



SELECTED PRINT RESOURCES

- William R Miller & Stephen Rollnick. 2013. *Motivational Interviewing: Helping People Change, Third Edition*.
- Christopher C Wagner & Karen S Ingersoll. 2012. *Motivational Interviewing in Groups*
- SAMHSA National Clearinghouse, www.samhsa.gov. 2008. *TIP 35: Enhancing Motivation to Change in Substance Abuse Treatment*.
- Sylvie Naar-King & Mariann Suarez. 2010. *Motivational Interviewing with Adolescents and Young Adults*.
- David B Rosengren. 2012. *Building Motivational Interviewing Skills: A Practitioner Workbook*.
- Stephen Rollnick, William R Miller, & Christopher C Butler. 2007. *Motivational Interviewing in Health Care: Helping Patients Change Behavior*.
- Hal Arkowitz, William R Miller, & Stephen Rollnick (Editors). 2015. *Motivational Interviewing in the Treatment of Psychological Problems, 2nd Ed.*
- Henny A Westra. 2012. *Motivational Interviewing in the Treatment of Anxiety*.
- Melinda Hohman. 2011. *Motivational Interviewing in Social Work Practice*.

SELECTED ONLINE RESOURCES

- ATTC Network Motivational Interviewing website: www.motivationalinterview.com
- Free training using MI in groups to help teens make healthy choices about alcohol/drug use: www.groupmiforteens.org
- MINT Network (Training tapes, reference material, articles, bibliographies, training opportunities): www.motivationalinterviewing.org

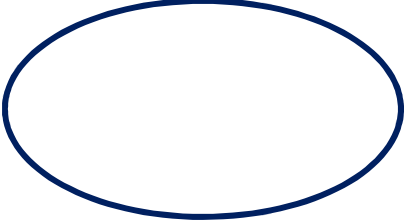
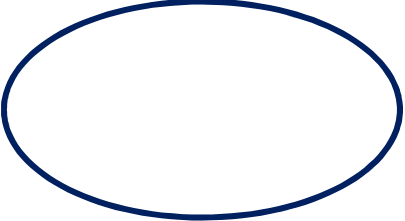
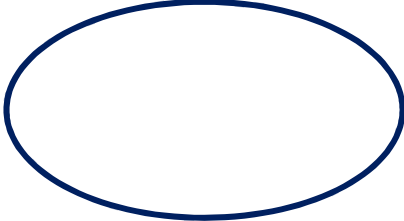
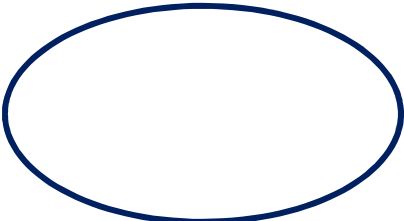
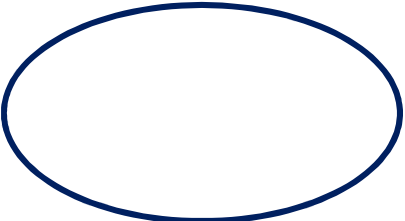
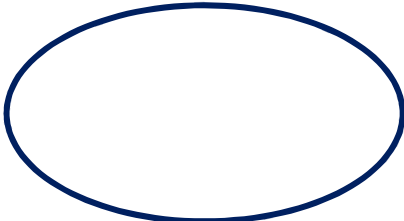
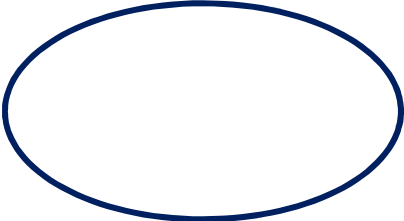
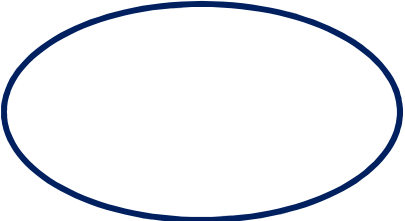
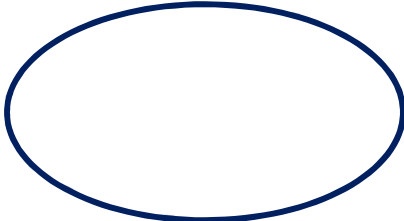
VIDEOS

- MerloLab: <https://www.youtube.com/user/MerloLab>
- IRETA: Institute for Research, Education, and Training in Addictions: <https://www.youtube.com/user/TheIRETAchannel>
- For purchase: Motivational Interviewing: Helping People Change: <https://www.changecompanies.net/products/motivational-interviewing/>



AGENDA-MAPPING: CONSIDERING WHERE TO START

❶ **Directions:** In the ovals below, write down areas in your life that you have been thinking about changing. Consider drug or alcohol use, legal issues, physical health, safety, social support, job, school, important relationships, and other topics that have been on your mind.

❷ Next, think about each topic. One way to help you decide where to start is to use the ruler below. Ask yourself two questions about each area:

- On a scale from 1 – 10, how **important** is it for you to change it?
- On a scale from 1 – 10, how **confident** are that *can* change it, if you decided to do so?



1 2 3 4 5 6 7 8 9 10

Not really important or confident

Somewhat important or confident

Very important or confident

❸ **What might be the next step for you?** _____



Some Characteristics of Successful Changers

Directions: Read the list below and circle at least 5 characteristics that have helped you, or might help you, in making changes in your life.

- | | | | | |
|---------------|-------------|-----------------|-------------|---------------|
| Accepting | Committed | Flexible | Persevering | Stubborn |
| Active | Competent | Focused | Persistent | Thankful |
| Adaptable | Concerned | Forgiving | Positive | Thorough |
| Adventuresome | Confident | Forward-looking | Powerful | Thoughtful |
| Affectionate | Considerate | Free | Prayerful | Tough |
| Affirmative | Courageous | Happy | Quick | Trusting |
| Alert | Creative | Healthy | Reasonable | Trustworthy |
| Alive | Decisive | Hopeful | Receptive | Truthful |
| Ambitious | Dedicated | Imaginative | Relaxed | Understanding |
| Anchored | Determined | Ingenious | Reliable | Unique |
| Assertive | Die-hard | Intelligent | Resourceful | Unstoppable |
| Assured | Diligent | Knowledgeable | Responsible | Vigorous |
| Attentive | Doer | Loving | Sensible | Visionary |
| Bold | Eager | Mature | Skillful | Whole |
| Brave | Earnest | Open | Solid | Willing |
| Bright | Effective | Optimistic | Spiritual | Winning |
| Capable | Energetic | Orderly | Stable | Wise |
| Careful | Experienced | Organized | Steady | Worthy |
| Cheerful | Faithful | Patient | Straight | Zealous |
| Clever | Fearless | Perceptive | Strong | Zestful |

How might the qualities you circled help you to change your substance use, or achieve other goals that are important to you?

“Some Characteristics of Successful Changers” is in the public domain and may be reproduced and adapted without further permission. Original source: Miller, W. R. (Ed.). (2004). *Combined Behavioral Intervention Manual: A clinical resource guide for therapists treating people with alcohol abuse and dependence* (Vol. 1). Bethesda, MD: National Institute on Alcohol Abuse and Alcoholism.



Top of the Mountain

Summit: (Value)

Routes: (How to live according to your value)



The Valley (Barriers/problems):



Strategies to Elicit Change Talk

- ✧ **Ask evocative questions:** Ask open-ended questions for which Change Talk is the answer. (Miller & Rollnick, 2013, pp. 171-178)
 - **DESIRE:**
 - What are you looking to get out of treatment?
 - How would *you* like for things to change?
 - **ABILITY**
 - Of the options you've considered, what seems most possible for you?
 - What do you think you might be able to change?
 - **REASON**
 - What might make it worth your while to...?
 - What's the downside of how things are now?
 - **NEED**
 - How urgent does this feel to you?
 - What do you think *has* to change?
 - ⊗ **QUESTIONS TO AVOID:**
 - ⊗ Why haven't you changed?
 - ⊗ What are the three best reasons for you to drop out of treatment?
 - ⊗ Note that these questions, while open-ended, elicit Sustain Talk and could increase discord in the counseling relationship.

- ✧ **Ask for elaboration or examples.** (Rosengren, 2009, p. 95)
 - Tell me more about what it looks like when you get depressed.
 - Tell me about a time when you spent money on alcohol you needed for something else.
 - What does it look like when you get angry with your children?

- ✧ **Query extremes.** (Miller & Rollnick, 2013, pp. 171-178)
 - Suppose you continue on as usual, without changing. What do you imagine are the worst things that could happen?
 - If you were completely successful in changing, what are the best things that could happen?

- ✧ **Explore pros and cons.**
 - What are the cons of staying the same?
 - What are the pros of making the change?



- ✧ **Look back or Look forward.** (Miller & Rollnick, 2013, pp. 171-178)
 - What were things like before you started using?
 - How are you a different person today, compared to who you were 10 years ago?
 - I can see that you're feeling really frustrated right now. How would you like things to be different in the future?
 - If you were to have a week off from your symptoms/problems, what would you do first?
 - What were things like before you started smoking weed?
 - If you look ahead, how might things be different if you started exercising more?

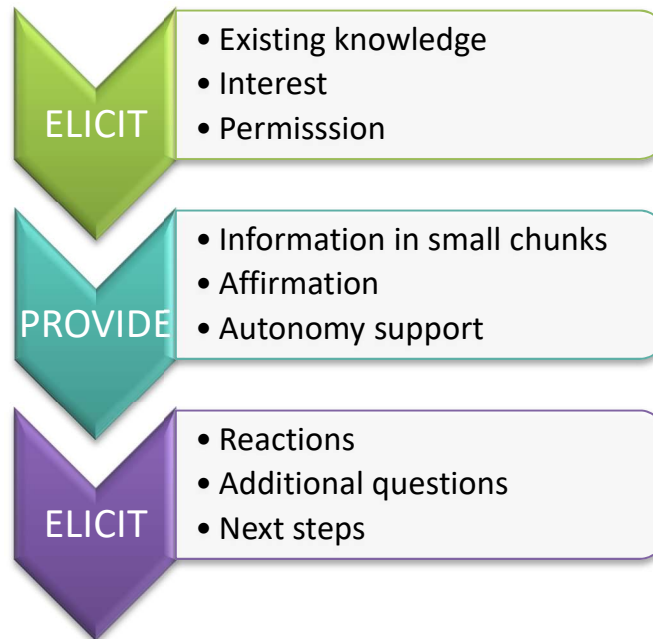
- ✧ **Use Change Rulers.** (Miller & Rollnick, 2013, pp. 171-178)
 - Ask about importance and confidence to change using a scale of 0-10, where 0 means "not at all important" and 10 means "extremely important."
 - How important is it for you to make this change on a scale from 0-10?
 - How confident are you that you can make this change on a scale from 0-10?
 - Follow-up: If the number is greater than 0:
 - Tell me why you're a 4 and not a 1.
 - What makes you a 6?
 - What might it take to move you from a 4 to a 5?
 - ⊗ Avoid follow-up questions like, "Why are you a 6 and not a 10"?
 - ⊗ The answer to this question is Sustain Talk.

- ✧ **Explore goals and values:** Develop discrepancy between the person's current behavior and goals and values of importance to them (Miller & Rollnick, 2013, pp. 171-178).



ELICIT – PROVIDE – ELICIT: A tool for providing information

EPE is an MI-consistent tool for sharing information. It guides clinicians to provide material in small pieces, taking time to prioritize the individual’s interest and elicit thoughts and reactions.



ELICIT:

- *Existing knowledge:* “What do you already know about ways to treat depression?”
- *Interest:* “What methods to manage anxiety are you interested in discussing?”
- *Permission:* “Would it be OK if I share some information with you about marijuana’s effect on memory?”

PROVIDE:

- *Information in small chunks:* Share one piece of information at a time, choosing facts that are relevant to the client’s interests.
- *Affirmation:* “You’ve done some research on how alcohol affects people and are wondering how it might be affecting you.”
- *Autonomy support:* “I am here to help; you get to decide what to do.”

ELICIT:

- *Reactions:* “What do you make of that?” or “This surprises you”
- *Additional questions:* “What else might you be interested in learning more about?”
- *Next steps:* “What might be the next step?”