A Brief Action Planning Model

- **Brief Action Planning**: Brief Action Planning (BAP) is a highly structured, patient-centered stepped-care self-management support technique. ...
- The overall goal of BAP is to assist an individual to create an action plan for a self-management behavior that they feel confident that they can achieve.

**MI helps to...**

- Identify ambivalence and drill down to the dilemma
- Understand how a person feels about change (readiness for change)
- Develop clinician/client rapport
- Establish a partner relationship
- Evoke and reinforce change talk

**Motivational Interviewing: Current Uses**

- Sexual Health
- Dietary Change
- Weight Loss
- Voice Therapy
- Gambling
- Promote Physical Activity
- Medication Adherence
- Fibromyalgia
- Diabetes
- Chronic Leg Ulceration
- Criminal Justice
- Stroke Rehabilitation
- Chronic Pain
- Self-Care
- Domestic Violence
- Mental Health
**Three Essential Elements in any Definition of MI**

- MI is a particular kind of conversation about change (counseling, therapy, consultation, method of communication)
- MI is collaborative (person-centered, partnership, honors autonomy, not expert-recipient)
- MI is evocative, seeks to call forth the person’s own motivation and commitment

**A technical therapeutic definition (How does it work?)**

- Motivational Interviewing is a collaborative, goal-oriented method of communication with particular attention to the language of change. It is designed to strengthen an individual’s motivation for and movement toward a specific goal by eliciting and exploring the person’s own arguments for change.

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**MI is Both:**

**Client-centered** - whereas the client’s thoughts, feelings, culture, birth generation and perceptions are acknowledged….and

**Directive** – clinician’s use of specific strategies, concepts and interventions to guide client toward exploration, self-discovery, resolving ambivalence or the decision to change.

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**Spirit of MI**

“How I am with people, what I say and what I help them to say makes a difference in whether behavior change happens.”

Dr. William R. Miller

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**Four Processes of MI**

- **Planning:** When “yes” to moving ahead, what will that look like?
- **Evoking:** Where is the person in the process of change?
- **Focusing:** Based on those concerns, what direction are we headed in?
- **Engaging:** Connecting with and understanding the perspective/concerns of the other person
MI - The Four Processes

- **ENGAGE… INVITATION** Shall we…?
- **FOCUS** the conversation… Where shall we go?
- **EVOKE** .... Why is this on the agenda?
- **PLAN**... How shall we get there?

Its all about

SKILLFUL CONVERSATION

Core conversational Strategies

Four Early Strategies; OARS

- Open-Ended Questions
- Affirming
- Reflective Listening
- Summarizing

What is Distinctive to Motivational Interviewing?
The way to…..

MI is a specific method to enhance personal motivation for change

What is Unique to MI?

- Intentional, differential evoking and reinforcement of change talk
- Strategic-directive use of client-centered counseling methods (reflection, summary)
- Sequencing of preparatory change talk (desire, ability, reasons, need) and commitment language

Traditional Approach

Telling-Directing-Managing

“Do these things….”
What Things?

- Preventative Screenings
- Education Sessions
- Re-certification
- Vaccinations
- Medications
- Diet and EBT use

And if you don’t “Do these things”...

We have a label for you………

“Non-compliance”

- 5% declare vaccine exemptions
- 10% of all hospital admits
- 14.5% of all ER visits
- Medication non-compliance = $300 billion/yr
- Med use - 50% take as prescribed
- Med use - 50% never start their regimen
- 30-60% of pts don’t follow tx plans as ordered

Roll With Resistance

◦ Dilemmas create conflict
◦ Values or beliefs
◦ Weighing Pros and Cons
◦ Discrepancies
◦ Contradictions

Competing Agendas

Resolving Ambivalence

The Righting Reflex
Miller & Rollnick’s “RULE”
R esist the *Righting Reflex*
U nderstand client dilemma
L isten
E mpower

*Ambivalence*

The “BUT” in the middle

Feeling two ways about something (conflicting thoughts & feelings about a behavior change)

Not to be confused with defiance or resistance

*Weighing Pros and Cons*

Should I??

How Do “We” Get In The Way of Change?

Reality can be so complex that equally valid observations from differing perspectives can appear to be contradictory.
Motivational Interviewing is much more than a set of techniques it is a way of being...

It is the “SPIRIT” with which you do it that will matter most.

Stages of Change

- Understanding readiness to change provides clinicians with important considerations for intervention.
- Establishing a helpful alliance with clients along with good interpersonal skills has been found to be an important aspect of motivating clients.

Thoughts on Motivation

Motivation doesn’t last……
Neither do baths……
……..that is why we suggest them daily……

A Useful MI Tool – Elicit, Provide, Elicit

- ELICIT - What do you know?
- PROVIDE - May I share some information?
- ELICIT - Where does that leave you now?

EXAMPLES:
- E - I’d like to talk about …..with you if that is okay. P - I have a concern about….. E - What’s it like for me to bring that up?
- E - If you were going to do anything differently, what would that be? P - If you can’t think of anything, may I offer some ideas? E - Out of those, what might work or what other ideas does this bring up for you?
Brief Action Planning

"Is there anything you would like to do for your health in the next week or two?"

- Have a specific plan for a small change in behavior
- Problem solving
- Confidence

"Would you like to set a specific time to check back in with me so we can review how things have been going with the plan?"

Follow-up

THANK YOU