

# Motivational Interviewing: Introduction to Techniques & Strategies

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- What is it?
- Why do we use it?
- How do we do it?
- Examples & practice



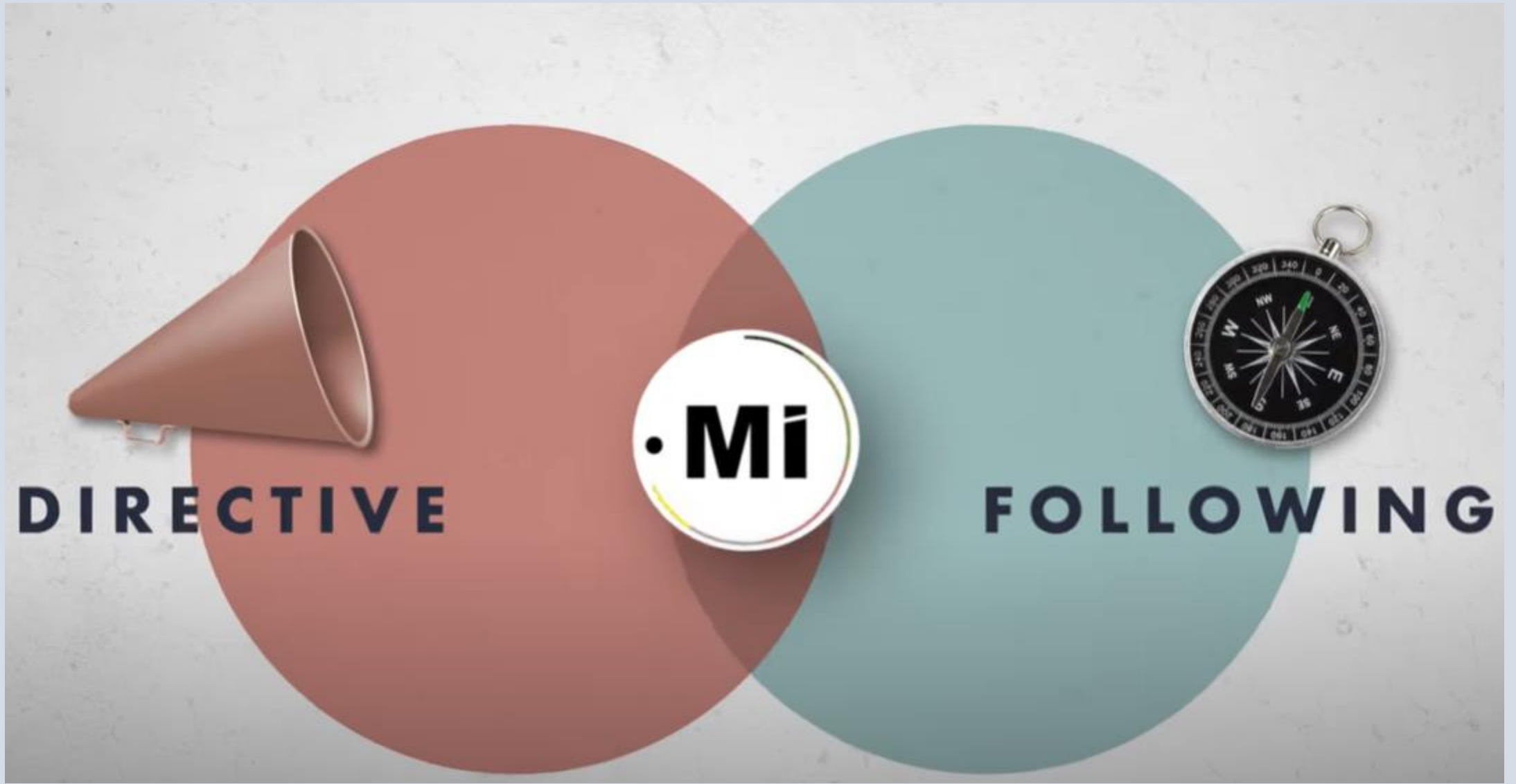
# What is it?

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*“MI is a collaborative, goal-oriented style of communication with particular attention to the **language of change**. It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring **the person’s own reasons for change** within an atmosphere of **acceptance and compassion**.”*

*MI is about arranging conversations so that  
people talk themselves into change, based on  
their own values and interests.*

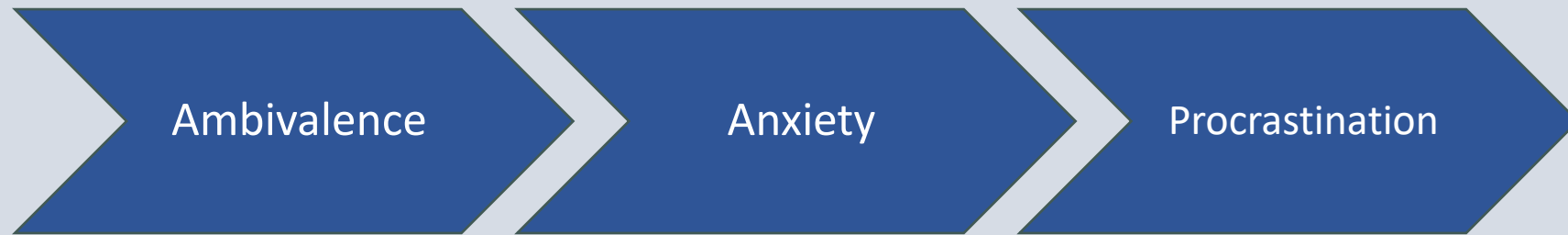
*Motivational interviewing is an effective way of  
talking to people about **change**.*



# Why do we use it?

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- Help clients find internal motivation
- Move from ambivalence to action





# Why do we use it?

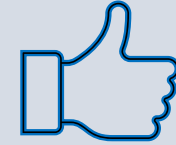
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- Help clients find internal motivation
- Move from ambivalence to action
- Shift the locus of control back to the client
- Make our job easier!

# How do we do it? (OARS)



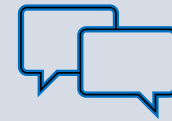
Open questions



Affirmations



Reflections



Summaries

(...and more!)



# Open questions

- Are you upset?  
→ **How are you feeling?**
- Do you think you have a drinking problem?  
→ **How would you like things to be different with your drinking?**
- Don't you want to lose weight?  
→ **What are your goals around your weight?**  
—or—  
**What are your overall health goals?**



# Affirmations

- Achievements, accomplishments, attempts, mindsets, etc.
- **You really care a lot about your children.**
- **This is hard work that you're doing.**
- **It took a lot to show up today, and I'm really glad you're here.**
- **You started taking the steps towards change.**
- **You successfully made a change in the past.**



# Reflections

*Understanding what someone is thinking & feeling, and saying it back to them*

- I don't think I have bipolar or whatever the doctor said.
  - **You're not sure about the bipolar diagnosis.**
- I've felt this way for a long time, this is just my personality.
  - **So this all feels pretty normal to you.**
- Yeah. I mean I don't like the mood swings, but it's normal.
  - **Feeling more stable in your moods is important to you.**



## Reflections (cont.)

- I love my kids. They're really the most important thing. But I keep making choices that hurt them. No matter what, I end up doing dumb things.
  - **You really care about your family, and you also keep making choices that end up hurting them.**
- I'm frustrated with my husband.
  - **You are really angry at him.**
- I can't do anything well.
  - **You feel like a failure.**



# Summarizing

- A long reflection of multiple client statements.
- *“Let me stop and summarize what we’ve just talked about. You’re not sure that you want to be here today and you really only came because your partner insisted on it. At the same time, you’ve had some nagging thoughts of your own about what’s been happening, including how much you’ve been using recently, the change in your physical health and your missed work. **What else?** I’m wondering what you make of all those things.”*



## Confidence/motivation ruler

- On a scale from 1-10, where 1 is not motivated at all and 10 is highly motivated, how motivated are you to apply for this job?
  - Ask: *why a 4 and not a 2?*
  - *What would it take to move you closer to 7?*





Example & Practice



<https://www.youtube.com/watch?v=A-3wZrLkZpE>

# Practice

- Did you apply to any jobs this week?
- Are you able to pay your bills these days?
- Don't you want to leave your husband, based on how he's treating you?

# Confidence ruler



- Why did you select \_\_\_\_ and not [lower number]?
- What would it take to make you feel like [higher number]?



# Case study

- Layla is a 28-year-old single mother to a 6-year-old son, Joseph. Layla lost her job during COVID, and they moved in with her aunt and uncle to save money. Her aunt and uncle are heavy drinkers and sometimes their fights get physical. Layla is worried about staying in this environment with her son, but she is not sure how to afford rent elsewhere. She would like to find a job with medical benefits, as her back pain has been getting worse. She recently registered for a class at the local college but has been missing classes to help Joseph with homework.

Miller, W.R., & Rollnick, S. (2013). *Motivational Interviewing: Helping People Change* (3rd Ed.). New York, NY: Guilford Press.

Matulich, B. (2013, May 30). *Introduction to Motivational Interviewing* [Video]. YouTube. <https://www.youtube.com/watch?v=s3MCJZ7OGRk>

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# Thank you!

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