrepancy: focusing on personalizing desire and reasons for change
3. Support self-efficacy: help others find ways to be successful that will work for them
4. Roll with resistance: don't push for change; don't provide information prematurely or without permission

4 Processes

1. Engaging: listening to understand the dilemma, use of OARS
2. Guiding: agenda setting, finding a common focus, creating ambivalence, use of information and advice, strategic focus
3. Evoking: selective eliciting, selective responding, selective summaries toward change talk
4. Planning: moving to a change plan and obtaining commitment

The Goal

Following

Guiding

Directing



The Goal

Following

Guiding



What is needed?

People are generally better persuaded by the reasons which they have themselves discovered than by those which have come in to the mind of others.

—Pascal, Pensees, #10, written in 1660.



Exercise 1

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Why Change?

Writing a Letter to....



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Try for Empathy

What would it be like
if you were in his or her shoes?

Exercise 2

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Grow Connections

Making Connections



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Exercise 3

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Develop Discrepancy

Roadmap of Change



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Exercise 4

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What did I do..no more

A Relapse

- It is so clear what needs to happen.
- You feel the need to tell them, right?
- After all we went into these professions to help!



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What can be exchanged

- Advice
- Opinion of the provider
- Concerns of the provider
- Education on a topic
 - Treatment options
 - Nature of the issue (drinking, depression ptsd...)

Informing the MI way

- The goal is NOT to provide a comprehensive education
- Limit what you offer
- Plan what you offer to be intentional and strategic
- Create an opportunity for the client to mull over and process the information you provide

How to Exchange Information

- Ask permission
- Find out what they already know
- Tailor the information to the needs of the client
- Provide information in a neutral, non-judgmental, open way
- Create the time and space for the client to think about and respond to the information. Be aware they are the expert on their own life.
- Encourage the client to use the information in the way that suits them best.. " *It is up to you.*"

Simple Strategy

- Ask permission
- Ask what they already know
- Provide succinct information
- Ask what they think about the information

Exercise 5

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Keeper

Take Home

- What is one thing you want to remember from today?



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Exercise 5

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We need to connect