



MOTIVATIONAL INTERVIEWING TO ADDRESS HEALTHY BEHAVIORS

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MI Training

MINT Standard of Practice

- Three-day initial workshop **Plus**
- One day follow-up workshop **Plus**
- Follow-up one-on-one coaching sessions with feedback

Lifestyle Change

What % of patients are...

Ready for a change (action)

VS

Not ready for a change (ambivalent)



Natural responses to patient ambivalence...

Persuade

Warn

Give unsolicited advice

Confront



Bill Miller Clip

Is your patient/client really ready????

Sustain Talk: Any speech that favors *status quo* rather than movement towards a *change goal*.

Change Talk: Any speech that favors movement towards a particular *change goal*.



Motivational Interviewing

Motivational interviewing is a collaborative conversation style for strengthening a person's own motivation to change.

Helping Patients/Clients to Make Healthful Changes

Traditional Communication Style

MI Communication Style

Philosophy

I am a health care provider so I can help you change.

You are the expert on yourself and have the resources it takes to change.

Application

I know what's wrong with you and I can help you fix it.



Here is the solution to your problem.

I will listen to you and prove that I understand your perspective.



I'll draw out your reasons for change and with you discuss strategies and offer hope.

MI Paradigm

- **People are ambivalent**
- **Counselor/Clinician's advocacy for change evokes "resistance" from the patient**
- **Resistance predicts a lack of change**
- **Evoking the patient's own change talk will enhance behavior change**



There is no improvement, Henry. Are you sure you've given up *everything* you enjoy?



Self-Determination Theory Essential Human Needs

These work in all cultures...

Competence

Autonomy

Relatedness



Fundamental MI Skills

- **Open Questions**
- **Affirmations**
- **Reflections**
- **Summaries**

Open Questions

- **How...**
- **What...**
- **Tell me more about ...**



“How” question

How, if at all, does diabetes affect your independence?



“What” question

Some people feel their weight holds them back from things they want to do while others feel their weight doesn't matter – what about you?



“Tell me more...”

Tell me more about how smoking affects
what you really want out of life?

Key Questions to Tap into the Self-Determination Theory

Essential Human Needs

Competence

Autonomy

Relatedness

To initiate conversation for change...

- Some parents are concerned about their child's weight while others are not—**what** about you?
- **How**, if at all, do job responsibilities affect your blood sugar control?
- **What** do you notice when you are able to take your medication daily?
- Tell me what you've heard about **how** high blood pressure relates to health.

To strengthen motivation for change...

- Tell me more about **how** your smoking might affect your children.
- If you decide to start walking regularly, **what** might be some benefits?
- **What** might be some reasons to consider eating more fruits and vegetables?
- **What** if anything concerns you about your children's screen time?

Reflections

Best guess at the meaning behind
what a person is saying



Reflections - Start with “You...”

- It sounds like **you** feel...
- It sounds like **you** are concerned about...
- So you are saying that **you** are having trouble with...

Ideally shorten to:

- **You** feel...
- **You** are struggling with...
- It's difficult for **you** to...



Validating Feelings

- Alone
- Hopeless
- Torn
- Trapped
- Powerless
- Overwhelmed
- Drained
- At war/conflicted
- Struggling



Paradox of Change

“When a person feels fully accepted for who they are and what they do - no matter how unhealthy, it allows them the freedom to consider change rather than resist it.”



Everyone Loves Raymond Clip



Affirmations – Build Relationships

Affirmations are a kind of reflection which attribute positive qualities to people.

They are a statement of appreciation and understanding.



Affirmations: Building self-confidence

Defensive attitudes are adaptive and natural. They reduce threats against positive self-image and self-worth.

They are maladaptive when change is necessary.

Coaching to Improve Health Behaviors

Emphasize weakness Emphasize strengths

Trying to “fix” the problem

Builds on what people know and already do

MRI Imaging

Triggers...

Defensiveness

Shutting down

Stimulates...

Cognitive functioning

Perceptual accuracy



Affirmations-
Offer hope

Making people feel valuable and unique

Attributing positive qualities – making her/him feel seen as a person (not just as a patient with a health issue).

Affirmation vs Cheerleading

Taking time to test your blood sugars shows how much you care about your health.

VS

It's great you're testing your blood sugars!

Thinking about realistic ways to have family meals shows your commitment to your children.

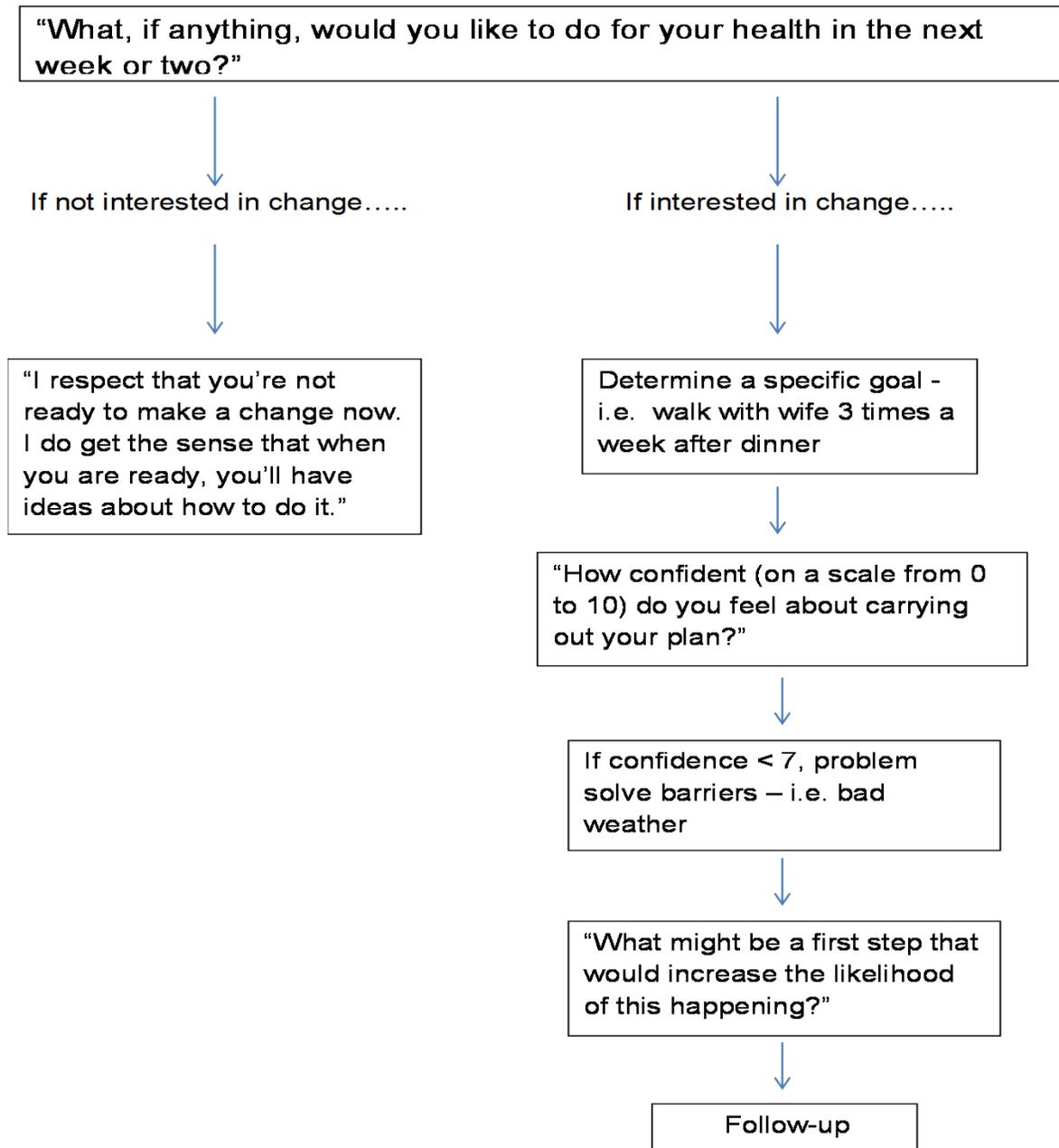
VS

I'm so glad you're eating better!



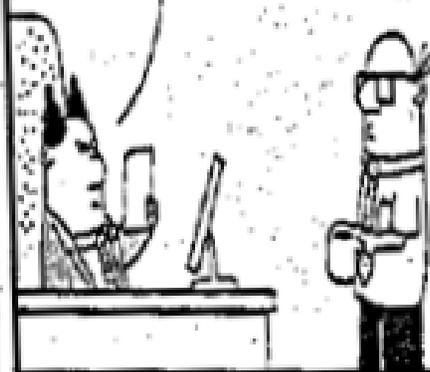
Brief Goal Setting

Goal Setting



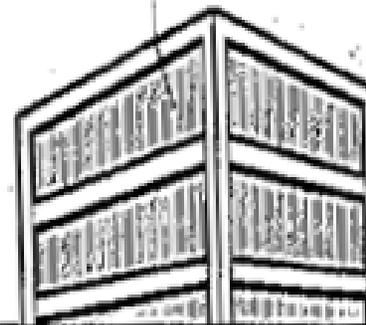
DILBERT

WHEN I ASKED FOR
YOUR GOALS FOR THE
COMING YEAR, I HAD
SOMETHING DIFFERENT
IN MIND.



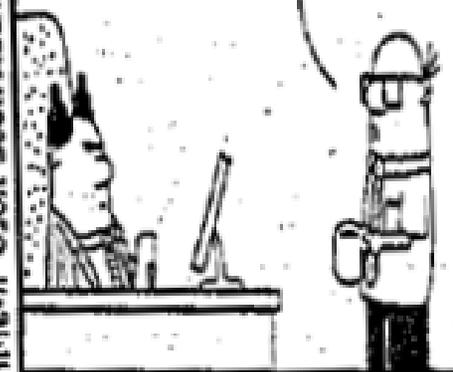
Dilbert.com DilbertCartoonist@gmail.com

NOT "WORK AS LITTLE
AS POSSIBLE WHILE
AVOIDING THE WRATH
OF THE POINTY-HAIRED
TROLL."



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DON'T CALL THEM
MY GOALS IF YOU
MEAN YOUR GOALS.





Elicit - Provide - Elicit



Elicit knowledge of target area

What do you know about how alcohol affects blood sugar?

Provide targeted information

Alcohol can increase your risk for low blood sugar, especially on an empty stomach or if you have multiple drinks in a row. Its effect can last for up to 12 hours. Also, alcohol may affect your ability to tell whether you have symptoms of low blood sugar.



Elicit Interpretation

What do you make of this?

Using MI to Provide Information...

Elicit-Provide-Elicit

- Elicit:** What patient knows or has heard about a topic...
- Reflect patient's response starting with "You think/heard/believe..."
- Provide:** Information by possibly starting with "This might sound different from what you've heard but it turns out..."
- Elicit:** Patient's understanding by asking "What do you make of this?"
"What are your thoughts on this?"
- Reflect patient's response

SUMMARY

MR. SMITH

Training Resources

Motivational Interviewing Training Opportunities -
<http://www.motivationalinterview.org/>

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