

# 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

...

## 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

...

## Grow Connections

# Making Connections



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# Exercise 3

...

## 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